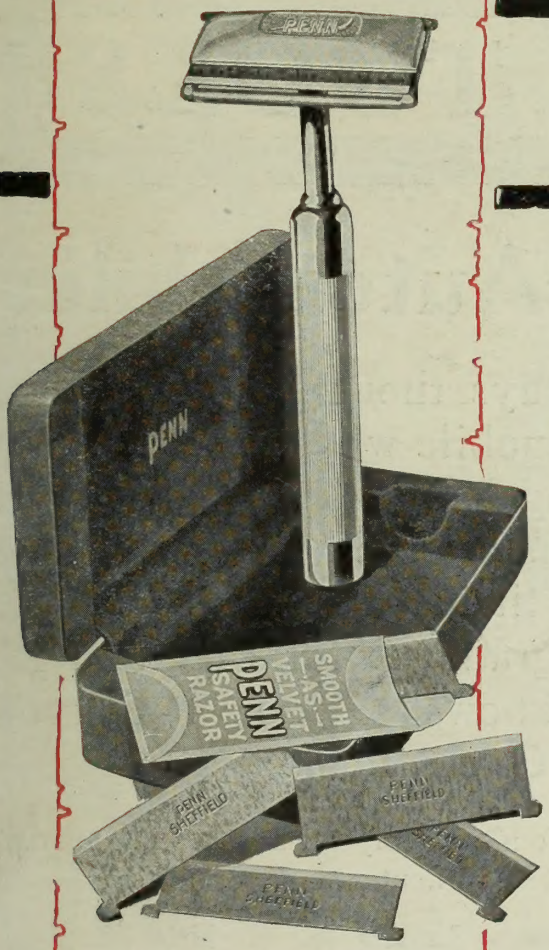
HARDWARE AND METAL

Vol. XXIX PUBLISHED EVERY SATURDAY SINCE 1888 July 7
No. 27 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



Penn Safety Razor—Holder—triple silver-plated; simple; sanitary. Perfect balance. Brings blade to face at correct angle, arm in natural position.

Blades—laboratory-made. Scientifically hardened, tempered and tested to split a hair before leaving laboratory.

Spring-hinged box, velvet-lined, Spanish leather finish cover.

Complete, with 5 blades that shave, $1.50

Your Profit Guaranteed

Sell your customer the Penn Razor, Blades and Honing Strop, guaranteed Shaving Satisfaction or Money Back.

If he returns it, refund every penny.

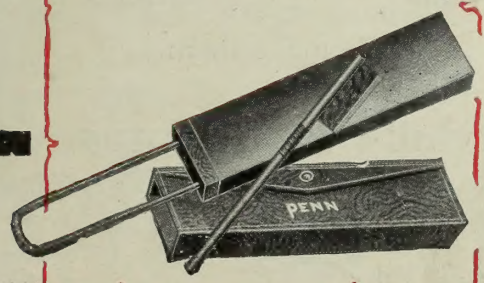
We, in turn, pay you full retail price, including your profit.

—which means good customers, increased good-will and substantial profits on every sale *guaranteed*.

PENN SAFETY RAZOR

WITH BLADES THAT SHAVE

Canadian Distributors:
MENZIES & CO., Limited
TORONTO - CANADA
A. C. PENN INCORPORATED, 100 Lafayette St., New York



Penn Honing Strop—

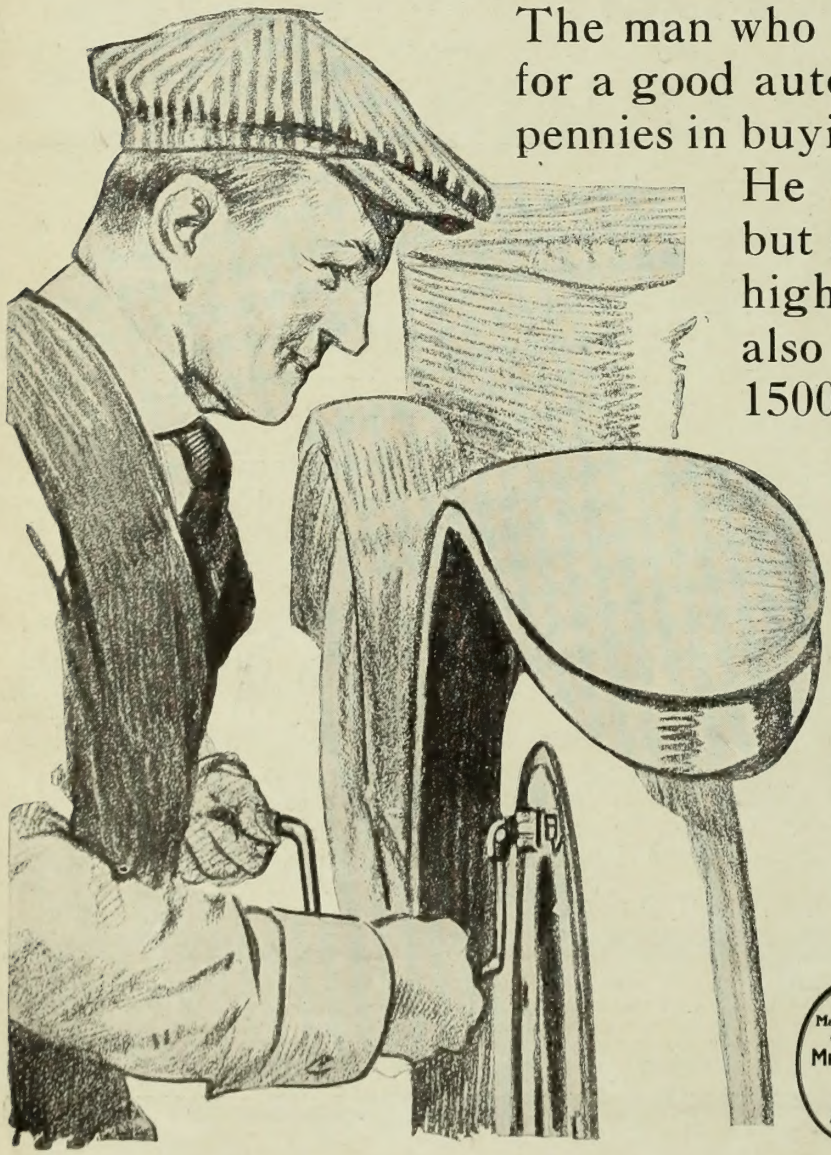
For keeping good blades good—gives a keen and clean shaving edge. Two sides—Honing side treated with delicate abrasive; finishing side with mineral oil to keep leather flexible.

Price, with Stropping Handle and Sheath, Spanish leather finish, $1.50.

GOODELL-PRATT

1500 GOOD TOOLS

Good Tools for Good Automobiles



The man who pays thousands of dollars for a good automobile will not try to save pennies in buying tools to keep it in repair. He knows that good tools are but a fitting complement for a high grade motor car; and he also knows Goodell-Pratt's 1500 Good Tools.

Your accessory department is not complete without

Bearing Scrapers
Brass Hammers
Circular Glass Cutters
Combination Pliers
Cotter Pin Pullers
Hack Saws
Hand Drills
Motor Sets
Rim Wrenches
Screw Drivers
Thickness Gauges
Valve Grinders
Washer Cutters
Wrenches

We make them.

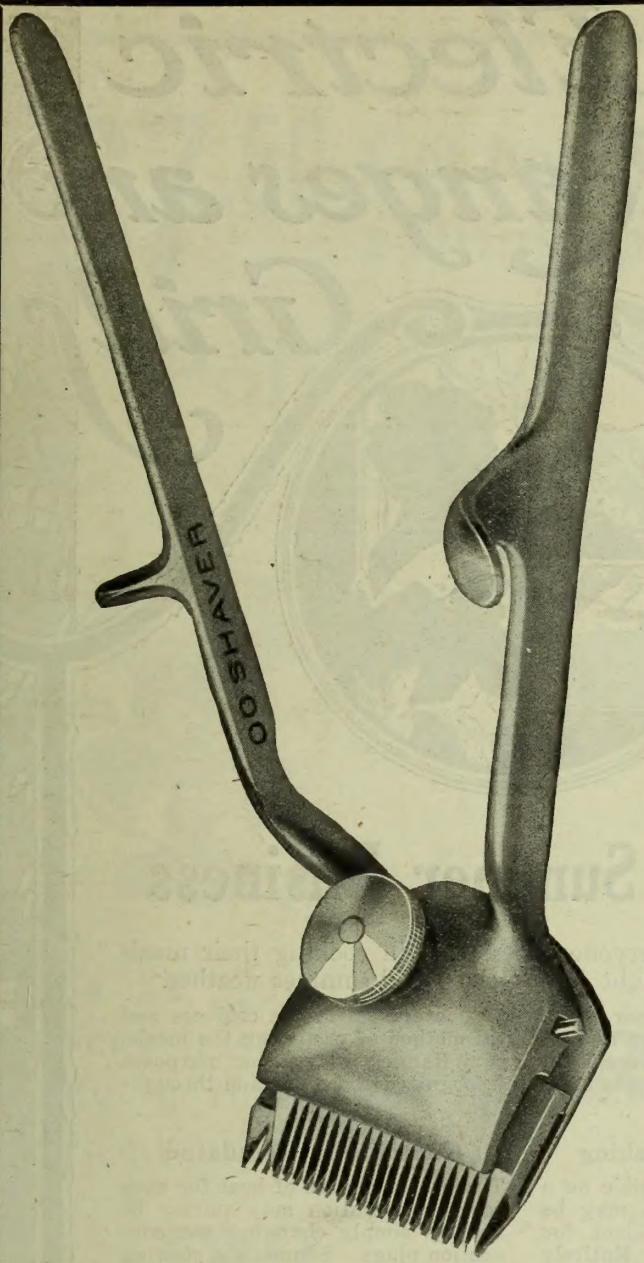
Goodell-Pratt Company

Makers of Mr. Punch

Toolsmiths

Makers of Mr. Punch

Greenfield, Mass., U.S.A.



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co."

SMALL TOOLS

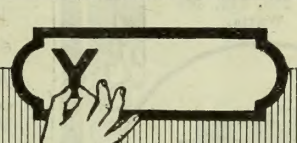
The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

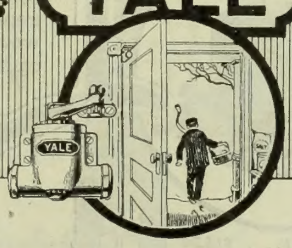
Montreal, 723 Drummond Bldg. **Vancouver,** 609 Bank of Ottawa Bldg. **Winnipeg,** 1205 McArthur Bldg.



Yale Products — **made in Canada**

Padlocks — ***Door Closers***

Night Latches — ***Builders' Hardware***

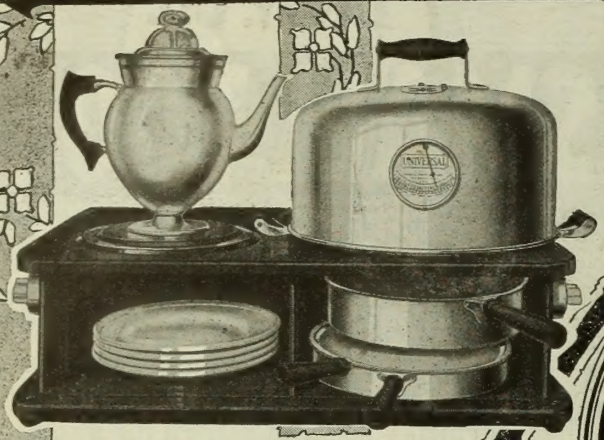


The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

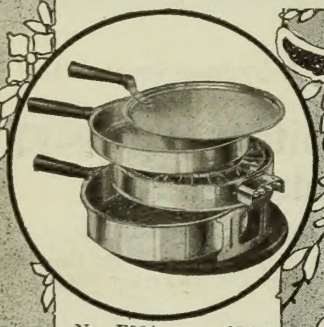
The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

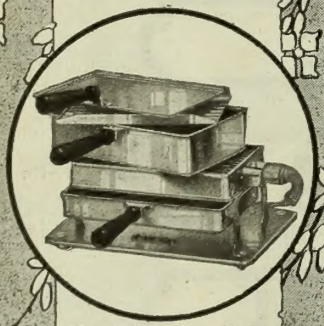
UNIVERSAL *Electric Ranges and Grills*



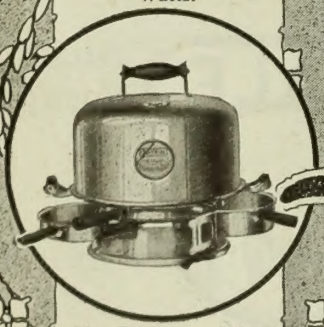
No. E9688 ..... $29.25
1500 Watts.



No. E984 ..... $7.25
150, 275, 325, 600
Watts.



No. E982 ..... $7.00
150, 275, 325, 600
Watts.



No. E9841.... $14.50
150, 275, 325, 600
Watts.

Increase Summer Business

The delight which everyone experiences in cooking their meals electrically is at its height during the torrid summer weather.

At this time your customer may best be interested in the coolness and convenience of this modern and practical method of preparing the meals. With an interest in Universal Grills and Ranges for summer purposes once aroused their usefulness becomes recognized and a demand throughout the year will follow.

From Broiling to Baking

Any cooking process possible on a gas stove or coal range may be done in a quantity sufficient for three or four people. Entirely clean and without fumes of the fuel to mar the flavor.

Heat Easily Regulated

The proper degree of heat for each cooking operation may quickly be had by simply changing the connection plugs. Simmering, stewing or baking heat are thus available at a moment's notice.

Economical in Use

Being only in use as they are actually needed much is saved in the cost of cooking. All of the heat generated is available so that the work is done at the price of only a cent or two.

Carry to Any Room

The lightness and compactness of their construction allow of their being carried from room to room as needed. Small enough to pack out of the way, large enough to do the work.

The extra strength and sales features of Universal Grills and Ranges are your asset. We will be glad to tell you about them if you will write for information.

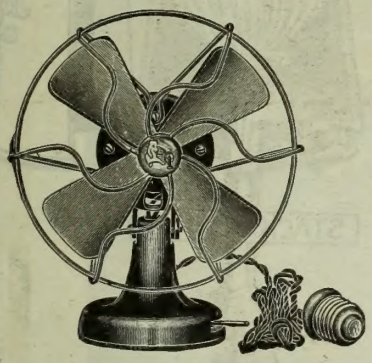
LANDERS · FRARY & CLARK NEW BRITAIN CONNECTICUT

Canadian Representatives: A. Macfarlane & Co., Montreal

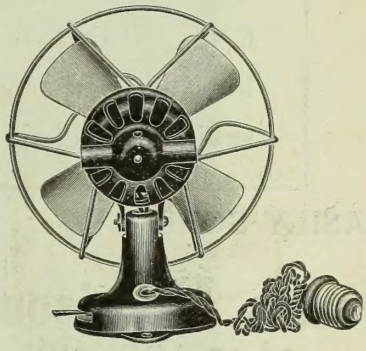
$7.50 Get hold of this quick-selling profit-maker $7.50

Polar Cub Electric Fan

Equipped with 8-foot cord and plug



LEWIS BROS.



It's as good in every respect as any of the high-priced fans.

Even at the above low price it pays the retailer a good profit.

TWO SPEEDS

LIMITED MONTREAL

TWO SPEEDS

The Low Cost of Coolness

DON'T JUDGE IT BY THE PRICE

Blade 6" ***Height 8"*** ***Weight 3 lbs. 5 oz.***

SOLD AND GUARANTEED BY LEWIS BROS., Limited MONTREAL

If interested, tear out this page and keep with letters to be answered.

Quick Hot Water at a Big Saving of Gas

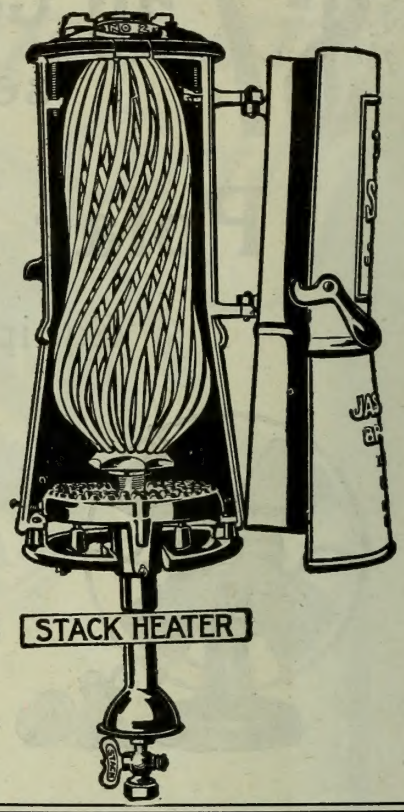
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

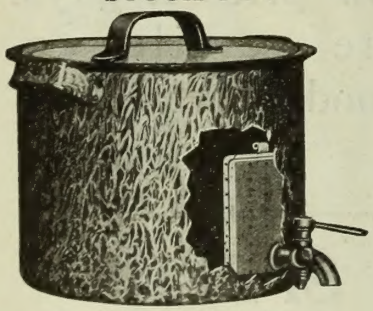
93-97 ADELAIDE STREET WEST, TORONTO

DAVIDSON'S

Manufacturers of the Celebrated

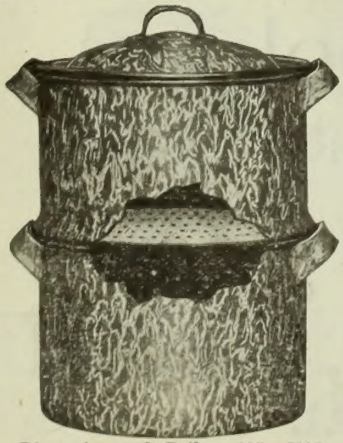
COLONIAL and PREMIER ENAMELWARE

STOCK POT



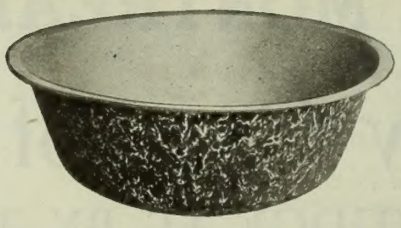
With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS



Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½'
Quarts, 10

BUTTER BOWL



Sizes—15, 17, 19 inches

We show here a few of our lines, chiefly used in hotels and large establishments. Write for full particulars.

The Thos. Davidson Mfg. Company, Limited

Toronto Montreal Winnipeg

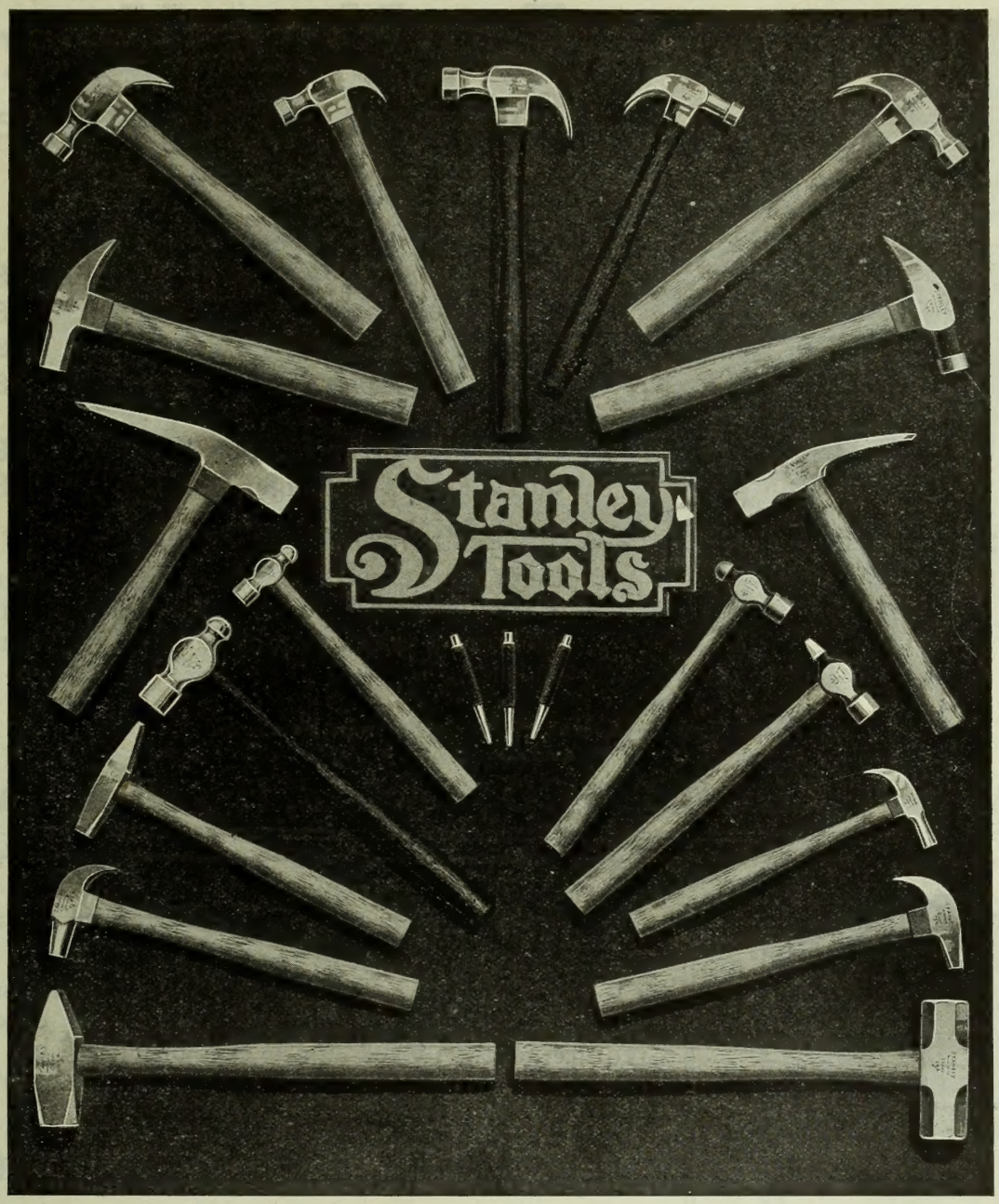
COFFEE BOILER

Qts.—4½, 6, 8½, 11½

TEA BOILER

Qts.—4½, 6, 8½, 11½

If interested, tear out this page and keep with letters to be answered.



STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

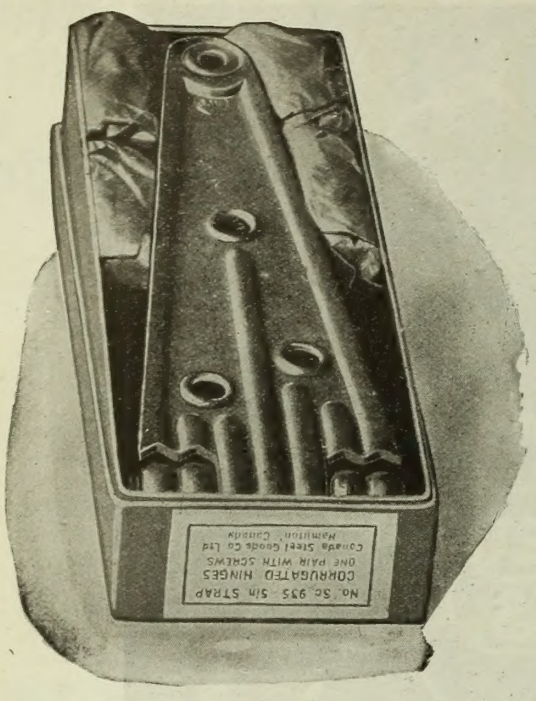
The above features, together with their specially fine finish, make them a very attractive line to carry.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

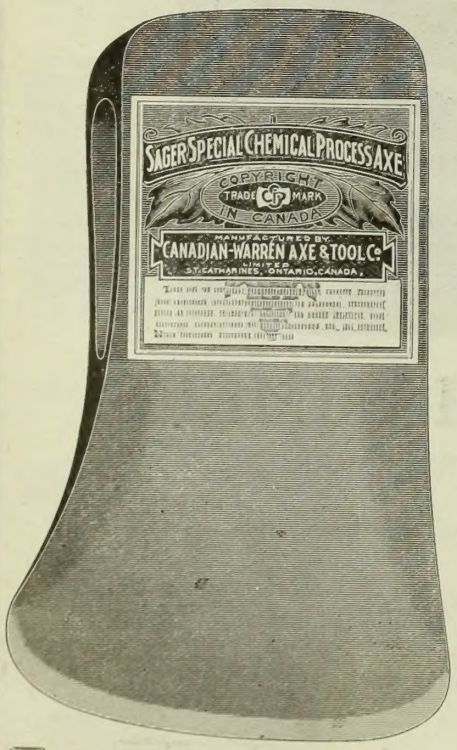
Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

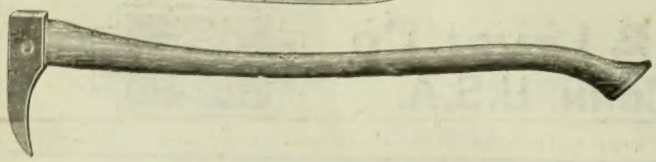


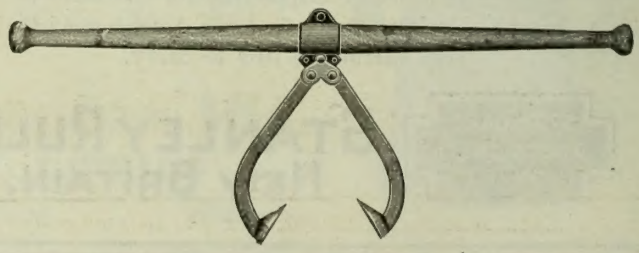
SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.

St. Catharines, Ontario





If interested, tear out this page and keep with letters to be answered.

VALUE

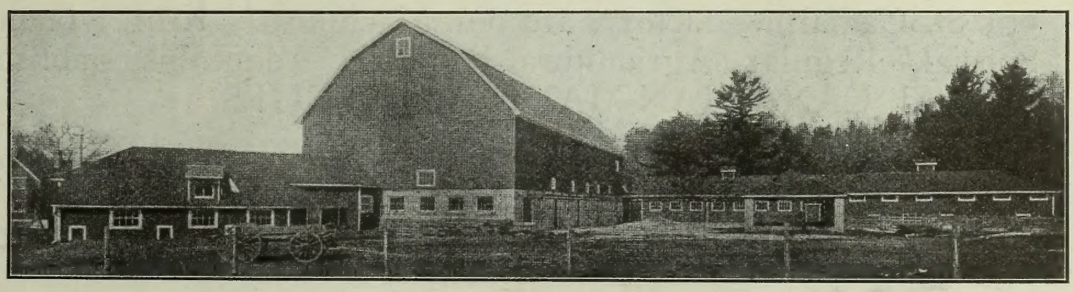
Value in our SAMSON Roofing means full money's worth.

It means dollar for dollar in the service it gives.

It means an added "something" which in a man or woman we call *personality.*

In SAMSON Roofing it is the stamp of *superiority.*

H. S. HOWLAND, SONS & CO.
LIMITED
WHOLESALE HARDWARE
TORONTO



If interested, tear out this page age and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

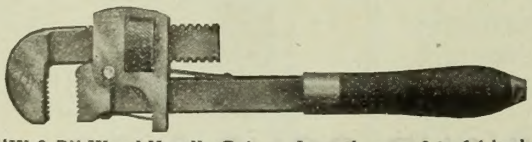
Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

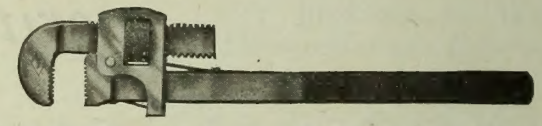
"W & B" Pipe Wrenches the Only Pipe Wrenches

MADE IN CANADA

The line comprises all sizes from 6 to 48 inches



"W & B" Wood Handle Grips. Length open 6 to 14 inches



"W & B" STEEL Handle Grips. Length open 18 to 48 inches

These Wrenches are extra strong frames well proportioned.

The Jaws are Drop Forged and tempered, giving them strength to resist the most severe strains.

Other patterns of "W & B" SCREW WRENCHES MADE IN CANADA at our St. Catharines factory, are our Machinists' Knife Handle, "Railroad Special," Regular (Agricultural Pattern). Adopt this established line as your standard CANADIAN-MADE WRENCHES.

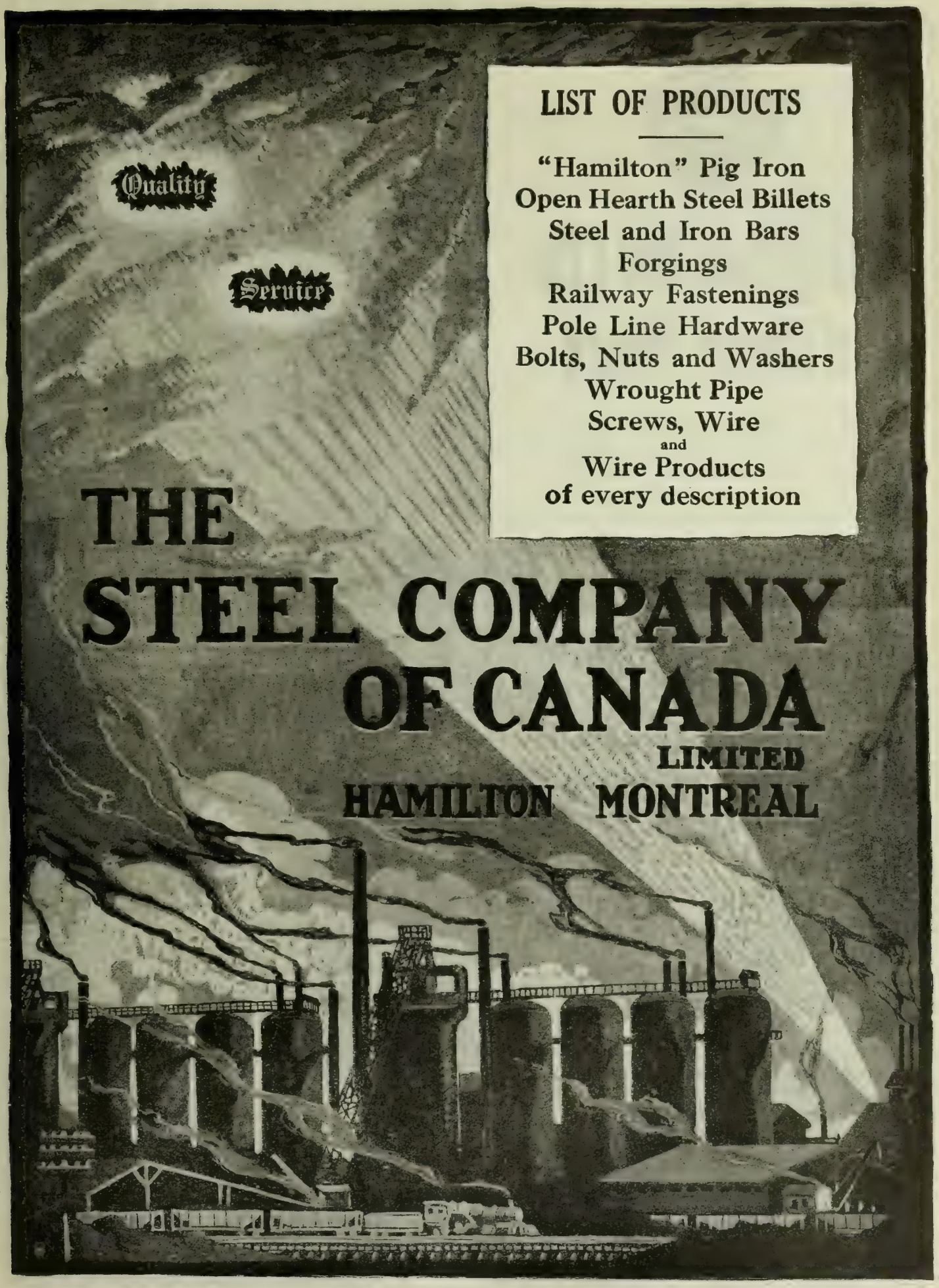
Complete information and catalog No. 82 on request.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 61 YEARS

ST. CATHARINES, ONT.

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Order Yours Now
Be Prepared

Each of the three Freezers, LIGHTNING, GEM or BLIZZARD, has served the housewives of America for thirty years, and, like the cream they create, are in demand in all seasons.

They are built of the very best material and workmanship possible—their ingenious construction makes them easy to operate, quick freezing, and economical to both dealer and user.

The Blizzard, being simpler in construction and cheaper in price, makes it a good running mate with either the Lightning or Gem. They sell themselves and stay sold! No comebacks or complaints.

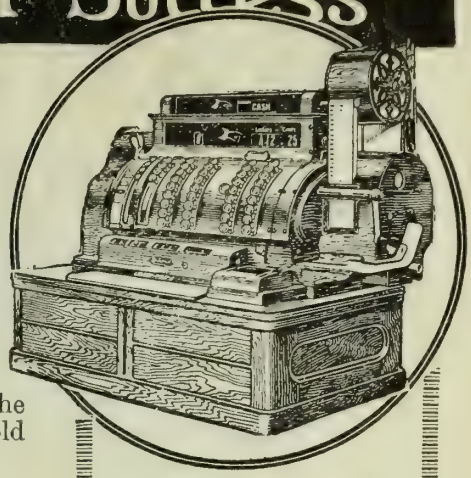
This means easy, net profits for you. Your jobber will supply you.

Include the Lightning Ice Chipper. It helps the sale of Freezers.

North Bros. Mfg. Co.
PHILADELPHIA - PA.

If interested, tear out this page and keep with letters to be answered.

N.C.R. Service a Sign of Success



Before and After Confederation

and a message for to-day

Those of us who can look back to the days of Confederation, re-live as the old associations are recalled.

The store of the early days had many pleasant associations. The wooden Till could tell an interesting story—one which would perhaps reveal human weaknesses, losses to the merchant on account of mistakes, disputes with customers, forgotten charges, etc.

Doing business in an efficient or systematic way was little thought of in those days. The temptation which was placed before employees was criminal.

A merchant of Dayton, Ohio, in thinking of the dangers to himself and his employees because of no system, devised a crude mechanism for registering money. This was the first step from the old-fashioned Till to the present highly specialized Cash Register.

The story of the years of struggle and patience on the part of the founder of The National Cash Register Company, Mr. John H. Patterson, to perfect a register which would relieve the retail merchant of work and worry, remove temptation from his employees, is a most interesting one.

The story of Mr. Patterson's early struggles is told by himself in an interesting booklet—"The Troubles of a Store-Keeper and How to Correct Them." This booklet is of especial interest to every retail merchant. Send us your address and we will gladly forward you a copy.

THE
National Cash Register Co.
OF CANADA, Limited
HEAD OFFICE AND FACTORY:
350 Christie Street - TORONTO, ONT.

The History of the old Cash Drawer

Mistakes
Losses
Temptation
Uncertainty
Laziness
Carelessness
Disputes
Customer Dissatisfaction
No Records
Overwork
Late Hours
Inefficiency
Small Profit
Stunted Business

The History of N.C.R. SERVICE

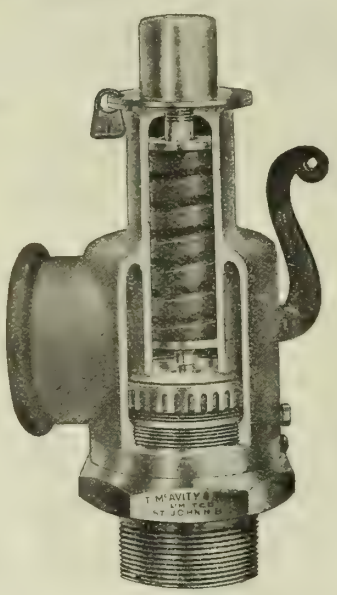
No Mistakes
Losses Stopped
Temptation Removed
Accuracy
No Disputes
Customer Satisfied
Quick Service
Correct Information
Instantaneous Audit
Immediate Balance
Highest Protection
Success

A "National" Serves and Protects

"McAVITY" Improved

Side Outlet Brass Pop Safety Valve

Lockup Pattern



Approved by the Governments of the Provinces of Ontario, Alberta, Saskatchewan and British Columbia.

For use on boilers carrying pressures up to and including 200 lbs.

T. McAvity & Sons

Limited

Haraware and Metal Merchants, Brass and Iron Founders

St. John, N. B. - - Canada

Montreal Winnipeg

The Basis of a Good File is the Steel

Unless the steel is such that the tool will stay hard for a reasonable length of time, the file will not give good results—neither will it be economical to use.

The steel from which the "Famous Five" files are cut is a high carbon steel made from our own formulas —which have proven satisfactory after years of practical experience.

This, plus the sharpness and regularity of the teeth ensures a tool that will stay hard and sharp for a long time. Consequently the "Famous Five" are the most economical Files to buy.

And that's why it pays Dealers to sell them.

Specify them when ordering.

If interested, tear out this page and keep with letters to be answered.

"Quality METALLIC First"

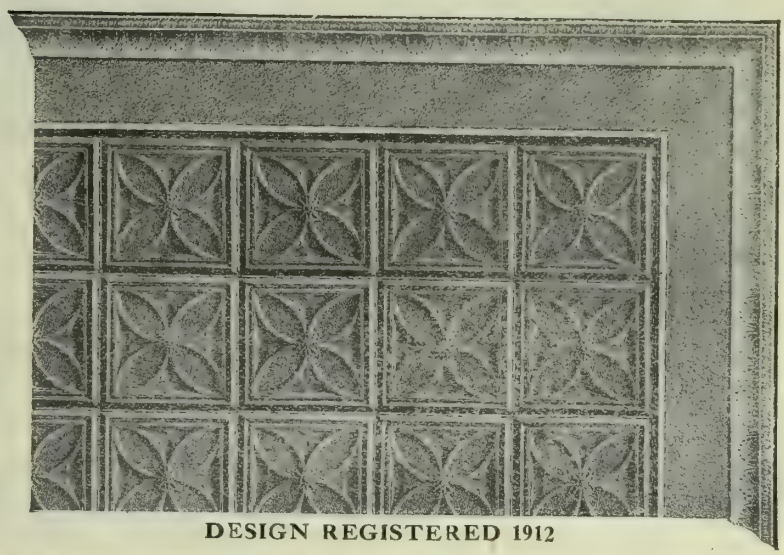
SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Every Store is a Prospect

No good business man can say "No" to M-R Co. Ceiling and Wall Plates. They give his store a clean, bright, snappy, up-to-date look that brings good business.

Good, clean profits to our dealers too, because M-R Co. plates are quickly and easily laid.

Illustrations and prices on request.

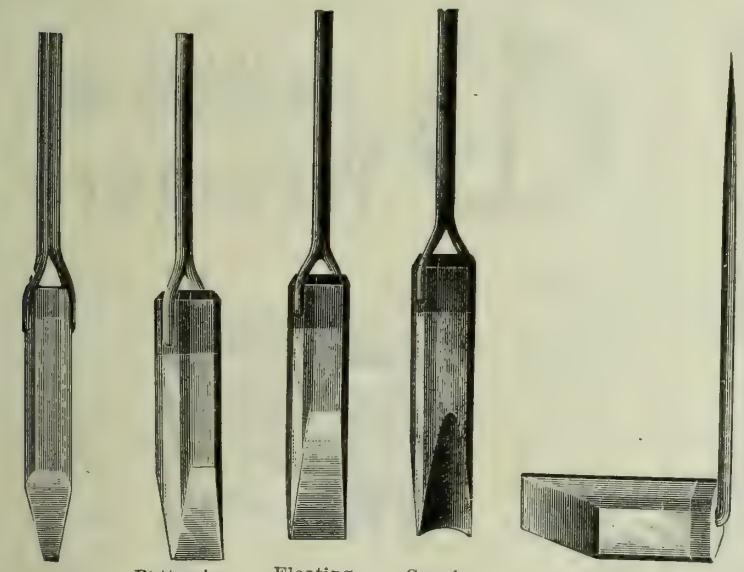


DESIGN REGISTERED 1912

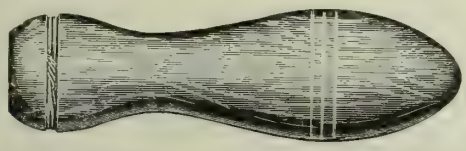
The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Soldering Coppers

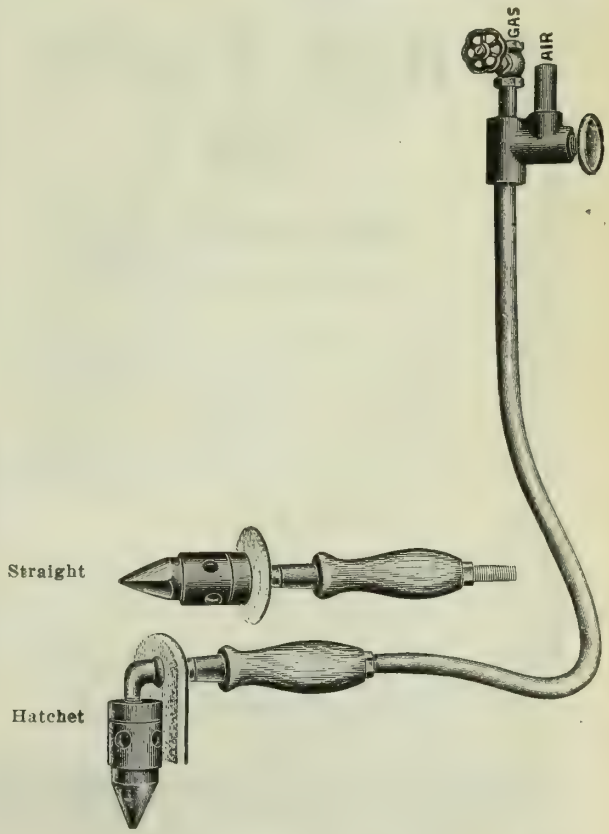


Soldering Copper — Bottoming Copper — Floating Copper — Capping Copper — Hatchet Copper



Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

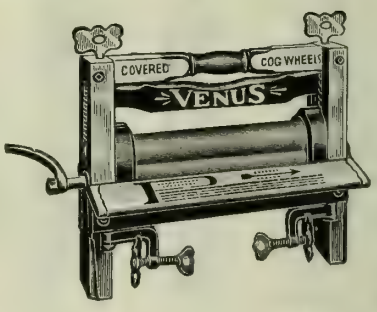
High Quality TOOLS
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



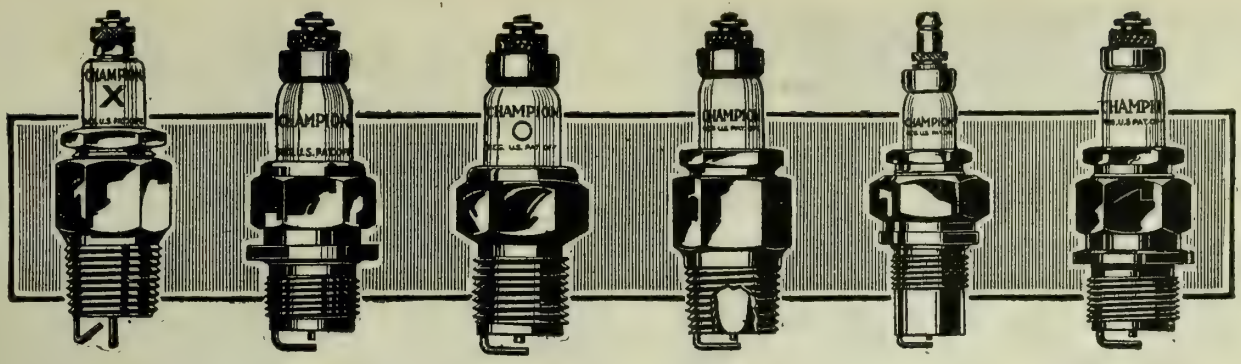
recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL
LIMITED
HAMILTON - - CANADA

If interested, tear out this page and keep with letters to be answered.



Champion "X" for Ford Cars. Price $.75.

Champion Heavy Duty for Medium Powered Cars. Price $1.00.

Champion "O" for Overland Cars. Price $1.00.

Champion "Conical" for Studebaker Cars. Price $1.00.

Champion Long for McLaughlin Cars. Price $1.00.

Champion Regular for Maxwell Cars. Price $1.00.

Champion Toledo

Dependable Spark Plugs

Are standard factory equipment on Ford, Maxwell, Overland, Studebaker and other makes of automobile representing sixty per cent. of all cars made in Canada.

This fact makes it logical that the owners of these cars should ask for Champions when making replacements.

Our advertising will reach the owners of practically every Automobile, Motor Boat, Gas Engine, Tractor and Motorcycle, not once, but many times during the next few months.

Every dealer in Auto Spplies, who links his store with this blanketing campaign, is bound to "cash in" on the biggest effort ever made in Canada for Spark Plugs.

Use the Champion Dealer Electros and Store Displays to get the direct benefit of our two million ads a week.

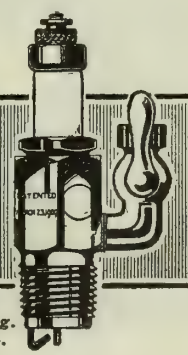
Send in the Profit Sharing Coupon so that you will get the extra profits on all the Champions you may order from any jobber.

Champion Spark Plug Co. of Canada, Limited

14 Sandwich Street West, Windsor, Ontario

The Champion Plugs shown will efficiently meet the requirements of every make of Auto, Gas Engine or Tractor in Canada. By carrying a stock of each type you insure larger sales for yourself and greater satisfaction to your customers.

Champion Heavy Stone for High Powered Cars. Price $1.25.



Champion Priming Plug. Price $1.25.

Simonds Saws

Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw.

We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

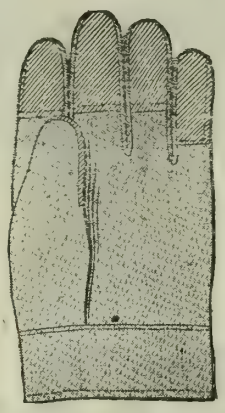
Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.

Vancouver, B.C.
St. John, N. B.

TAPATCO

REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

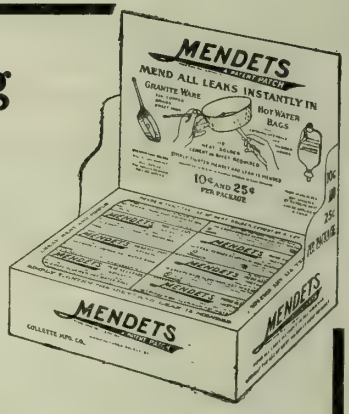
Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Sales coming to you



Here, Mr. Dealer, is a live proposition — get busy and pull this business your way. Get a free counter display of "Mendets" from your wholesaler and sales will come to you. "Mendets" will sell itself and bring you profit.

MENDETS is the miracle invention for mending Graniteware, Hot Water Bags and all leaky cooking utensils without heat, solder, cement or rivets. So simple a child can do it. Week by week sales grow.

Don't delay, ask your wholesaler to send you free container and particulars.

Collette Mfg. Company

Collingwood, Ont., Canada

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto
Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Cane's Wash Boards

Best for the money

Our complete line of washboards enables you to give each customer just the washboard they favor.

DIAMOND KING—Glass rubbing plate.
IMPROVED GLOBE—Zinc rubbing plate.
IMPROVED GLOBE—Tin rubbing plate.
ORIGINAL GLOBE—Extra heavy back, zinc rubbing plate.
ORIGINAL GLOBE—Extra heavy back, tin rubbing plate.
WESTERN KING—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

The All Canadian Washboard—an all wood, all service, long life, best-for-the-money washboard.

Get this profitable line from your jobber, also our complete line of Pails, Tubs, Clothes Pins and other Woodenware.

The WM. CANE & SONS COMPANY, Ltd.

Manufacturers

NEWMARKET ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

MacLean's Magazine
FOR JULY

The Smugglers were Caught

THE true and complete story of a huge smuggling conspiracy which robbed the Canadian and United States Customs Departments of hundreds of thousands of dollars, and which was finally exposed by a Canadian Customs officer, is well told in the July MACLEAN'S. The parties concerned settled by handing over a huge check to the Canadian Government and not a word of the story has ever before been in print. The man who writes the article, J. D. Ronald, was personally concerned in the investigation, and he tells the whole case from first to last, merely changing the names of some of the central figures. This is one of the most striking special features that MACLEAN'S has ever had.

Confederation
the dominant theme of July MACLEAN'S

THE Jubilee of Confederation has led the Editor to make the July MACLEAN'S retrospective and interpretive of Confederation in the character of its main contents—this to meet the certain need and desire of the Canadian people. Note the fine provision of special Confederation article and features:

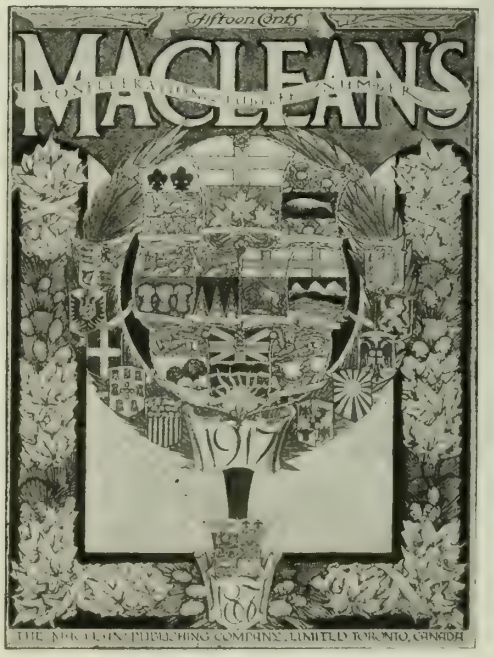
"THE MEETING OF MACDONALD AND BROWN."
By C. W. Jefferys, a frontispiece painted for MACLEAN'S.

"THE STORY OF CONFEDERATION."
By Thomas Bertram. A colorful narrative of the bringing about of the union of provinces.

"FIFTY YEARS OF BUSINESS EXPANSION."
By W. A. Craick, covering all phases of business—banking, insurance, manufacturing, agriculture, transportation, etc.

"THE BUILDING OF THE C.P.R."
By C. H. Mackintosh, former Lieutenant-Governor of the North West Territories, and an ex-editor of the Ottawa Citizen.

"CONFEDERATION AND AFTERWARDS."
By Agnes C. Laut. An article on Confederation and the taking over of the North West Territories from the Hudson Bay Company.



Look for this symbolic cover design in three colors at book stores and news-stands. It is a fine bit of work, and worth preserving.

"SOME CANADIAN CONTRASTS."
By Frank Yeigh. A sketchy article showing some of the most picturesque ways in which Canada has advanced during the last fifteen years.

"THE DRAFT."
By A. C. Allenson. A story of the part which Canadians took in the American Civil War.

MESSAGES ON CONFEDERATION
appear from the Premiers of many of the Provinces of Canada.

Billy Sunday Contributes:

"WHAT I THINK OF CANADA."
A brief article in the crisp, epigrammatical style of the famous evangelist, illustrated by some of his most recent photographs taken in action in New York.

The Fiction Features:

"THE GUN BRAND."
By James B. Hendryx. An interesting instalment of this exciting serial.

"THE OUTLAW BOAR."
By Clark E. Locke. A short story.

"PUTTING IT OVER."
By Hastings Webling. A golf story.

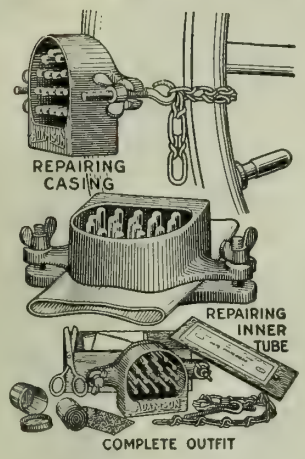
"THE CAPTAIN OF THE SUSAN DREW."
By Jack London. The first instalment of a two-part story—one of the last that London wrote.

The Best Number of MACLEAN'S by long odds

THAT has ever been put out is this July issue. It will be bigger, the articles are stronger, the stories more entertaining, and the illustrations more varied. Stephen Leacock's "Sunshine in Mariposa" is continued in this issue; also the regular Departments, Records of Success, Review of Reviews, The Business Outlook, and Information for Investors.

At All News-Dealers 15c.

ADAMSON Vulcanizers



MODEL "U"
For Tubes and Casings

The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing Weight 4 lbs. $3.00

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

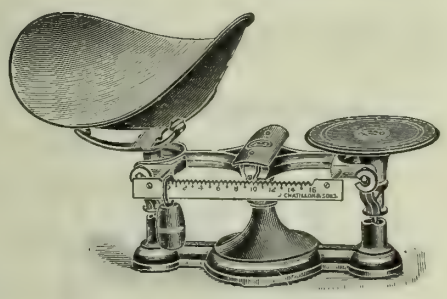
ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

"HERCULES" SASH CORD

"Hercules" Sash Cord is cheaper than any imported sash cords of equal quality. Tests made by the Strength of Materials Laboratory of the University of Toronto prove the great tensile strength of this cord.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity —strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

PEERLESS PERFECTION

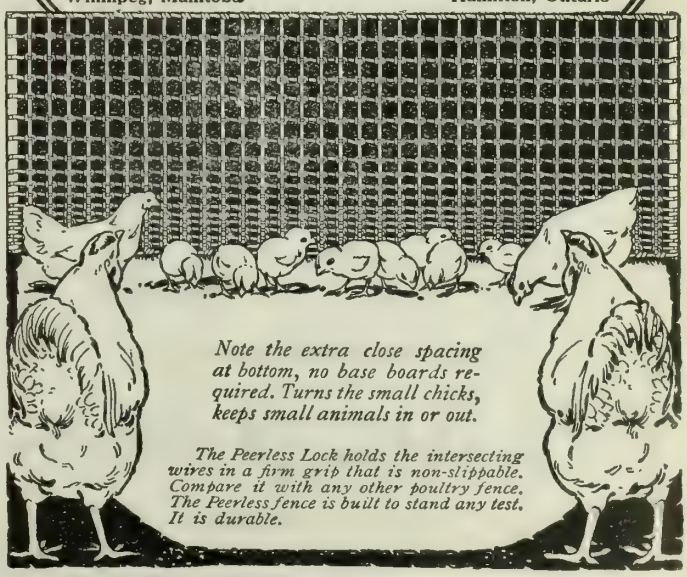
The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out —both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Manitoba **Hamilton, Ontario**

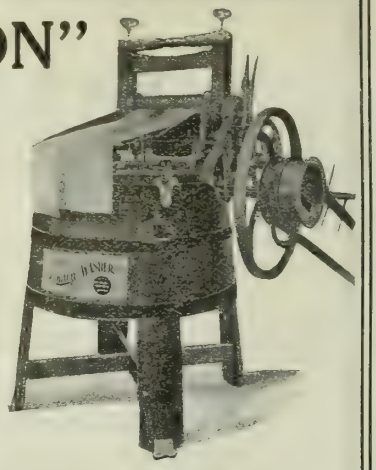


If interested, tear out this page and keep with letters to be answered.

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. **Big sales ahead in the country districts.**

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.

London, Ontario

PUMPS

SELL THE KIND IN BIG DEMAND

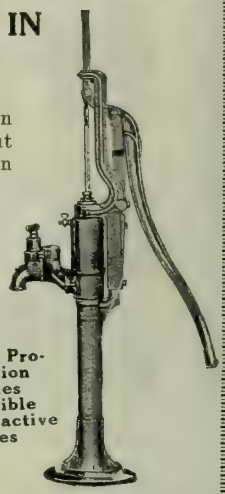
Not only are wood and iron pumps in big demand, but they pay nice profits on each sale.

We carry on Hand a Large Stock.

We are the largest pump manufacturers in Western Canada, and the extent of the lines we manufacture enables us to make unbeatable prices to the trade.

We also manufacture GASOLENE AND KEROSENE ENGINES, WIND MILLS, FEED GRINDERS, ROLLER CRUSHERS, PUMP JACK, ETC.

Complete stock at Calgary and Brandon for immediate shipment.



Big Production Makes Possible Attractive Prices

Alberta dealers are requested to order from our Calgary house, and Saskatchewan and Manitoba dealers from Brandon.

WRITE TO BRANDON FOR OUR CATALOG, SHOWING COMPLETE LINE.

Manitoba Engines, Limited

Brandon, Man.

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

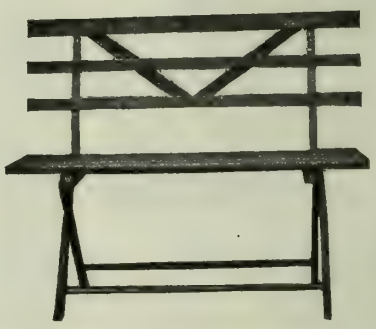
Write

The R. McDougall Company

Limited

GALT, CANADA

Ready for Immediate Delivery



"Stratford" Garden Seat

People will enjoy their own lawns this year more than ever. Get hard after the lawn furniture business. The Stratford Garden Seat will prove a big seller and there is good profit for you. Made of strong beech. Frame in red or green. Balance natural wood finish. Tied two in a bundle. Order now for immediate shipment.

We have a full line of Lawn and Camp Furniture.

Manufacturers of Ladders, Lawn Swings, Bake, Ironing and Sleeve Boards, clothes Dryere, etc.

The Stratford Mfg. Co., Limited

Stratford, Ontario, Canada

If interested, tear out this page and keep with letters to be answered.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA

DEPENDABILITY

P H

TRADE MARK

Quality Files

are dependable files. Finest Crucible Cast Steel, expert workmanship, and rigid testing give a triple assurance to your customer. Each file out of the box is as good as the fellow before it.

No seconds, no "duds." Every file must stand up to its job—or we want to know why.

They cut—and **THEY WEAR**.

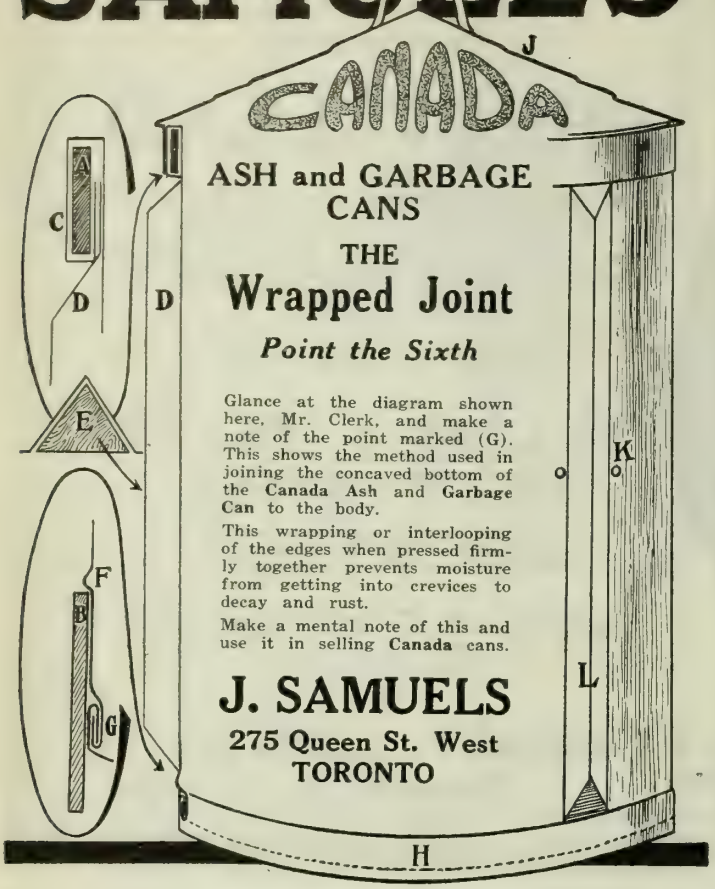
Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

"Ask your Jobber"

If interested, tear out this page and keep with letters to be answered.

SAMUELS



ASH and GARBAGE CANS

THE

Wrapped Joint

Point the Sixth

Glance at the diagram shown here, Mr. Clerk, and make a note of the point marked (G). This shows the method used in joining the concaved bottom of the **Canada** Ash and **Garbage Can** to the body.

This wrapping or interlooping of the edges when pressed firmly together prevents moisture from getting into crevices to decay and rust.

Make a mental note of this and use it in selling **Canada** cans.

J. SAMUELS

275 Queen St. West
TORONTO

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

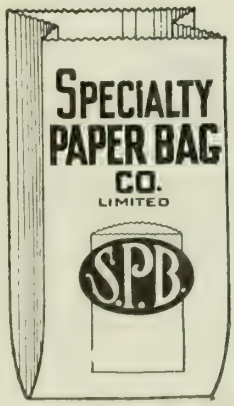
Codes: Liebers, and A. B. C. 4th and 5th Editions.

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.
247-255 Carlaw Ave., Toronto, Canada

Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

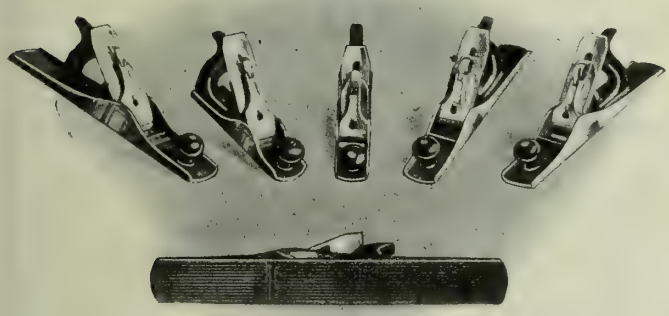
If your jobber can't supply you write to us.

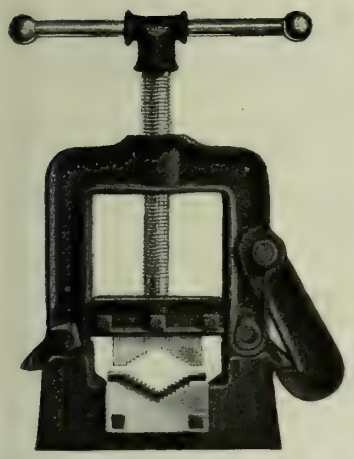
J. H. STILL MFG. CO.

St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.

NATIONAL PLANES



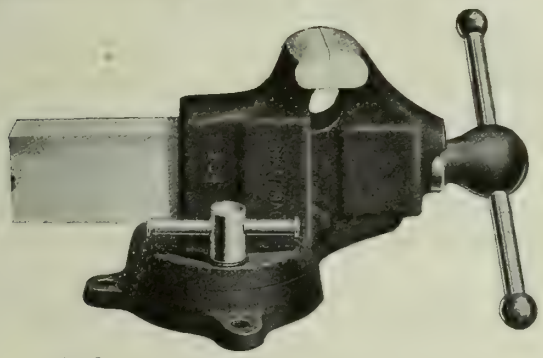


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited

HAMILTON, CANADA

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

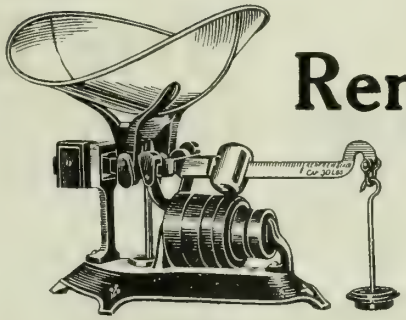
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weigh correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

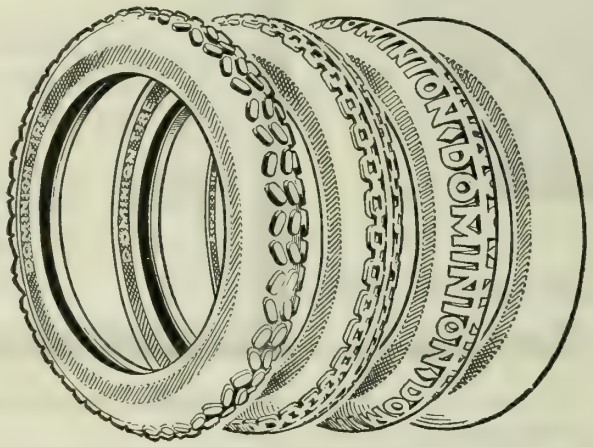
Head Office and Works, Renfrew, Ont.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

There's a "DOMINION" Tire for Every Kind of Service

As no one type of tire can possibly be best for every type of car and road and driver, we make four distinct types:—



THE BIG FOUR

NOBBY TREAD

90% puncture proof. Gives maximum mileage and practical freedom from punctures and other annoyances.

DOMINION TREAD

A thoroughly dependable anti-skid. Has the most rubber where there is most wear—on the tread.

CHAIN TREAD

The suction of the cup-shaped links grips the road—prevents skidding—and gives remarkable traction.

PLAIN TREAD

The basis of all DOMINION TIRE value. Serviceable and economical—because mileage is built right into it.

Whatever car you drive—wherever and however you drive it—there is a DOMINION TIRE perfectly adapted to your needs—the one tire it will pay you best to buy. Choose with judgment and you will get the most satisfactory service you have ever enjoyed.

Behind DOMINION TIRES stands the largest manufacturer of Rubber Goods in the British Empire.

CANADIAN CONSOLIDATED RUBBER CO., Limited

HEAD OFFICE: MONTREAL

28 Branches Throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JULY 7, 1917 No. 27

CONTENTS

Steel Reaching Impossible Position 27-8
Matt Horton Breaks Loose 29-30
Specimen Ads. 29-30
Shipbuilding Active at St. John 31
Adopts Model Paint Law 32
Warning to Retailers 32
Acres of Diamonds 32
Need for Organization 33
How War Has Shifted Imports 34
Selling Value of Window Displays 35
Events in the Trade 36-7
Hardware Letter Box 37
What Other Papers Say 38
The Clerks' Page 39-40
Pre-War and To-Day's Prices 41
New Hardware Goods 44
Markets at a Glance 45
Weekly Market Reports 45-51
Details of Model Paint Law 52
Weekly Paint Market 54-6

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

WHILE the car is being run into the garage, the door is held open by the Stanley Garage Door Holder No. 1774 which prevents the door from slamming against the car and causing damage to the machine or injury to its occupants. After the car is in, a slight pull on the chain releases the holder arm and permits the door to be closed easily.

STANLEY GARAGE HARDWARE

Because they are designed especially for garages, these STANLEY products give perfect satisfaction.

STANLEY BUTTS AND HINGES insure smooth swinging doors—no warping, sticking or binding.

STANLEY BOLTS mean that the doors are positively and safely closed.

The STANLEY LATCH AND PULL HANDLE are of generous, comfortable design—no more pinched fingers.

There are scores of garages being planned right now in your vicinity. STANLEY HARDWARE is needed.

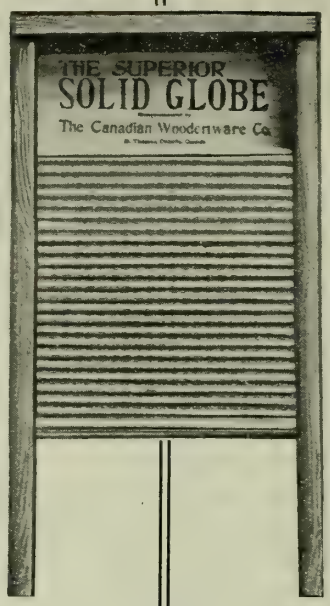
To-day write for your free copy of "Selling More STANLEY Garage Hardware." It's really interesting.

The Stanley Works

NEW BRITAIN CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal

Show the housewife this serviceable washboard



You'll find it an easy seller, for the big value it offers will appeal to her, and the profit on every sale makes a little effort on your part worth while.

The Superior Solid Globe

will give every satisfaction under the severest wear. Make a litle display in your store.

CANADIAN WOODENWARE COMPANY
Manufacturers of Washboards in Zinc, Glass and Metal
ST. THOMAS ONTARIO

Timco Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retai's $2 25 a Quart Tin.

Packed in half dozens. Carriage prepaid to all points east of the Rockies on orders for half dozens or more.

Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

THE TIRE IMPORT CO., LIMITED
544 YONGE ST. TORONTO

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JULY 7, 1917 No. 27

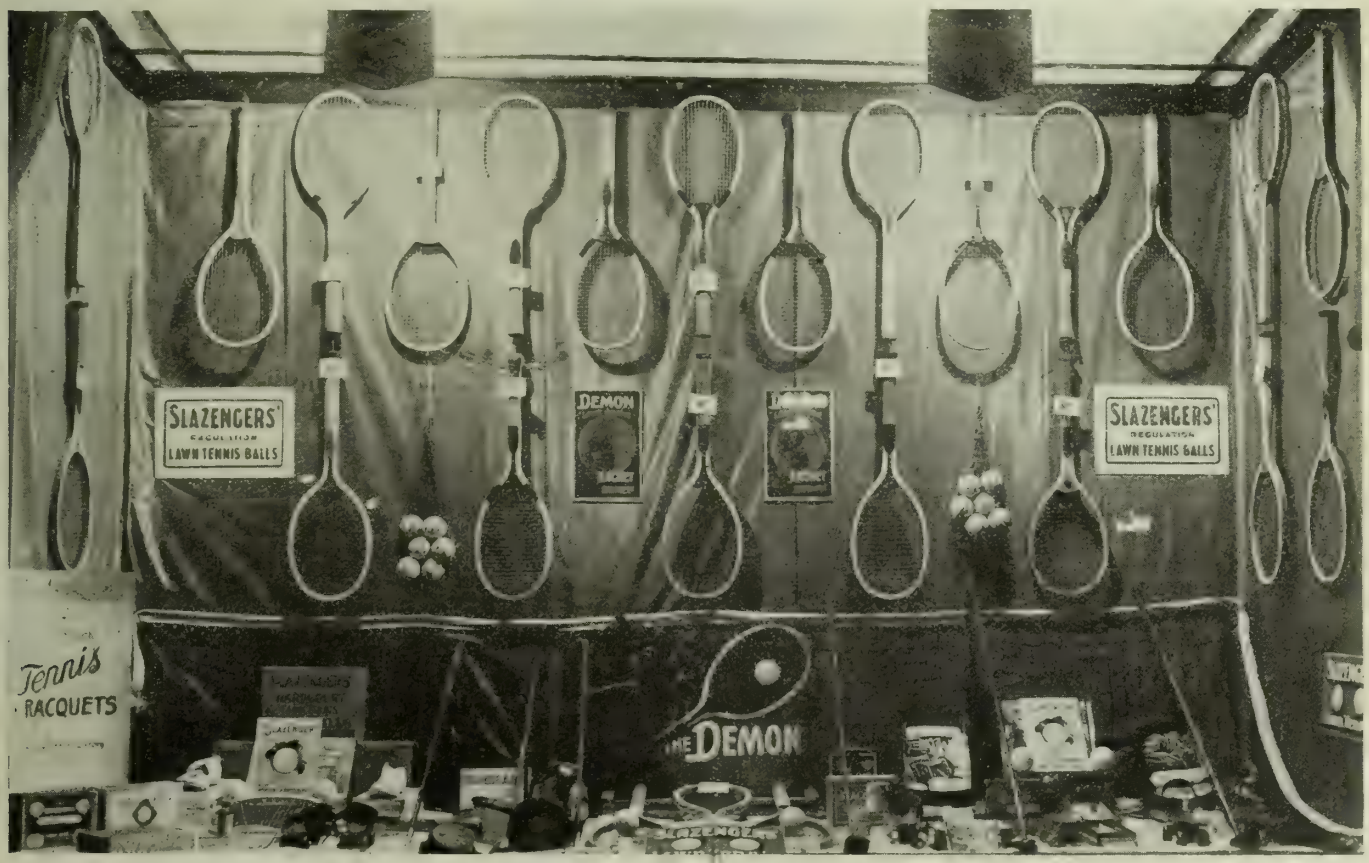
Steel Reaching Impossible Position

State of Expectant Uncertainty in Steel Circles in the United States—Expectation of Government Intervention — Situation in U. S. Affecting Canadian Hardware Manufactures.

THE uncertainty which prevails in the United States to-day regarding the future of iron and steel is reflected in the Canadian markets. Buyers in Canada are in a quandary. Manufacturers of many hardware lines are being caused no little concern by the most unusual developments across the border. Many manufacturers have used up practically all raw materials which were bought at low prices—that is low when compared with the quotations of to-day. Not only are they confronted with raw material costs, which a few months ago were thought impossible, but even at the present high prices, the supplies in many cases cannot be obtained. Conditions in the United States are to-day dominating the Canadian situation more than at any time in the past. Many large manufacturers, making the heavier lines of metal goods sold through the hardware trade, have been doing their best to hold down prices. They have feared that business would automatically stop if they advanced their prices to the levels which would seem justified by the present costs of raw materials. Manufacturers have in a number of cases absorbed the increased costs of production on several occasions rather than make further advances in quotations to the wholesale and retail trade. It would seem from present indications that this condition cannot last much longer. The manufacturers who have used up low cost materials are facing two problems. They have the option of withdrawing from the market, or where possible, buying raw materials at almost prohibitive prices, and taking a chance on being able to dispose of finished products at new high level prices.

The action of a number of the leading stove manufacturers this week (referred to in detail elsewhere in this issue) in withdrawing all prices for future delivery and insisting that all order be for immediate acceptance and delivery, subject to goods in stock, is indicative of the situation that has developed in one line. No orders, as in previous years, are to be booked for fall delivery and fall dating is apparently out of the question.

In Pittsburg, buyers of steel are asking what is to become of the steel market as there is no check to the flight in prices. Long ago they passed the level at which business could be comfortably done, and now they are, to most con-



Tennis season is now in full swing. The above display will furnish a number of ideas for the window trimmer Display by F. S. Keller, for Latham's Hardware, Moose Jaw, Sask.

sumers, altogether prohibitive. Almost throughout this price movement, which began January 1, 1915, there has been the thought that possibly the market would break, as it seemed to be advancing beyond levels that could be maintained, but each time those who expected lower prices have been disappointed. It is surprising how little confidence some buyers have in a decline, and how they halt on the question of whether to buy or not to buy, even though they can see no possibility of securing such prices for their finished wares as would justify their paying the prices for rolled steel now asked.

There are many buyers who have simply dropped out of the market entirely, realizing that there is less danger in not buying than in buying, and thus the market has been made narrower and narrower week by week, in point of tonnage. There seems always to be greater restriction in the offerings than in the demand and thus prices tend to advance more and more. Blue annealed sheets are quoted at 8c to 9c, or half a cent a pound more than the quotation named a week ago, while black sheets, although quotable generally at 8c to 9c, are nearer the higher figure than the lower. Galvanized sheets are quoted all the way from 10.25c to 10.75c for delivery late in the year, depending on tonnage and the standing of the buyer. Tank plate is now quoted at 9c to 10c, or a cent a pound more than a week ago, ship plates being in the neighborhood of 12c.

The market is absurd not only in the height it has reached but also in the great disparity now existing between prices quoted as the market on fresh purchases, and prices at which steel is now being delivered. On an average the current market is about double the average invoice price of the steel being shipped. In plates and sheets the divergence is still greater. Probably nearly all of the early contracting in sheets for the present half year was at 3.25c to 3.75c. In the case of plates it is quite certain that the average price on the deliveries now being made by the larger mills is under three cents, or less than one-third the present quoted market. The smaller mills, which do not contract ahead, are, of course, receiving higher prices on their current shipment. The great disparity between market prices and prices on actual shipments makes it particularly difficult for any manufacturer of finished wares, who is not protected, to do business, because the market for the products he sells has not correspondingly advanced.

The opinion has been spreading rapidly in the past fortnight that there will soon be some form of Government regulation of steel prices. While the steel manufacturers as a rule say nothing on this subject or if they talk simply refer to the difficulty or "impossibility" of the Government fixing a schedule of prices on commodities showing such a wide range in size, quality, etc. A few, however, frankly state that they expect Government price regulation to be forced. If such a thing borders on the impossible, so is the present steel market impossible, as regards the conduct of any regular and orderly business. It is only the buyer placed in exceptional circumstances who can afford to pay the prices now asked by the few mills that will quote at all.

The opinion that there will be Government price regulation in the iron and steel industry has been strengthened by the regulation of coal prices, which was agreed to June 28, to become effective July 1. The price for the Pittsburg coal district is $3 for slack and mine-run, per net ton at mine, this price being net to operators, brokerage up to 25 cents being allowed.

The case of iron and steel, however, is totally different from that of coal. There were few contracts made for the twelve-month beginning April 1, 1917, and most of the coal movement has either been by actual transactions in the spot market, or by shippers having an understanding whereby they shipped customers at a certain rate, the price being adjusted week by week at the spot market or a shade under. Thus the coal industry starts under the new regime with very little contract tonnage on its books and the adjustment is easy.

The blast furnaces and steel mills, on the other hand, have a great deal of tonnage on books and are behind in deliveries. If prices were fixed at much below the present market many contracts would have to be revised. The producers would have nothing to sell for some time to come, and there would be confusion in deliveries. Undoubtedly it would be necessary for deliveries on existing contracts to be regulated also.

The Pittsburgh scrap market has experienced a little break in the past week and this is attributed to the dealers, fearing that there will soon be such Government regulation of finished steel prices as will reduce scrap values. The pig iron market presents the appearance of continuing to advance, but the advances are not well marked in all districts and the disposition to buy is certainly reduced.

Referring to the situation in the United States, the Iron Age, New York, N.Y., this week states in part:—

"The uncertainty as to the Government's attitude on prices of the leading materials of war has been only increased by the coal fiasco and other events of the past week. Producers and manufacturing consumers of steel look for the early intervention of a deciding power, that will bring an end of the present chaos, but in the interval business apart from Government wants is largely at a standstill. The possibility of Government intervention on a large scale in steel, coal, metals and other important markets has a widespread repressing and unsettling influence.

"Meantime, new proofs of the larger place Government needs are already taking are the fact that 25 to 30 per cent. of sheet mill capacity is thus occupied; that probably two-thirds of the users of cold-rolled strip steel are producing for the Government; that the Carnegie Steel Co. alone is turning out material for the one ultimate buyer at the rate of 60,000 tons of plates and 15,000 tons of steel bars per month.

"With all the confusion of wide spreads in prices and with fewer good-sized transactions to guide, definite advances, some of them very large jumps, are again to be recorded. Pig iron is generally $2 per ton higher; prompt furnace coke was sold at $16, or a rise of $3; leading makers of wrought iron pipe have raised their prices $10 to $16 per ton; light rails have been advanced by $10 to $15 and railroad spikes and track bolts by $5 to $10, while some makers of rivets and bolts have quoted 10 per cent. higher within the week.

"The distress caused by delayed deliveries of material is spreading, and more plants have been forced below a 50 per cent. operating schedule. Car builders are getting barely more than one-fourth the plates they need. Complaints of labor shortage are more frequent, and arrangements are being made to admit more women in light manufacturing jobs."

IRON AND STEEL INDUSTRY DRIFTING

U. S. Trade Awaiting Developments at Washington—Government Buying Proceeding Steadily

All eyes in the iron and steel trade continue to be focused on Washington for some guidance in a wholly unprecedented situation of market extravagances and war complications, according to the Iron Trade Review, Cleveland, Ohio, of July 5. Individual policies of further buying and selling hang upon a sure grasp of both the form and substance of approaching Federal procedure. The week has intensified rather than ameliorated the uncertainty and cross currents into which the industry has been plunged. With harmony yet to be brought to the President's own Cabinet, as to the proper course of action toward basic materials of industry, the outlook is more obscured at best. What appeared to be in the case of coal and, as follows, coke, the establishment of a precedent applicable to iron and steel has resulted only in new differences over the shades of authority of advisory boards and the legal limits of collecting adjustments. More emphasis is being laid on cost investigations now in progress for the solution of the problem of price determination, but there is no certainty how soon these conclusions will be available.

Under these conditions the iron and steel industry continues to drift. Both consumers and producers see little to be gained by continuing the headlong buying and selling of the recent past. The futility of buying up forward obligations the shipment of which will depend upon the extent of the Government requirements is becoming more widely recognized. The result is the market for finished steel is less erratic. Government buying is proceeding steadily and enough is known to show that the magnitude of this is considerably greater than public announcements show.

Pig iron production in June showed the expected loss over May because of the shorter month. The total was 3,332,509 tons, compared with 3,413,677 in May. Of the reduction of 81,168 tons, 60 per cent. was in merchant output indicating irregular operations due to fluctuating coke supply.

Matt Horton, Energetic Retailer, Breaks Loose.

By J.C.Kirkwood.

MATT HORTON, successful retailer, was sitting in an easy chair in his home, smoking his pipe. Opposite him sat a friend from the West, who had gone East for a visit to the Old Folks, the Old Town, and Old Friends. He and Matt had been schoolboys together. This friend from the West was Billy Freeman. He also was a retailer, in the West, in Saskatchewan.

Billy knew much about Matt Horton's success — this from the Hurston newspaper which he subscribed to; and now that he and Matt were face to face, and both disposed to talk over matters of prime interest to both, Billy was curious to learn from Matt's own lips something of his philosophy and of his methods.

"Billy," said Matt, "are you ready to stand some plain talking? For if you are, I am ready to say to you some useful things."

"Go ahead," said Billy. "I'll stand for anything you've got to say, because I know anything you say to me will be said in kindness, for my good. I guess I can stand the wounds of a friend."

"All right," said Matt. "Now for a little preaching."

Matt Talks to Billy

"Billy, you're 40—two years younger than I am. You profess to be keen to do more business, but I doubt your sincerity very much. If I read you rightly, you're lazy.

"You admit that you expect to be in business for twenty years to come, and you're counting on the growth of Dewarton to make you a rich man. You've done pretty well, you say—this because you carry a stock of $5,000 all paid for, and have a cash margin of $2,000, and own some land.

"I am willing to grant, Billy, that you've done pretty well considering the fact that you started with nothing, but the fact remains that you haven't made your money out of your business. You made most of it by speculation—when the land boom was on. And the fact is that you neglected your business more or less during the boom years. You sold lots of goods at a good profit to farmers and local people who, like you, were prosperous, and bought freely and paid your prices without a murmur. But things have changed since then, and now you're pretty much in the same position as the rest of us—dependent on your business and on your own energies for your livelihood. But you learned easy ways during those boom days, and you're finding it just a little hard to stir yourself up.

"You've told me that the mail order houses are cutting in on your business, and that there's a younger man recently settled in your town of whom you're just a little bit afraid. He is not up to you yet, by a long way; but, according to your story, he's making progress faster than you are, and there's a chance that some day he will catch up to you, and pass you.

"Now, Billy, you're really a young man —in your very prime, and, if you really want to, you can keep ahead and beat out that young competitor of yours. But you'll have to work. You'll have to sit

This is the kind of advertising that draws the public to the hardware store. Mail order house advertising is being given a hard run by firms using this style of publicity. This ad. is one by Ashdown's, Winnipeg, Man.

less on the seat of your trousers, and stand more on the soles of your two feet. And you'll have to do some things that will fag you in brain and body.

"You don't need any more capital than you've got, or any larger stock, or any more populous community. What you must do is sell more goods to more people—at a profit. And you can't do this sitting in an easy chair.

Content is a Poor Whip

"The trouble with you is that you're doing enough business to keep you comfortably, and you're content with this accomplishment. You lack ambition. As a matter of fact, you're just plain lazy.

"Now, I want to tell you, Billy, that to succeed **big** a man must **work**. He's got to be pushing his business all the time.

"If you want to be just a common or garden variety of storekeeper, doing a nice, easy, comfortable business, then what I've got to say will never touch you. If you just want to hear me talk and show pep, tell me, Billy right now, for I don't want to waste words on a corpse. How is it, Billy? Are you just an imitation of a real merchant, or are you in dead earnest in your desire to make a big business?"

"Well, Matt," said Billy, "you've been biffing me all right, and I guess you're pretty nearly right in much that you've said about me. I guess I am and have been more or less lazy; but I am not fully fossilized yet; and I think there is still left in me enough of the old ambition and enough of energy to do things. So fire ahead. Hope, at any rate, that you're going to rouse my pride and my purpose to make my business a thoroughbred, and not keep it just an old family horse."

"You're blood be upon your head," said Matt.

Matt and Billy Talk Advertising

Thereupon Matt took down a scrap book in which he had pasted many advertisements — his own and those of others, and which he had clipped from HARDWARE AND METAL. He passed over his own, and, pointing to those of Ashdown's, of Winnipeg; Elliott's, of Brantford; H. E. Moore, of Oakville; Baxter's, of Windsor, and Mills' Hardware Co., of Hamilton, he said: "Do they tell you any story, Billy? Do these advertisements show you anything?"

"Well," said Billy, "they show a belief in advertising, I should say. They appear to be advertisements prepared in the conviction that they will sell goods—that people will read them and respond to them. They're big enough to indicate that the firms advertising have boldness and spirit. And I would say that the business these advertisements make suffices to pay for the advertising. They don't look like sudden gasps—the last gasp of a dying man. And they do look as if they were pretty continuous."

"Bully, Billy!" said Matt. "Your inner eye is not dulled. There's hope for you!

"You've sized up those firms correctly. I know something about the advertising history of each of these firms. There was a time when they were skeptical about advertising. They knew twenty good reasons why advertising in their towns and cities wouldn't pay. And always they were saying, "Advertising costs like the devil. I can't afford it." Well, they began, and they've kept it up. These firms are hustlers. I've been in their stores. You'll not find there any half-hearted storekeeping. You'll find every man keen, confident, in earnest, and working all the time with the one idea of selling more goods to more people.

"Watch any one of them serve a customer. There is briskness in the service. You won't see any dullness. Each salesman is full of energy. His body shows it. He has always something new to show a customer. Not always is he trying to sell what he shows. Often he is just planting a desire. He has been well instructed in demonstrating the goods—taught to view everything in the light of the customer's needs.

"Let me illustrate.

"In one store I happened to be in, the customer noticed a rather curious-looking thing on the counter and wanted to know what it was. It was a new kind of egg-beater, and was purposely placed on the counter where she and others would see it.

The above ad. by Mills Hardware Co., Hamilton, Ont., occupied a full page in a Hamilton newspaper. Every retailer should study the advertisement carefully. It contains a vast amount of interesting news for the public.

"'That's a new egg-beater,' said the salesman. And he showed how it operated. 'You can see how easy it is to work, how much easier it is to work this arrangement than to turn a wheel. You see that this is a complete egg-beater, for it includes a glass jar in which to beat the egg—and glass is better than tin—more easily cleaned, and is transparent; and use and time won't wear it out. You will notice how firmly this egg-beater can be held, and how easy it is to operate; and how easily everything can be cleaned. * * * Thirty-five cents. * * * Thank you.'

Real Salesmanship

"Always in that store, when time permits, the salesmen are demonstrating with animation some new thing—a new electric device, a new refrigerator, a new stove, a new paint, a new lock, a new cooking utensil. They are trained to do this work. They practice on each other, before the 'boss.'

"But, Billy, this illustration is just by the way, yet it has significance.

"Perhaps you know that I have the advertising bug in my system. I use advertising freely — newspapers, printed matter, window-trims, and other forms of getting attention. But this advertising is just the expression of a tremendous energy in any store. I don't rely on advertising wholly. Advertising is the offshoot of inside energy. It is just one cogwheel of my business.

"Advertising Doesn't Pay"

"Many men think that advertising is just the purchase of newspaper space, and slapping into this space any old stuff that occurs to their minds. They think that if they 'advertise' they'll get business. At least, this is what they thought, or were led to think, when they began. But as time passed, they discovered that 'advertising didn't pay.'

"When I hear a man say, 'Advertising doesn't pay,' I want to pummel him—pound him to pulp. Usually, the man who says 'Advertising doesn't pay,' is a whiner—a lazy lout, a sleepy imitation of a man. When he says 'advertising doesn't pay,' he says a general thing. 'I thought that if I spent $2 a week in my local paper I could buy great and instant success. I thought that by spending a little money in newspaper publicity, I wouldn't have to work very hard myself, that people would flock to my store, and buy so much from me that my store would be the busiest place in town.'

"Think of it. Think of the folly of such thinking! Imagine the asinine stupidity of men with several thousands of dollars invested in their business professing to believe that by parting with $2 or $5 or $20 a week, they can get this sum back multiplied several times—this without further effort!

"If the purchase of newspaper space, alone sufficed to give us our money back the land would be chuck full of advertisements, and their pages would be so many that we would scarcely be able to carry the newspaper home.

"If the purchase of newspaper space, and the publication therein of some offer were guaranteed to give a merchant his money back increased by 10 per cent., or 50 per cent., or 100 per cent., or 1000 per cent., we'd all become merchants, and buy newspaper space until we were black in the face.

"What folly it would be to invest in mortgages paying a paltry 6 per cent. per annum if a man can get 10 per cent. to 1,000 per cent. weekly by putting his money into newspaper advertising!

"Yet thousands of men in business—mostly small retailers—have bought space in newspapers in the belief that this act alone would assure them big business., and that by employing newspaper advertising they wouldn't have to work hard themselves.

"The world is full to overflowing with dodgers—lazy men who think that they can get rich without working; with merchants who look upon a newspaper as a sort of slot-machine into which they can put $2 and get out $5; or $20 and get out $200.

Blessed be the Worker!

"Let me tell you, Billy, that if you want advertising to pay, you must be a very busy, hard-working man before ever you put your advertisement into the newspaper. You're store must fairly hum with energy.

"I remember one time being in Orillia—a mighty good town. Over a men's wear store was splashed a great cotton streamer announcing a gigantic sale of $10,000 worth of stock; and the proprietor—or a salesman—was standing broadly in the doorway with his hands on his hips, gazing idly on the scene before him!

"Imitation merchants! Snoozing away dully in their own shops! Pretending that they want to do big business yet with not a bit of firm fibre in their make-up! Faugh!

A Man Who Made Good

"Let me tell you of a man I know who has made good. He **works.** Personally, I think he works too hard and long, for he is doomed to an early death. He has had several breakdowns, and one day he won't get up out of bed.

"But his store is a live place. Things are busy there. This man advertises—doesn't use big spaces, but you can see even in his modest 6 inches x 2 cols. advertisement that there is pulsing life in his store.

"This man is always planned ahead. He can tell you weeks in advance just what he'll be pushing hard. He has to buy much of his stock weeks and months in advance. But when that stock arrives his programme for getting rid of it fast is all complete.

"When I knew him first he was a clerk in a general store. The departments he worked in included groceries, boots, crockery, wall paper. That young fellow was of Irish extraction—energetic, keen-witted, ambitious, soft-spoken, pleasant. His boss was smooth, and a master merchant.

"One day this young fellow and another started in business for themselves. there were no delusions. They knew that they had to work, and they did work.

"The world loves workers; and people like to shop in busy stores. These young fellows succeeded.

(To be continued).

Shipbuilding Active at St. John

Industry Assuming Some of its Former Proportions—Orders Placed, and Others to Follow—Demand Stimulated For Ship Hardware—Reversed Interest in Industry.

THE anticipated revival of shipbuilding in St. John is now an accomplished fact, with preparatory work in progress in one shipyard; another to start work next week, and a third only awaiting completion of negotiations with the city to begin work. These developments are regarded with deep interest by the hardware trade, because of the new and great opportunity provided for the sale of many different lines of supplies.

The first yard to start is that of Grant & Horne, a contracting and engineering firm, whose past experience has included some large undertakings. Work was begun on June 29, and it was expected that the keel of the first craft would be laid within ten days. They are building 3,000-ton wooden vessels, 250 feet in length and 45½ beam, to be fitted with standard engines. They have contracted with the Imperial Munitions Board to supply two of these vessels, and expect other contracts to follow.

The St. John Shipbuilding Company, promoted by Thomas Nagle, of St. John, with considerable Montreal and Toronto capital interested, has announced the beginning of work in their yards next week. For the present they will build five-masted auxiliary schooners, but it is their intention to develop a steel shipbuilding plant just so soon as steel is available for this purpose.

D. A. Saker, of Montreal, has applied to the City Council for partial tax exemption on a shipbuilding plant. He has arranged for the purchase of a site on the harbor front, and promises the expenditure of at least $100,000 in equipment for the yards during the first year. He also announces his intention to invest $200,000 more to adapt the yards for the steel shipbuilding when the steel can be secured. His yard will be capable of handling three wooden vessels of moderate size at the same time at the beginning.

(Continued on page 37.)

EDITORIAL COMMENT

ADOPTS MODEL PAINT LAW

THE State of Illinois has, after careful consideration, adopted a model paint bill. The idea of the bill is to prevent the public and the paint trade from fraudulent deceptions. This bill differs from those of a number of other States, inasmuch as it will not be necessary, in the State of Illinois, to have the formula appear on the package. Chemical formula details are of practical interest to only a few people, it is claimed, and are unnecessary and confusing when shown on the package. The chief object of the law is to make it illegal to misbrand paint. The package shall be deemed to be misbranded if the label contains any statement, design or device which is false or misleading in any respect. The law also makes it necessary to have the net measure and weight clearly marked on the container. Provision is also made for standards for raw and boiled linseed oil and turpentine. Judging by the comments of United States authorities, the new law has been endorsed by both the paint manufacturers and the public. The details of the new law are given in the weekly paint department elsewhere in this issue.

WARNING TO RETAILERS

IT HAS been brought to the attention of HARDWARE AND METAL, that a new scheme is in operation in a number of towns and cities in Ontario, which from a cursory examination would appear to be a direct contravention of the Trading Stamp Act. The scheme is one which has very recently been placed before the trade, and has been taken on by a number of retail merchants including a few retail hardware firms. The matter is being thoroughly investigated this week and it is expected that developments will follow within a few days. In the meantime it would be advisable for retailers to decline to enter into any contract or agreement connected with a trading stamp scheme unless they are positively certain that the scheme is legal. The trading stamp act in brief provides that any trading stamp, cash receipt, or premium ticket *"which does not show upon its face the place of its delivery;"* that is to say, that does not bear upon it the name and address of the merchant who gives it to the customer; *"the merchantable value thereof;"* meaning, that there must appear upon the premium slip or receipt the exact amount that may actually be received for the individual receipt; *"or is not redeemable at any time;"* meaning that the value of each individual ticket or receipt must be obtainable by the holder at any time he may demand it; is a direct violation of the law.

There can be no stipulation that it is necessary for the customer to collect a certain number of stamps before they are redeemable. Each stamp, must have a certain value shown thereon, and be redeemable, individually, if desired, at any time.

Any premium ticket, receipt, coupon or other device that does not live up to these provisions is a direct infringement of the Trading Stamp Act and as such provides a penalty:—

For the manufacturer, "One year imprisonment, and a fine not exceeding five hundred dollars."

For the merchant: "Six months imprisonment and a fine not exceeding two hundred dollars."

For the purchaser, "A fine not exceeding twenty dollars."

It would be advisable for any merchant who has any doubtful scheme presented to him to bring it to the attention of his lawyer, or consult his trade paper before taking any action that may well cause him serious difficulty.

ACRES OF DIAMONDS

IF YOU haven't heard, or read Russell Conwell's famous lecture "Acres of Diamonds," you've a treat in store. He has delivered it over 5,000 times—thereby earning upward of $4,000,000 which he has spent in assisting poor young men and women to get an education—but it is possible you were not among those present on any of these 5,000 occasions.

Well, the lecture commences with a story of a Persian farmer who got a craze for diamonds, and who, acting on advice of his friends, sold his rich farm and went into a far country where he wasted his substance, though not in riotous living. Now, while the former was away seeking the diamonds of his dreams his land came into the possession of another who discovered in it peculiar white stones—

Yes, you guessed right, they were diamonds. Indeed, to get the funds with which to go in search of diamonds, the old Persian farmer had sold the diamond mines of Golconda—richer than any save perhaps Kimberley.

"The old Persian was a fool," some will say.

You, being more charitable, may remark "Tough luck."

But in his lecture Dr. Conwell makes it very plain that the old Persian farmer was not the only one to sell his great opportunity in order to take a flier at the distant hope.

Moreover are we the ones to criticise? Have we

worked our fields sufficiently to discover any hidden acres of diamonds.

NEED FOR ORGANIZATION

THE Forest, Ont., *Free Press,* says editorially:—

"Business Men Organize. The summer half-holiday problem in Forest is still in an unsettled and unsatisfactory condition. What Forest needs, probably more than anything else, is a business men's association. Such an association could arrange the holiday question and other matters of mutual concern in the best interests of the town as a whole. Such an association, working in harmony with the farmers' organizations, should be able to retain to the town merchants practically all of the trade that is now going direct to the cities, and do it in such a way that both town and country would profit thereby. Why not organize at once?"

The foregoing might be said of a good many towns in Ontario; in fact, in all other parts of Canada. The oldtime proverb, "Competition is the Life of Trade," is giving way to the newer slogan, "Co-operative Competition is the Life of Trade." There is a great need for local business men's associations in most of our towns and cities. It is true that in a number of places the merchants work together in a harmonious manner. We could name several towns where competitive merchants a few years ago were hardly on speaking terms. To-day they have their local association and all matters, such as early closing, half-holidays, co-operative deliveries, donations, etc., are taken up in meeting, thoroughly discussed and amicably settled. Many of these merchants have found that their competitors are not such bad fellows after all. HARDWARE AND METAL is heartily in favor of retailers' associations. We have always encouraged them and endeavored to assist them in every way possible. There are many business ills which can be eliminated by a good live association. Useless price-cutting is frequently overcome by co-operation, and while we advocate the elimination of reckless price-cutting, we do not encourage associations to go to the other extreme and *fix* prices on commodities which should be regulated by fair competition.

A great amount of the business that is now being lost by the small town to the big mail order houses could be kept at home if there was a greater degree of co-operation between the merchants of the town, and residents of the community in general. By co-operation the merchants would increase the prominence of their town as a trading centre; by interchanging ideas they could form a closer connection with modern merchandizing; they could greatly assist in community building, a feature of town and country life that is being overlooked in most small towns; they could formulate plans to improve the general appearance of the business section as a whole, and incidentally make their stores more attractive. Last, but not least, the merchants should advertise in their local newspapers, liberally, but intelligently. Spasmodic advertising, while beneficial to a certain extent, does not produce desired results. The merchant to secure results must, and should advertise regularly.

TWO SIDES TO THE QUESTION

FROM the Lindsay *Warder* of Lindsay, Ontario, of recent date we cull the following illuminating market report —

"Butter prices were away down this morning, 35c. being the highest paid at the farmers' market.

The women disclaimed against the reduction and were curious to know what had transpired during the past week to cause such a drop.

Another woman said it was her last Saturday on the market offering butter for sale, as she would send to the creamery next week. It was easier money she considered.

"I am going to send my milk to the Reaboro cheese factory," said a South Ops farmer, "for a month on trial, but I hear so much about the testing of cheese in Montreal and then again in England that I do not like the way the Government is manipulating the cheese industry. Anything to beat the farmer," he said. Nearby a pleasant faced woman stood over a basket of eggs, which she was selling at 30c. a dozen. "I am not going to sell another one at that price so long as I can get water glass to pack them in. I will sell them at 60c. a dozen next winter," she remarked, as she sold out the last dozen and left for home.

The Chatham *Planet* of Chatham, Ont., on the same date carried the following item:—

"Chatham people are beginning to wonder whether it pays to make purchases on the local market.

"On the market this morning the price of butter ranged from 35 to 38 cents a pound, and eggs by the dozen also sold at these figures. By going to the stores citizens could purchase butter at prices ranging from 30 to 35 cents, and eggs for 30 cents a dozen.

"The farmers are certainly making a fat profit out of the citizen," declared a ratepayer to the *Planet* to-day. "Local store keepers who have rent and taxes to pay, it would appear, can sell butter and eggs, make a reasonable profit, and still be commanding lower figures for these commodities than the farmers are asking. Are they entitled to fleece the public in this way?"

The hardware men of these communities, and the hardware trade in general, is at the present time greatly interested in the condition of the local markets, and in these cases it is evident that for once the unfortunate middleman has escaped condemnation and the dear deluded public has come in for its share.

How War Has Shifted Canada's Imports

Latest Official Figures Show Enormous Increase in Trade With the States—Japan Coming on Rapidly—How Increased Values Modify Quantities.

SOME very interesting comparisons are suggested by a study of the returns of the trade of Canada just issued by the Department of Trade and Commerce for the twelve months ending March 31. These include figures of Canada's imports, under headings and countries of origin for the past four years, and make it possible to see the changes in the trend of our trade from one source to another during the period of the war.

The first point that should be noted, and one that invariably is passed over by Ottawa correspondents, who do not understand its significance, is that many of the increases in imports and exports alike do not represent larger quantities as the greater values would seem to indicate, but simply increased values in the goods themselves. In many woolen articles, for instance, the values set down for the Customs Department have more than doubled since the beginning of the war. Hence if the imports of a certain line in 1914 amounted to $1,000,000, and the imports in 1917 reached $2,000,000, the only correct assumption is that the quantity imported during 1916-17 is barely equal that of the year 1913-14. In practically every case where the imports remain the same, the real significance of the figures is that the imports have been cut in two. The same applies to the exports of Canadian products.

This increase in values, that must be considered as a modifier of the official figures, includes nearly every department in the list. There are metal goods that have advanced from a $4 wholesale price to $12 in the past three years; many that show an increase of 100 to 150 per cent.

One other point must be considered: that for the purposes of customs duties goods must be entered at their values "at the time of shipment," not the price at which the contract was made two, three, six, eight months, or often a year before. This in itself makes the customs valuation abnormally large for the two years or so.

The figures given herewith cover the four fiscal years ending with March 31, from 1914 to 1917.

The total imports for 1914 were $410,130,474 dutiable goods, and $208,198,400 of free—outside of the 5 or 7½ per cent. war tax—while for 1917, these had risen to $461,708,200 of dutiable, and $383,622,697 of free. The increased values of the latter goods show that the quantity of dutiable imports for 1917 was really less by a large margin than four years ago, and about the same, not more, in goods like raw cotton and wool that came in free before. For the year 1915 the totals fell far below the previous year as business slumped all over Canada, so that the total was nearly 30 per cent. less. In 1916, there was a small increase in imports.

Shifting of Trade

The most interesting figures, however, are those that indicate the shifting of trade from one country to another, as shown in the table. Trade with the United Kingdom became increasingly difficult as enlistment grew more strict and factories were commandeered for munitions purposes. Transportation troubles kept the imports from overseas down also. The total imports of $131,942,249 in 1914 shrunk to $90,083,178 in 1915, and to $77,370,682 in 1916, while it is very doubtful whether the total of $107,071,181 for 1917 does not represent an actually smaller quantity.

Big Increase With U.S.

Turning to the United States the tendency of late has been the reverse. The imports for 1914 were $395,565,328. Bad business conditions cut this down to $296,632,506 the next year, but there was a recovery of $370,497,867 in 1916. By one year later the tremendous expansion of trade in Canada had increased the 370 millions to 664 millions, indicating that the increased business had been transferred from Great Britain to the United States, in what respects will be considered later.

Trade With Germany

Trade with Germany in these years sank as follows:—

1914	$14,586,223
1915	5,086,986
1916	86,304
1917	14,132

Even the existence in so slight a form as $14,000 may surprise some, but, in the absence at the time of writing, of more details, it may be assumed that this represents dyestuffs that were allowed to come over to the United States via Rotterdam chiefly, by special arrangement. A comparison of the whole list shows that German imports stood third in 1914 with France a close fourth.

Japanese Trade Growing

One other significant story stands out of these statistics; the growth of trade with Japan. In a recent issue HARDWARE AND METAL contained a story from a Canadian department store manager on his return from a buying trip to Japan, in which he prophesied big developments. That these have already taken place the customs figures show.

Trade of Canada -- 12 Months Ended March

IMPORTS FOR CONSUMPTION	TWELVE MONTHS ENDED MARCH 1914	1915	1916	1917
Dutiable goods	$410,130,474	$279,717,254	$289,332,729	$461,708,206
Free goods	208,198,400	175,654,117	218,450,632	383,622,697
Total imports, merchandise	$618,328,874	$455,371,371	$507,783,361	$845,330,903

IMPORTS BY COUNTRIES.

	1914	1915	1916	1917
Australia	$ 913,111	$ 412,205	$ 1,062,692	$ 762,113
British Africa	522,916	338,403	179,181	221,544
" East Indies	7,218,987	6,547,548	6,780,461	6,899,983
" Guiana	3,178,462	2,993,534	5,636,630	7,192,893
" W. Indies, including Bermuda	4,354,849	6,186,261	6,286,914	14,251,310
Newfoundland	1,840,523	1,242,800	1,576,591	2,146,958
New Zealand	3,192,900	3,908,616	3,310,358	2,242,515
United Kingdom	131,942,249	90,083,178	77,370,682	107,071,181
Other British	1,434,042	3,555,220	2,992,729	3,307,878
Argentine Republic	2,608,128	3,364,787	3,971,271	2,702,071
Belgium	4,491,126	1,875,963	59,315	14,896
France	14,276,378	8,449,186	5,949,326	6,480,476
Germany	14,586,223	5,086,986	86,304	14,132
Japan	2,604,216	2,783,465	4,015,125	8,122,735
Netherlands	3,015,456	2,769,256	1,057,733	1,234,993
United States	395,565,328	296,632,506	370,497,867	664,219,653
Other foreign	26,788,980	20,141,457	16,950,182	18,445,772

EXPORTS.

	1914	1915	1916	1917
Canadian produce—				
The mine	$ 59,039,054	$ 58,740,989	$ 66,589,861	$ 85,616,907
The fisheries	20,623,560	19,687,068	22,377,977	24,889,253
The forest	42,792,137	42,650,683	51,271,400	55,907,209
Animal produce	53,349,119	74,390,743	102,882,276	127,795,468
Agricultural products	198,220,029	134,746,050	249,661,194	373,413,701
Manufactures	57,443,452	85,539,501	242,034,998	477,399,676
Miscellaneous	121,088	663,802	6,792,932	6,353,554
Total, Canadian produce	$431,588,439	$409,418,836	$741,610,638	$1,151,375,768
Foreign produce	23,848,785	52,023,673	37,689,432	27,835,332
Total exports, merchandise	$455,437,224	$461,442,509	$779,300,070	$1,179,211,100
Coin and bullion	23,560,704	29,366,368	103,572,432	196,547,048
Total exports	$478,997,928	$490,808,877	$882,872,502	$1,375,758,148
Aggregate trade	$1,112,562,107	$1,078,173,240	$1,424,916,065	$2,249,170,171

Here is how this trade has grown:—

1914	$2,604,216
1915	2,783,465
1916	4,015,125
1917	8,122,735

And, it should be noted, the increases in the values of Japanese goods are not commensurate with most goods of other lands. It has been said that Japan will oust Germany permanently, from her old market in America. That she has done so to a considerable extent already seems quite clear. And this, too, in the face of exceedingly unfavorable transportation conditions.

With France

With the disruption of a large part of France's industrial trade, as well as shipping difficulties, it was expected that the imports would be cut down and this is true as this table shows:—

1914	$14,276,378
1915	8,449,186
1916	5,949,326
1917	6,480,476

Britain and U. S. Compared

The sources of some of Canada's imports are interesting to trace.

Of $4,498,614 in hats, caps, and bonnets, $1,095,210 came from the United Kingdom, and $3,081,391 from the States.

Books, ink, and paper stationery: United Kingdom, $1,068,766; United States, $4,533,372.

Clocks and watches: United Kingdom, $80.514; U. S., $1.545,460.

Aniline and coal tar dyes: United Kingdom, $448,006; U. S., $1,366,927.

Earthenware and chinaware: United Kingdom, $1,534,396; U. S., $470,537.

Electric apparatus: U. K., $176,700; U. S., $6,149,342.

	U. K.	U. S.
Fancy Goods	$1,081,383	$2,039,358
Cocoa and chocolate	984,346	1,584,272
Fish	108,729	842,810
Eggs	28	928,722
Tea	4,817,719	33,525
Furs, hides and skins	914,364	6,459,042
Glass and glassware	195,256	3,817,017
Axles and axle parts	4,777	1,966,623
Machinery	656,773	33,154,462
Wire	368,198	4,111,125
Wire rods	.....	2,925,711
Other iron and steel	2,776,353	54,242 966
Nickel plated ware	44,479	1,113,383
Tin plates and sheets	144,921	6,334,732
Tinware	51,796	2,013,044
Paints and varnishes	451,977	2,631,560
Cotton clothing	698,021	4,265,598
Cotton printed fabrics	4.870.393	6.259 186
Silk fabrics	3,679.688	1.917.609
Wool clothing	2,418 524	2 363,163
Wool yarn	2,915,616	927,559
Vehicles — Automobiles, etc.	30.350	8.551,475
Automobile parts	26,594	7,173,423

Selling Value of Window Displays

Show Windows Index of Store Contents — Poor Displays Counteract Other Advertising and Slovenly Windows Point to Shiftless Management—No Place For "Freak" Combinations.

THERE has been much said upon the subject of show windows and much space in trade journals has been devoted to the subject of impressing upon the modern retail merchant the necessity of keeping his windows clean and full of goods with the prices on them, but there are yet many merchants who do not realize to the fullest extent that it pays to use their windows, just as there are a certain number who do not believe that advertising pays. For the principle nothing can be said, as it is too well established, but for the merchant who hesitates to apply the principle, it can only be said that his front door will seldom be battered by the hammering of fortune.

The show window furnishes the means by which a store looks out upon the world, and just as human features are the truest indication of the mind and soul behind them, so is the window of a mercantile establishment the best index of the character of the organization behind it. A slovenly window points to a shiftless store as certainly as unkempt features reveal an indolent mind. The most energetic sales force on earth would have difficulty in overcoming the handicap placed upon a store by a sloppy display window, and when it is accompanied by only ordinary selling efforts the result is really "trade-suicide." Prospective customers judge a store by the appearance of its windows. If they are inviting, trade will profit thereby, but if they have a repulsive appearance the effect upon the buying public is about as appealing as the "gentle" persuasion of a low-browed bully with a club.

Poor Windows Counteract Other Advertising

An applicant for a position clothes himself in his Sunday best and tries to give a favorable impression to a prospective employer, but many storekeepers expect trade to be attracted by a seedy show window. A display window tells a stronger story than a thousand circular letters, and if poor, is powerful enough to counteract any good impression made by newspaper advertisements. A real estate dealer might put people in a buying mood by means of glowing description, but if the property for sale failed to live up to the expectations aroused by the publicity campaign, all advertising appropriations would be dead loss.

Many storekeepers, however, fill their hand bills, letters, and newspapers, with high-sounding phrases, and continue to allow their loudest talking assistant to go completely to seed. Few persons would believe the statement of a bloated looking man who claimed that he was a teetotaler, and, likewise, few persons believe the ads of a store which backs up extravagant talk with neglected show windows. A man who allows weeds to spring up in his front yard is dubbed an idler by all his neighbors, and a parkway full of rubbish would almost give the lie to a palace. Why, then, do merchants expect a critical public to place a high value upon the character of a store whose "front yard" is only a dumping ground for mildewed stock accumulations?

No Need for "Freaks"

The idea that window dressings which do not enbrace freaks of some sort, are useless for drawing trade, is a most glaring misconception of the principles of window display. Freak shows are all right as freak shows, but they are not great successes as window exhibits, and they cost money out of proportion to their value. There is another common mistake equally prevalent to the foregoing, and that is the practice of leaving the prices off articles displayed. Even if it is some odd article set down in one corner of the window, a price should be put upon it. It may mean the difference between sale and no sale. It is a notable tendency of human nature that constrains one to hesitate to enter a store and ask how much things are and not buy. This may be false pride, but it keeps people out, whatever the cause, and the effect upon the dealer is the same in any event.

Windows Not Looked "At," but "Through"

Another mistake which is common, is the regarding of the glass in windows as something to be looked "at," instead of "through." Too many storekeepers cover their glass with window strips until the folks outside cannot see in, and those inside cannot see out. Windows were first made to let in light, and some merchants use that original fact as an excuse or explanation nowadays of their failure to make them do more. In the present age nothing is more out of place than the way things were "originally" done, and unless the store is still being lighted with candles and heated with a fire-place, then it is inconsistent to restrict the use of windows to merely letting in the light.

Any Windows Can Draw Trade

Some merchants become discouraged about their windows and neglect them because they are not plate glass. While it is recognized that plate glass is the best, yet it can be done without; and in making the best use of material at hand, it will be found that windows that are big enough to let in light are equally big enough to let in trade. To this end the windows should be kept talking with plain window signs and good goods, and

(Continued on page 41.)

EVENTS IN THE TRADE

BUSINESS CHANGES

Montreal, Que.—Prospect Oil Company is giving up business.

Glenella, Man.—Mrs. E. Morrison, hardware, has been succeeded by A. Schmidt.

Roland, Man.—C. S. Jones, hardware, has admitted George Ross as partner.

Tompkins, Sask.—H. A. McEwen has been succeeded by Arthan & Hughes.

Woodrow, Sask.—W. Harper has sold to Stephens & Lucking.

Calgary, Alta.—E. G. Padden, hardware, has sold branch at Lomond, Alta.

Neudorf, Sask.—F. Hauser, tinsmith, has discontinued business.

Windsor, Ont.—Wm. Poulter and S. K. Peck, of Poulter Hardware Company, have dissolved partnership.

Lipton, Sask.—James Dillon & Co., hardware and furniture, has been succeeded by Chas. Walwyn &Co .

Milden, Sask.—L. H. Cowell has sold his hardware business.

Morse, Sask.—McAllister Bros., hardware merchants, have dissolved partnership, G. C. McAllister continues the business.

Woodrow, Sask.—J. W. Hall, hardware and furniture, has been succeeded by S. C. Wright & Son.

FIRE LOSS

Mossbank, Sask.—Brink & Agar, hardware merchants, have suffered fire loss.

Longford Mills, Ont.—Storage building of the Standard Chemical Company was destroyed by fire, with a loss of $40,000.

TRADE NOTES

Hensall, Ont.—Bonthlon & Brystale, hardware, was burglarized recently.

PERSONAL

Robert Comstanadine, of the costing department of the Wood, Vallance, Ltd., Winnipeg, and A. D. Schwitzer, a traveller, covering the whole West as a specialty man for the above wholesale hardware house, have enlisted with the aviation corps in Toronto.

L. C. Stephens, buyer and assistant secretary for G. F. Stephens Co., Winnipeg, has gone to Keewatin, Ont., to rest, following a serious illness.

A. A. Seeley representing L. B. Wasserstrom, New York, was a visitor to Montreal hardware circles this week.

Mr. Coderre of Coderre et Fils, Hardware Dealers, Sherbrooke, Quebec, was in Montreal on a business visit this week.

O. B. North, of O. B. North & Co., Newhaven, Conneticut, was in Montreal this week on business.

T. B. Williamson of H. S. Howland, Sons & Co., is on a motor launch trip to New York City. Mr. Williamson intends going by way of the St. Lawrence River and through the lakes of New York state. He will return by way of the Erie Canal from New York.

Fred Funston, who for the past 15 years has been with the Vokes Hardware Company as buyer and manager of the retail department, has accepted a position with the Kennedy Hardware Company as buyer.

INCORPORATIONS

Hamilton, Ont.—Structomode, Limited, has been incorporated with a capital of $5,000 to manufacture and sell models in steel, iron and wood.

Hamilton, Ont.—Fox Chain Company of Canada, Ltd., has been incorporated with a capital of $200,000, to manufacture and deal in chains, automobile parts and accessories, and to deal in automobiles, aeroplanes, and motor vehicles of all kinds. Also to carry on the business of engineers, machinists, tool and die makers, metal workers, etc.

J, THURSTON SMITH

Secy.-Treas. Lewis. Bros., Ltd., Montreal, elected President Canadian Credit Men's Trust Association, Montreal Branch, at the annual meeting held recently.

INDUSTRIAL NOTES

Ford, Ont.—An addition to the plant of the Canadian Lamp and Stamping Company, Ltd., of Ford, Ont., is being erected at a cost of $25,000. The addition, in the shape of a second storey over the present plant is being erected by Wells & Gray, Ltd., of Toronto. New equipment will be installed necessitating an extra expenditure of about $25,000.

Winnipeg, Man. — Guarantee Sheet Metal and Roofing Co. has registered with Chas. Cohen as proprietor.

Redcliff, Alta.—Alberta Ornamental Iron Co. has started manufacturing farm implements.

Toronto, Ont.—John Inglis Co., Ltd., are erecting a machine shop at a cost of $45,000, in addition to the present plant. Phoenix Bridge and Iron Works of Montreal have the steel contract.

Toronto, Ont.—Canadian Pipe & Steel Co. is erecting an office and warehouse at 91 Church Street.

Montreal, Que.—Jacobs Asbestos Mining Co., 282 St. Catherine Street W., will construct an addition to the present premises.

ST. JOHN, N.B., NEWS

Death of F. M. Murchie—Lieut.-Col. McAvity Doing Military Work in Boston—Plumbers Still on Strike

St. John, N.B.—The Barry Hardware & Supply Company, of St. John, suffered a loss of about $1,500, well covered by insurance, in a fire which swept part of the block in which they are located. The Knox Electrical Company's stock was damaged to the extent of $2,000 in the same fire.

F. W. Sumner, head of Sumner & Co., Ltd., Moncton, wholesale and retail hardware, and also agent-general for New Brunswick in London, who returned to Canada some time ago, has returned to Moncton after a wedding trip to American cities.

F. M. Murchie, hardware and general merchandise, one of the leading merchants of St. Stephen, N.B., died on June 26, at the age of seventy-five years. He had served the town as councillor and mayor and had taken a leading part in many public activities.

Lieut.-Col. J. L. McAvity, president of McLean, Holt & Co., Ltd., St. John, N.B., former commanding officer of the 26th Battalion, C.E.F., is in Boston assisting in the organization of a training school for officers of the National Guard of Massachusetts, and giving them the benefit of his experience at the front.

When tenders for the equipment of the power plant and laundry of the St. John General Public Hospital were opened, it was found that the lowest was $43,000, while the estimate was only $23,000. Action has been deferred until the next meeting of the County Council, early in July.

Plumbers who went on strike in St. John on May 1, are still out. Four of them have been fined for handling liquor illegally, two have been sent up for trial on the charge of burning the summer residence of a master plumber, three are undergoing preliminary trial on the charge of intimidation, and the death of a young plumber from a blow on the head is regarded also as the outcome of strike conditions, besides another attempt to burn a master plumber's house.

HARDWARE LETTER BOX

Metal Sugar Bowls

Aluminum Specialty Co. of Canada, Toronto.—Will you kindly send us a list of manufacturers who make a line of metal sugar bowls?

Benedict Proctor Co., Alliston, Ont.; Rochester Stamping Co., 176 Anderson Avenue, Rochester, N.Y.; Manning Bowman Co., Meriden, Conn.; Benedict Mfg. Co., East Syracuse, N.Y.; Buffalo Metal Goods, Buffalo, N.Y.; Sherman & Co., Brooklyn, N.Y.; and W. H. Sweeney Mfg. Co., Brooklyn, N.Y.—Ed.

* * *

Beeswax

Jas. Simmonds, Ltd., Halifax, N.S.—Kindly advise us the names of any Canadian firms from whom we could obtain beeswax?

F. Baillargeon, St. Constant, P.Q., and F. W. Jones, Bedford, Que.—Ed.

* * *

Butter Moulds

Cunningham Hardware Co., New Westminster, B.C.—Can you give us the names of makers of butter moulds in Canada?

P. Ament, Brussels, Ont.; Wm. Cane & Sons, Newmarket, Ont.; C. Richardson & Co., St. Mary's, Ont.; Sheet Metal Products Co., 199 River Street, Toronto.—Ed.

* * *

Ideal Lawn Mower Grinder

Dakin Bros., Digby, N.S.—Will you advise us where we can purchase parts of the Ideal lawn mower grinder?

Root Heath Mfg. Co., Plymouth, Ohio.—Ed.

* * *

Natural Gas Heaters

Cassidy & Bellivean, Moncton, N.B.—Please give us the names of natural gas manufacturers in Canada.

McClary Mfg. Co., 177 King W., Toronto.—Ed.

* * *

Triumph Lawn Mowers

Alexander Hardware Co., Ltd., Hamilton, Ont.—Kindly let us know the name of the firm that manufactures Triumph high-wheel lawn mowers.

F. & N. Lawn Mower Co., Richmond, Ind.—Ed.

* * *

Champion Emery Grinder

E. A. Button, Stouffville, Ont.—Kindly advise where the "Champion" emery grinder is made.

Can any of our readers kindly supply this information?—Ed.

KILLED IN ACTION

Lethbridge, Alta.—Major A. B. Stafford, Lethbridge, has been killed at the front. He was formerly in the hardware business here.

Stove Shortage This Fall

Large Stove Manufacturer Advises Retailers to Take Delivery Soon as Possible—Difficulty Expected in Meeting Fall Demand—Prices Advanced 10 Per Cent.

WHAT the situation as regards stoves will be during the coming fall is, in the opinion of one large Toronto stove manufacturing company interviewed this week by HARDWARE AND METAL, a subject which can only be speculated on for the time as regards details. But there is one point which is being much emphasized, and this is that retailers will do well to take delivery of stoves at the earliest possible moment, for from present indications there may be difficulty supplying the demand, and many orders, it is feared, may have to go unfilled this fall. It is a certain and unavoidable fact that there will be no overplus of stoves this fall, for the increased demand, the shortage of help and the difficulty of getting raw material, have all made their effect felt on the situation, and in the words of the manufacturer it will be a case of "First come, first served."

Much of the difficulty in the stove manufacturing industry is due to the inability to secure deliveries of raw material. The company referred to is just now receiving shipments of steel which were ordered a year ago, and orders being placed now for steel are not expected to be delivered for two years. The United States participation in the war is not calculated to help matters any in this respect either, for the probable withdrawal of a million men or so to the firing line in France and the acceleration of the shipbuilding and munition making industries may be expected to use up much of the available raw material in preference to its being manufactured into stoves, while old stoves could be made to do.

The demand for stoves this year is reported to be twice as good as last year, and already many customers, recognizing the probable inability of manufacturers to supply the demand in the fall, are taking delivery as soon as the product can be turned out and immediate acceptance and delivery are the order of the day.

The difficulty in securing raw materials is not the only factor involved in the predicted inability of manufacturers to meet fall demands, for the shortage of labor makes it impossible for manufacturers to manufacture the raw material into the finished stove product even though all the raw material in the world were evailable.

A large number of stove manufacturers have this week advanced stove prices 10 per cent., and it is expected others are soon to follow, and this manufacturer states that prices may soon go higher. Just when this advance is likely to take place is hard to say at the present time, for it will be contingent upon the length of time present stocks of raw materials, purchased before recent advances in price, can be used. When these have been exhausted, higher-priced material will have to be secured and stove prices will be affected accordingly. It was pointed out by the manufacturer that if stoves were more of a necessity prices would go sky high. As it is, pig iron prices go from $18 to $52 per ton, and steel prices soar proportionately, but the stove prices cannot be raised in proportion to cost. It is not expected this situation will continue for long, however, for as raw materials are becoming exhausted it is found increasingly difficult to make new contracts for either price or delivery, and the situation in a nutshell is, in the words of the manufacturer, that "nobody knows where things are going."

It is probable that the situation may be relieved somewhat this year owing to the Government activity in urging people to purchase war bonds, and to turn their money into other similar channels for the prosecution of the war. This may result in some falling off in the stove demand, and be a big factor in relieving the tense situation expected in the fall.

CREDIT ASSOCIATION MEETING

Annual Meeting of Canadian Credit Men's Trust Association in Montreal, Que.

On the occasion of the annual meeting of the Canadian Credit Men's Trust Association, Montreal branch, held in the National Club Rooms, Montreal, General Manager Henry Detchon, of Winnipeg, addressed the gathering on business conditions in Canada. He stated that conditions had never been better in the West in his seventeen years of residence there than they were at the present time, and everybody was making money.

President J. Thurston Smith, of Lewis Bros., Ltd., Montreal, addressed the meeting on the work of the past year, emphasizing the increasing importance of co-operation, which was regarded as the principle feature of the organization. He also urged that prompt attention be given to the turn-down card system as an important part of the credit information given by the association. In connection with the work of the Adjustment Bureau, which was organized and opened for business on June 1, 1917, under the direction of L. F. Churchill, the president stated that winding up, liquidation, or trusteeship for the continuing of business for the benefit of creditors was the business of the Bureau, which would only allow legitimate charges and expenses in connection with any work undertaken, the object being to give creditors the largest proceeds possible from estates. In conclusion, the president stated that the membership of the association had more than doubled during the past year.

WHAT OTHER PAPERS SAY

THE FEAR OF AUTOCRACY AND SOCIALISM.

From the *American Metal Market*, U.S.

Fears are being expressed in some quarters that our organization for war is leading us into too autocratic methods, also into "socialistic" practices, which it may be difficult for us to shake off when the war is over.

These feelings are perfectly natural in the circumstances but it is necessary to be practical. As one of the practical civilians at Washington has said: "The thing to do is to win the war. Nothing else counts."

From the practical standpoint it is well to note that we have had these same pleas with us for years, and have done nothing to check the trends that were complained of. We have always been asserting that too much power was being given to the President, but we have never seen the President who has been given less power than his predecessor. If we could not rectify the situation in times of peace, or did not care enough to try, how can we have time and energy to try now? As to "socialistic," what is so called at one time has come to seem perfectly natural a few years later. Socialistic practices, fitted in with existing things, are quite different from a complete scheme suddenly forced, which is doctrine of the socialists.

Winning the war is a big task, especially when the task is to get into the thick of it as hard and as quickly as possible, for the purpose of saving lives and money. If we can do that we should surely be equal to the task of re-adjustment after peace is assured. We do not hestitate to pile up a money debt to be paid in future, and we should hardly hestitate to leave a debt of work to be discharged after the war. Let us avoid autocracy and socialistic practices as much as we can, but we cannot afford to risk prolonging the war by refusing to adopt measures that promise good results, even though they leave a heritage of work to be done afterwards in re-adjusting matters.

THE COAL PROBLEM.

From the *Black Diamond*, U.S.

It is possible to tell the coal situation to-day in about four figures.

The nation consumes 1,825,000 tons of coal per day.

It produces, at the present rate, 2,213,000 tons a day.

The consumption goes on, on the average during 300 days a year.

The production extended, last year, over only 230 days.

To make production equal consumption this year—because consumption is going to increase about 25,000,000 tons—it is going to be necessary to work the mines at least 259 days.

These figures have to do with bituminous coal only.

The question of the minute is:

Are the mines going to be able to operate steadily for 259 days this year? If they are we will get enough coal. If they are not we will have a shortage of coal.

To get out enough coal—or to keep the mines running for 259 days—it is necessary for the people to put their storage orders in during the summer. Then it is going to be necessary for the railroads to supply cars to keep the mines running more days than they did last winter.

If we can run the mines on storage orders fifteen more days than we did last year, and if the railroads can, by supplying cars in the winter, keep the mines in operation fifteen more days than they did last year, we will have enough coal to go around. One thing is sure, however. To meet the demand this year we must run the mines 259 days. This is the whole problem in coal.

CLEAN THE STREETS IN THE STREETS

From the *Highway Magazine*, U.S.

The cleanliness of a community is a pretty accurate barometer of its health. I am not a physician and am not capable of adding anything to the controversy about the extent to which disease germs are transmitted by dust. I understand in a general way that there is less tendency to-day than there was a few years ago to attribute infection to dust-borne germs, although I think no one has gone so far as to deny that germ diseases in some instances are transmitted in dust. Further than this, I never heard of anyone claiming that dust was a benefit to health or cleanliness a menace. And leaving health out of the question, nobody wants filthy streets or dusty premises. Call it a mere sentiment if you will, but it is a sentiment that distinguishes the civilized man from his cave dwelling ancestors.

And in relation to street cleaning cost, I want to point out that the most economical place in which to perform the street cleaning function is in the street. The same filth must be combatted somewhere, perhaps where it originates, perhaps where it is blown after lying neglected on the pavement.

YOUR OWN JUDGMENT, OR THAT OF OTHERS?

From *American Artisan*, U.S.

It is not to be wondered at that some men prefer to follow their own judgment rather than that of others.

Possibly the latter part of this statement might be more correctly put in this way: Some men prefer to follow what they believe is their own judgment, rather than that of others.

For example:

They say that advertising will not be of any use in extending their business "because of the peculiar conditions in their field or their locality."

Which simply means that they have a pre-conceived idea that their field is "different," or that the people in their community are "different" from those in other places—and as a matter of fact neither of these two supposed "facts" are actual facts—only suppositions.

And suppositions are not a good foundation for judgment.

Or we have the retail hardware dealer who doesn't believe in advertising because his father and grandfather built up a profitable business and ran the same store for a hundred years, without spending a cent for advertising!

That kind of a retail hardware dealer would be wearing knee breeches, a brocaded vest and a queue, if he really were consistent in his judgment!

Or take the case of the hardware man who "has tried it out and knows that advertising doesn't pay."

Would that same dealer throw away his good cigar just because it "happened" to go out because he didn't keep the light going? If he really used consistent judgment—his own, mind you—he certainly would have to stop smoking.

Then we have the man who doesn't advertise because it costs money. He ought to quit doing business because he must pay out money for wrapping paper and twine, light and heat, clerk hire and rent, etc. That is, of course, if he wants to be consistent in his judgment and not use the say-so of others.

LAWYER VS. MAGISTRATE AS A COLLECTOR

From *Hardware Age*.

With the price of hardware about double what it was three years ago a merchant's outstanding accounts are apt to be a hundred per cent. higher than in normal times.

Trust a man for a range to-day, and the amount will probably run $100 where it would have been $60 when the war began. Extend credit on a bill of builders' hardware for a small house, and it will run a hundred dollars where the normal amount would be $50. Sell almost any item of hardware on credit to-day and it means an infinitely greater amount than would be represented in a similar transaction in normal times.

This simply means that with goods costing the dealer more and with the natural desire to keep his stock up it is absolutely necessary for him to follow collections more closely than ever before.

It is a perplexing problem to know just what to do with the man who is able to pay, but who from habit or desire puts it off and puts it off until the dealer has tried every collection scheme on his calendar without results. The dealer hesitates to sue because he feels that such a course is an open declaration of war. Most men try a final bluff. Sometimes the account is turned over to an outside collection agency, but these concerns are usually too far from home to hit the bull's eye.

Another common procedure is to put the account into the hands of a local lawyer. This is usually a flat failure. The reason can usually be traced to the political ambition. A cross section of most legal brains would reveal a dream picture of "county attorney," "district judge," "assemblyman," "representative," "congressman," or something of the sort. This picture of the lawyer's ambition almost invariably makes him a miserably poor collector. He is dead shy of making enemies. He counts folks not by the head, but by the vote. The collectible accounts lying dormant in the files of local lawyers' offices represent a sum that would make Rockefeller look like a financial piker. The experience of the average dealer says, "Don't give your poor accounts to a lawyer."

A Southern merchant, fresh from a disappointing experience of this sort recently tried the local magistrate. Judge Smith, Justice of the Peace, certainly made good. A summons from him to pay up sounded like sure enough business. It was a bluff with a punch in it. His record was so good that Hardware Age has no hesitancy in recommending the local magistrate to whom the merchant can appeal when accounts threaten to die on his hands. Try Judge Smith.

THE JUNIOR CLERK'S PAGE

PAINTING THE MAP RED

A Story of the Empire-Building Activities of Cecil Rhodes by One of His Associates.

Cecil Rhodes was so mighty a figure that it is impossible to encompass in the limits of a single article any real measure of his greatness. John Hays Hammond conveys, however, an impression of him that establishes the wonderful capacity of the man, in the course of an article in The American under the heading, "The Most Wonderful Man I Ever Knew." Hammond was associated with Rhodes in some of his greatest enterprises, and so is in a position to give an idea of why Rhodes accomplished such wonderful things. He tells the story largely by a series of short anecdotes:—

The achievements of Rhodes are almost unthinkable. Long before American trusts were attempted, he formed what was then the greatest business combination in history and became absolute autocrat of the diamond business of the whole world. He organized a huge consolidation of gold companies; he was the first financier courageous enough to institute deep-level mining on the Rand, the method on which now depends the future of the greatest of all gold fields.

No Roman emperor ever won more territory than Rhodes brought under his native British flag. Through the Chartered Company, incorporated in 1889, he added to the British Colonial dominions territory equal to the combined areas of the British Isles, France, Prussia, Austria and Spain. He made possible the federation of all South African States, and planned to link Cape Colony and Cairo by rail—a project that he carried half way to fruition before he was cut off by death when he was only forty-nine years old.

Yet with this record of empire building behind him, his last words as he lay dying were these:

"So little done, so much to do!"

The picture of Mr. Rhodes as a mere money maker, as a man ruthless in self-interest and ambition, is altogether wrong. "I love the game," he used to say; "I care nothing about money for its own sake, but it is a power—and I do like power." Far from being ruthless, he was pre-eminently fair.

Most misconceptions of Mr. Rhodes are due to failure to appreciate the bigness of his mind. He thought in continents.

He was a seer—a Tolstoy, not of words, but of deeds. While yet he was a poor struggling diamond digger at Kimberley—dividing his time between work and a Greek lexicon half the year, and hurrying off to Oxford University in England to study during the other half—he was dreaming of opening up the whole African continent to civilization under his country's flag; of threading it with railroads; of irrigating vast arid areas; of educating the millions of natives to become useful workers, and of ironing out all racial differences.

For a man born with a brain such as that, a quick climb from obscurity was to be expected. Rhodes was born in 1853, one of the youngest of the nine children of a poor English vicar. Ill health dogged his youth; at seventeen he was shipped to the warmer climate of Natal, where an elder brother was trying to cultivate cotton.

A year after the arrival of young Rhodes, diamonds were discovered in Kimberley, several hundred miles away. Rhodes decided to join the rush. His outfit consisted of a team of oxen, a Scotch cart, a bucket, a spade, several volumes of classics and the thumb-worn Greek lexicon.

In this fever-ridden sport, with poor sanitation and worse food, he worked and brooded and studied, with winter trips to England and Oxford on his scanty savings. One year he was too poor to go. Another year he had only six months to live.

Almost immediately he was recognized as a natural leader.

While yet in his teens he formed the holders of several small claims into a syndicate. Always he preached the folly of cut-throat competition. Gradually he began a consolidation, of which he naturally became the leader.

This was before I knew Mr. Rhodes. But from men who were close to him then I have heard stories of the vast sweep of his vision and his refusal to let any barrier obstruct him in the march to the goal.

Once he contracted to begin keeping a mine clear of water on a certain day. The pump he ordered failed to arrive on time. Hearing that a Boer farmer miles away had a pump, Rhodes hurried to buy it. The Dutchman wouldn't sell. Back Rhodes came the next day. Again the farmer refused. A third, a fourth and a fifth time Rhodes returned, until the old farmer became exasperated. "It will take —— pounds to make me give up the pump," he shouted, naming a ridiculously high price. "You can have it!" exclaimed Rhodes.

The astonished Boer signed the contract. The terms included delivery. On his way to make delivery the veld became so near to impassable that the farmer declared it would ruin his oxen to go further. "That means you stop here?" asked Rhodes. "Yes." "Well, I don't," returned Rhodes. "Sell me the oxen at their full price and I'll take the pump in myself."

"You seem a fair young man and a very active one," commented the farmer. "I'll do it."

And Rhodes had his pump going on time.

But his difficulties had only begun. Fuel was generally giving out. Mines were suffering damage right and left. Rhodes sized up the situation and saw a solution. Every morning before daybreak he rode far into the veld and waylaid wagons loaded with wood, bought the wood at high prices—and kept the pump working.

His resourcefulness was a source of perpetual amazement to his associates. If he found he could not reach his goal by one road, he would take a second, or a third, if need be. He would fight only if he was driven to it.

"I have never met anyone in my life," he once told me, "with whom it was not just as easy to deal as to fight."

Always his mind was running the range of empires. He loved to discuss with a choice brand of friends the futures of the great nations of the world—England, Germany, Japan, Russia. When he was twenty-three he joined with four other ambitious young men in his camp in sending a long communication to Lord Beaconsfield, then Prime Minister of England, telling him how the British Empire ought to be run.

"I have never deviated from the policy laid down in that paper," Rhodes confided years later to a friend.

Once a companion came upon him intently studying the map of South Africa.

"What are you doing?" he asked.

"I want to see that all red," replied Rhodes, drawing his hand from the bottom to the top of the continent.

Rhodes became an exponent of Big Business before the dawn of the merger era in America.

South Africa had its Sherman Law, which prevented anyone from owning more than one claim, but the moment it was repealed Rhodes, although then only twenty-seven years old, organized the De Beers Mining Company, raised a million dollars of capital and purchased almost half the diamond area at Kimberley.

His chief rival was the famous Barney Barnato. The output of diamonds greatly increased, prices became demoralized and the unsettlement which followed the Majuba disaster to British arms caused widespread depression. The whole diamond business was sliding towards ruin. Failure after failure occurred; camps were being deserted daily; men shouted that the diamond bubble had burst.

Rhodes, though losing money, stuck to his guns. He saw that the evil rose from over-production, competitive price cutting. He realized that the industry could be saved only by regulating output and maintaining prices, either by agreement or by monoply. He tried to buy out Barnato, but that shrewd oper-

ator, with his own mighty ambitions, would not consent to be swallowed up.

In the end Rhodes won out—as he almost always did. In 1888, he formed the great De Beers Consolidated Mines, then the largest industrial corporation in the world, and ever since that time the controlling factor in the world's diamond business.

"Rhodes is a great man, for he bested me," was Barnato's tribute.

The De Beers claim was named after a Dutchman interested in the company. Rhodes would not have dreamed of giving his own name to it.

All this time he was doing other big things. He had entered the Cape Parliament before he was thirty. Shortly afterward he staged the addition to the British dominions of the whole of Bechuanaland—a territory more than twice the size of Great Britain—and became its virtual ruler.

"What are you doing in Africa, Mr. Rhodes?" Queen Victoria asked him. "Extending Your Majesty's dominions, Madam," replied the Empire Builder.

Rhodes had found time, also, to become one of the most powerful figures in the gold mining industry of the Transvaal. In 1886 he formed the Consolidated Goldfields of South Africa. A little later he became Prime Minister of Cape Colony—at thirty-seven. Before he was forty he had laid the foundations for the acquisition of the empire which later was given the name of Rhodesia—an empire as large as all of France, Austria and Prussia combined.

My own acquaintance with Mr. Rhodes dated from one day in 1893. I had just left Barnato because he would not carry out my proposal to go in for deep-level mining on the Rand when I received a telegram from Mr. Rhodes, asking me to visit him. Quite abruptly he told me he wanted me to take charge of all his gold mining interests, and added, "Name your salary. Don't be modest."

I mentioned $100,000 a year and a share of the profits as the salary I should expect, and stipulated that unless I could deal directly with Rhodes without interference from other directors I could not take the job. Rhodes picked up a scrap of paper two or three inches long and immediately wrote on it:

"Mr. Hammond is authorized to make any purchases for going ahead and has full authority, provided he informs me of it and gets no protest."

On the strength of this order I used to buy as much as $500,000 worth of machinery without consulting anyone.

Rhodes impressed upon me that he wanted men of initiative, men who had their minds on big things, men who were not afraid to tackle hard jobs.

"Reach a compromise, if necessary, when no vital principle is involved," he told me. "And never make a deal before the other side is completely satisfied."

In 1894, Mr. Rhodes accompanied me on a trip through Matabeleland and Mashonaland (now part of Rhodesia), where I had gone to make an examination for the British South Africa Company as to the mining possibilities in that country. Both for political and financial reasons it was very important to Mr. Rhodes that my report should be favorable. On my findings would depend the investment or non-investment of British capitalists of large sums for the development of the country. Yet never once during the many days that we rode and drove together, and the many nights we camped out, did he ask me a question concerning my impressions.

When I fully read my report to him after our return to Johannesburg, Dr. Jameson and another prominent stockholder of the Chartered Company were present.

"Well," commented these men, "if we have to depend on Hammond's geological report to raise money for this country, I do not think the outlook is very encouraging."

"Hammond is absolutely right," replied Mr. Rhodes emphatically. "He has said everything that he is justified in saying and the public will see that it is the report of a conscientious engineer, and fully credit every word he says. You had better go ahead and sell your shares."

A revelation of the methods by which Mr. Rhodes's mind operated is shown in his championship of deep-level mining—his startling project to risk millions of dollars in sinking shafts several thousand feet into the earth on the chance of finding gold there. All mining on the Rand hitherto had been of the "outcrop" species. To sink unprecedentedly deep shafts with the idea of intersecting a gold reef in the bowels of the earth was a most daring proposal. This is the story of the start of his undertaking:

Mr. Rhodes, Dr. Jameson and I, together with some of my engineers, were camping out one night in a wild part of Rhodesia, where the lions were roaring around us and had to be constantly frightened away by a wall of fire and the firing of guns. It was not uncommon in these regions for lions to dart in and snatch our donkeys or even to carry off a negro boy occasionally.

As we sat about the fire, Rhodes began to discuss the future. He wanted to know how long the Rand reef would last. I told him that geologically there was no reason why it should not last many more years—that there was no reasonable limit, from an engineering point of view, to the depth mining could be carried. Then I went on to explain that, whereas outcrop claims were selling anywhere from $10,000 to $100,000 per acre, we could pick up all the other land for deep-level mining at $50 or $100 per acre, provided no one discovered what we were trying to do. I figured out that, allowing for the cost of sinking shafts to a depth of 3,000 feet, his profits would be twenty or thirty times as great as those yielded by the enormously costly outcrop lands.

"Why would it not be good business to sell the outcrop company holdings," Rhodes asked, "and quietly buy all the ground along the deep levels for ten or twelve miles, and start mining at 2,000 to 5,000 feet?"

"I recommended that to Barnato," I said, "but he was too busy with other things to bother about it."

"Let's send a cablegram to London at once!" Rhodes exclaimed.

About two o'clock in the morning my secretary—now Lord Saye and Sele, a fearless adventurer, a D.S.O. man and a crack shot—started, with only a couple of natives, on a 500-mile ride across dangerous country to the nearest railroad station at Mafeking, with a cable to the London directors of the Consolidated Gold Fields. The cable was briefly this:

Have decided best policy for company should be sell out our entire holdings in outcropping companies. Do this at once. Cable reply.

It took over a month for our representative to cover the land journey, receive the reply and rejoin us near the Zambesi, a total ride of over 1,000 miles. And this was the wording of the directors' reply:

We don't understand your cablegram. Do you wish us to liquidate company? This cannot be done without full explanation to directors.

Rhodes was furious. He was not in the habit of having his explicit instructions fail to be carried out. He sent back this cablegram:

Do exactly what I instructed you to do at once without asking questions. I take full responsibility. C.J.R.

This time the London agents obeyed. When we got back to Johannesburg, several million dollars' worth of shares had been turned into cash at very high prices, the market being then in the thick of a boom. We immediately set machinery in motion to acquire all the land we wanted, and though there was infinite haggling by some of the parties in interest, we finally got nearly all we were after, and the whole deep-level plan of mining was mapped out and started. We had to spend millions before we reached a trace of gold, and more millions before we won a single ounce of metal. But within two years we had made $10,000,000 profit on the transaction. Had it not been for deep-level mining the Rand would have been nearly exhausted by now.

There is one bit of unpublished history that may as well see light now. It will show how near Rhodes came to controlling the copper output of the world.

The near coup was scheduled for 1895. By this time the new gold mines were pouring out millions and millions of dollars' worth of their precious product, and we could have raised $200,000,000 or $300,000,000 of capital without trouble. The memorable Secretan Copper Syndicate, which aimed at buying up the bulk of the world's stock of copper and boosting the price, had collapsed ignominously some time before this. The brilliant but erratic Frenchman had gone about things the wrong way.

Now that Rhodes had managed to establish control of the international diamond business, he became interested in the idea of acquiring control, not of finished copper, but of all the principal copper mines of the world, so as to be able to regulate output and price. Rhodes succeeded in interesting the Rothschilds, who controlled the great Rio Tinto mines as well as another large mine in Mexico. Alfred Beit was also behind us, as were all the resources of the De Beers and the Consolidated Gold Fields—the whole representing hundreds of millions of dollars.

I laid out plans, at Mr. Rhodes's request, for control of Anaconda and other American properties, and the scheme was so far advanced that I was to leave for the United States early in 1895 to complete the American end of the deal.

Unfortunately, the Jameson Raid came on. I was in prison for six months, and then Rhodes went to Matabeleland to quell a serious uprising of natives in that territory. So the whole gigantic plan fell through.

While engaged in restoring peace in Matabeleland, Rhodes received a cable from the House of Commons to come at once to be tried at Westminster for his association with the Jameson Raid. Unawed by the British authorities, Rhodes sent them this cable: "Investigation can wait. I am busy fighting Matabele."

When Rhodes did return to England he treated the Lord and Commoners with little of the customary reverence. One day while his examination was in progress he called for a glass of beer and a sandwich, and coolly answered questions between mouthfuls. His personality was so stupendous that he—"the accused"—dominated the whole proceedings. The Prince of Wales (the late King Edward) on visiting the Chamber could not resist shaking hands with him.

Pre-War and To-Day's Prices

The following table of comparative prices is interesting at this time showing prices in effect in June, 1914 (prior to war) and prices in effect in the month of June, 1917, just closed.

Products		June, 1914	June, 1917
Bar Iron	base	$ 2.00	$ 5.00
Steel Bars,		2.25	5.25
Refined Iron,		2.40	5.35
Wire Nails	"	2.20	5.45
Cut Nails	"	2.70	5.80
Pig Iron	ton	18.00	55.00
Black Iron Pipe 1inch, 100 ft.		4.50	11.73
Axes	Doz.	7.00	10.50
Sledges	Lb	.06	.14½
Lead Pipe	Lbs.	.08½	.20
Black Sheets, 28 gauge, 100 lbs.		2.80	9.50
Galvanized Sheets, 28 gauge, 100 lbs.		4.00	12.00
Mixed Paint, colors, gal.		2.00	3.45
White Lead in Oil, 100 lbs.		8.40	19.30
Linseed Oil, gal.		.60	1.30
Pure Manila Rope, base, lb.		.15	.37
Sisal Rope, base, lb.		.10½	.26½
Building Paper, plain, roll		.35	.66
Paris Green, lb.		.16¼	.59
Smooth Steel Wire, base		2.30	6.50
Screen Wire Cloth, 100 ft.		1.55	3.00
Iron Washers		45% off list	Net List
Iron Wood Screws		85-10-7½-10-10	72½%
Binder Twine, 650 ft., lb.		.13½	21¼c. lb.

SELLING VALUE OF WINDOW DISPLAYS

(Continued from page 35.)

the result will be that they will draw much business.

To be successful as an advertiser, the merchant must change his windows often. If business is being done in a small town, once a week will generally suffice. It should be borne in mind that anything put in the window is very apt to be injured more or less by the light, and the most delicate things should be protected as much as possible. If for no other reason, it would be well to change windows often on this latter account.

Change Windows Often

If the merchant were paying good money for advertising space in a newspaper he would not think of allowing it to remain vacant for weeks at a time. yet some dealers leave window space display empty, or worse. Often it is more the result of thoughtlessness than of anything else, but it should never be allowed to occur. The windows of a store should be recognized as an index to the contents of that store—not all at once, but week by week. They should show one line at a time, but they ought to cover the whole stock by degrees.

In dressing the windows, there are many little tricks in combining various lines of goods which will result in sales of the combinations where the individual items would not have attracted attention. Such plans are often of value in getting rid of unsaleable goods. But it should be emphasized that whatever is done in this line, it should be made plain to the people what they are getting and what it will cost. The price has much to do with the selling.

Rights and Wrongs of Display

That it pays to display goods in show windows, has been established, but there should be unanimity of opinion also as regards the rights and wrongs of display. The right way is to put in only one kind of goods at a time, and not to think that because a great variety of goods are stocked that they must be put in the window for fear people will not know that the rest are in stock. A window full of one class of goods will make a greater impression on the passerby than a combination of the various varieties stocked in the store, and in fact, the combination window would probably never make any sales. One thing at a time is about all that most of us are capable of taking in intelligently, and if there is any doubt as to the planning of a window, its effect on any one individual should be taken as an example of its effect in general.

A window should compel attention, it should arrest the eye, and make the passerby look again for some specific reason. One of the easiest and simplest reasons will be because there is only one kind of goods in it. There may be a big lot of the same kind of goods, or only a few, but if there is only one kind, one good clear impression is conveyed, and it is not forgotten.

Keep Calendar of Displays

Positive and complete rules cannot be laid down in making a display of any kind of goods, as much depends upon the neighborhood, location of the store, and the shape and size of the windows. But goods suitable to the different seasons of the year can be used, and to help to do this systematically and intelligently, a calendar of window displays throughout the year should be kept. It is taken for granted that window display will be changed every week, and this will have to be done if any profits are expected to be secured. When the calendar or time table of displays for one year has been kept, it will be found very valuable for reference the next year, and suggestive of an article to display. By paying strict attention to this matter the calendar will be permanent and increase in value from year to year.

TURPS QUIET IN SOUTH

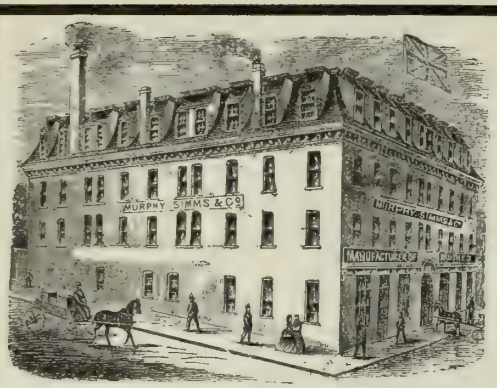
According to the Naval Stores Review of Savannah, Ga., issued on Saturday last, the turpentine situation is more depressed than it has yet been and the immediate outlook is far from pleasant to contemplate. The tanks at Savannah and at Jacksonville are full, the tanks at Pensacola are almost full and the necessity is on the dealers of carrying turpentine in casks. This necessitates constant watchfulness in turning and regluing and puts them to an expense that makes them less inclined to pay current quotations for the stuff. Many producers are guilty of false economy in failing to glue or inadequately gluing the casks. With the tanks full and the necessity of carrying turpentine in casks on them, the dealers are naturally inclined to bring their bids down in order to protect themselves against the losses that come from poor packages. This is one of the factors now telling against the market. Dealers are having their stocks very carefully watched. One stated that he was practically turning every barrel that he bought and having the casks properly glued at once, believing that it was better to incur this expense immediately than to run the risk of serious losses by leakage. A circular letter is to be issued by the Board of Trade calling the attention of producers to these conditions. The producer in the end will not save by neglecting to glue the barrels properly, because if dealers assume a firm stand against taking packages until they are put in proper shape the expense of attending to this at the port, with the probability of leakage in the meantime, and the likelihood of the market declining before the stuff is sold, would amount to considerably more than the cost of fixing the cask properly in the woods before filling it.

If all fixed selling agreements were made illegal, it would mean a hardship to the retailer in many respects.

When you accept goods on consignment, make sure that the agreement is shipshape, waterproof and sound.

Increase the dividends that you draw from your display space by making every available square inch of display space work.

Too much service is almost as bad as too little. Both lead in the direction where sheriffs and bailiffs lurk.



1865

52 YEARS IN BUSINESS 1865—1917

1885

No better illustration could be given of the soundness of policy upon which a business showing a steady, healthy growth for 52 years must necessarily have been founded, than the mere fact of its existence after that length of time in a condition more robust and healthy than at any previous period.

The 50th anniversary of the Confederation of the Canadian Provinces would appear to be an appropriate time to give a condensed review of the history of T. S. Simms & Co., Ltd., makers of BETTER BRUSHES.

1865

John Murphy started in the business of brush-making at St. John, N.B.

1872

Thomas Stockwell Simms sold his broom-making business, located at Portland, Maine, and moved, bag, baggage and family, to St. John, N.B., where he formed a partnership with John Murphy under the firm name of Murphy and Simms, to manufacture brushes and brooms.

1875

Mr. Simms bought out the interest of Mr. Murphy, changed the firm name to T. S. SIMMS & CO., and started on a campaign for BIGGER BUSINESS based on BETTER BRUSHES.

1885

Outgrowing the quarters they had occupied, T. S. Simms & Co. moved to larger ones on Smythe Street, St. John, and renewed their campaign for BIGGER BUSINESS based on BETTER BRUSHES.

1902

Business rapidly increasing, and their old quarters being too limited in space, they built and occupied a fine modern brick building on Union Street, St. John, and started anew the campaign for BIGGER BUSINESS based on BETTER BRUSHES.

1912

Union Street building, proving inadequate to their needs, a large, modern, reinforced concrete building 400 ft. long by 50 ft. wide, and five stories high, with numerous outbuildings, was constructed in Fairville.

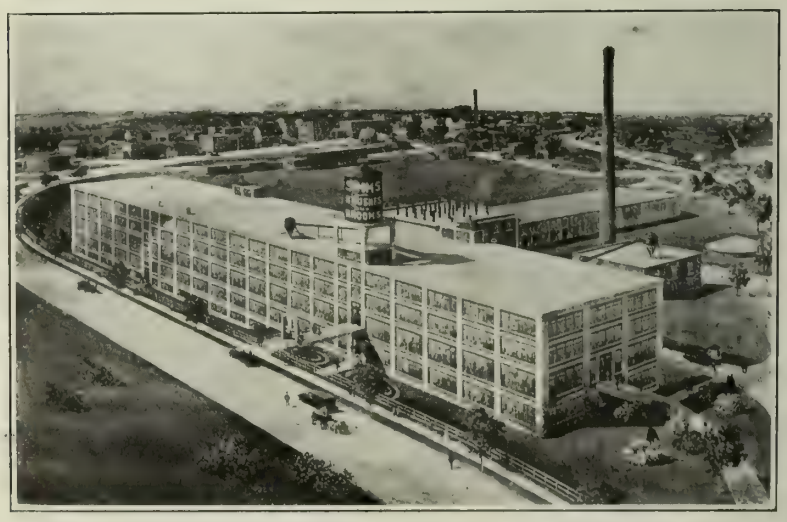
This is the finest factory in the world devoted exclusively to the making of high-grade brushes and brooms, and one of the finest commercial buildings of any kind to be found in Canada.

It is in every way suited to be the home of BETTER BRUSHES from which to perpetuate the policy of BIGGER BUSINESS based on BETTER BRUSHES.

T. S. SIMMS & CO., Limited, ST. JOHN, N.B.

Makers of BETTER BRUSHES

1902



1912

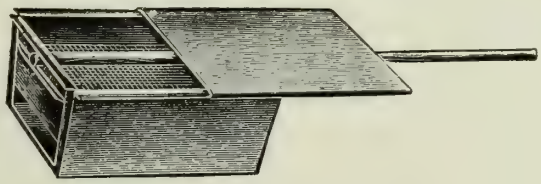
If interested, tear out this page and keep with letters to be answered.

40,000 Square Feet in Seven Years

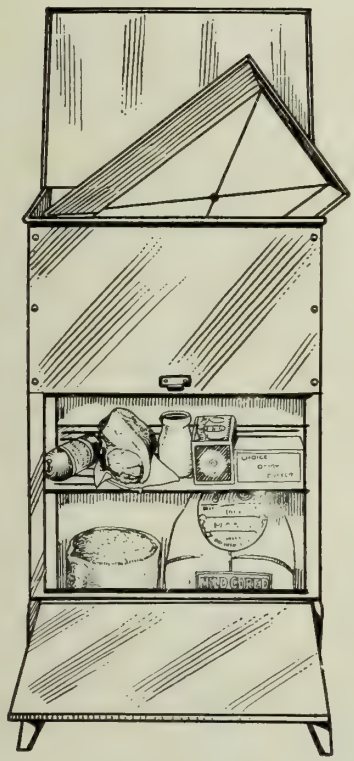
From Shack to Plant of 40,000 Square Feet is the result-of-service growth of Soren Bros., Canada's Aggressive Manufacturers of Tinware.

SHACK is the term—a small, unpretentious building of the dimensions of twenty feet by ten—that's the birthplace of the Soren business which to-day is taking a prominent place in the manufacture of tinware in Canada.

From this small beginning seven years ago Soren Bros. have developed a business which demands the use of their new building shown above whose floor space totals about 40,000 square feet.



The Daisy Ash Sifter shown above is so well known to the Canadian trade that it needs no introduction. It has long since become the standard, popular-priced sifter.



This is the "Frost King" all metal refrigerator which has taken the Canadian trade by storm, filling as it does the requirements of the small home—the bungalow, the summer cottage, the camp, the apartment house or flat. It is economical, sanitary and easily moved about being on casters.

The Soren line to-day represents upwards of 200 lines of domestic tinware, including stamped, pieced, japanned and galvanized, among which are wash boilers, pails, bath tins, garbage tins, milk tins, coffee pots, graters, bread pans, watering cans, cake cutters, bread tins, cake tins, document boxes, pie tins, and so on.

These lines are sold commonly through the retail and wholesale hardware trade and are generally termed staple. Beside these staple articles Soren Bros. are the holders of the Canadian and American patents and designs for the **FROST-KING ALL-METAL REFRIGERATOR** and the **DAISY ASH-SIFTER**, both very well known specialties. This firm also have patents in a glass-front and a corrugated biscuit tin which have met with excellent success.

The New Catalog which is just off the press contains the entire range and may be obtained by writing to Soren Bros., 545-7-9 King Street W., Toronto.

Besides the regular lines made and carried in stock Soren Bros. specialize on the manufacture of private branded goods and special lines. Jobbing houses, large retailers, contractors and canners requiring special goods always find this firm satisfactory people to deal with. They invite enquiries re quotations. Service and dependable goods has always been the aim of Soren Bros., and their wonderful development in such a short time is a testimony to their having lived up to the high standard set.

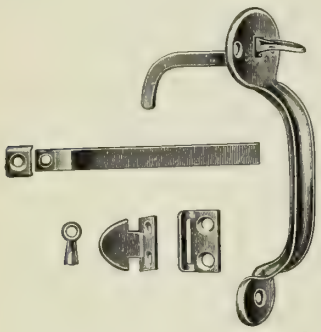
If interested, tear out this page and keep with letters to be answered.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

WROUGHT STEEL THUMB LATCH

The accompanying illustration shows a new full surface thumb latch which the Stanley Works, of New Britain, Conn., is now ready to put on the market. The makers state that the parts of the new latch are few and simple and easily applied. It is altered from the regular Stanley Works' latch of the same class

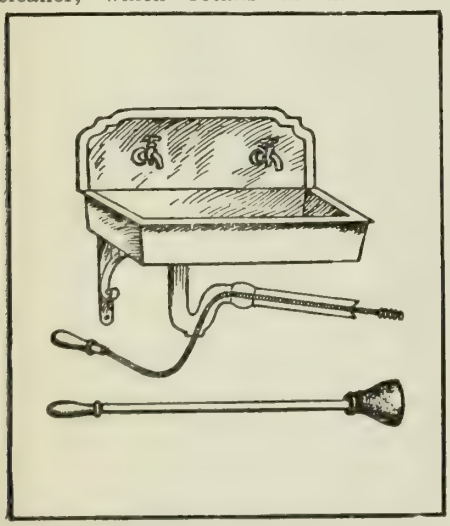


Wrought Steel Thumb Latch

and character, in that both the strike and guide plate are made to be applied on the surface rather than to be mortised as is the practice ordinarily, saving, it is said, much trouble and expense in labor and application. It is reversible for either hand and is packed one set in a box with screws to match.

DRAIN PIPE CLEANER

Abbott Hardware Co., 636 Columbus Ave., New York, N.Y., are introducing a combination force pump and drain pipe cleaner, which retails in the United



Combination Drain Pipe Cleaner.

States at $2.50 each. The device, as illustrated here, is easy to operate, it is claimed, and if the plunger fails to do the work the wire will. The auger is made from ⅜ in. piano wire. The plunger is made of galvanized iron, and the cup is made from the new product Savo. The flexible pipe cleaner when not in use fits into the tube as shown.

ROUND ADJUSTABLE DIE

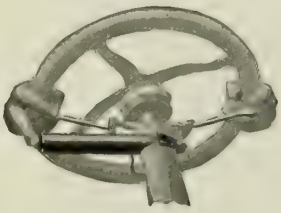
Russell Mfg. Company, Greenfield, Mass., is introducing a new Russell Round Adjustable Die, which, it is claimed, may be adjusted while in the holder by means of the taper headed screw which engages a cone shaped nut in the opposite side of the die. The taper head of the screw bears against a countersunk recess at the front face of the die and the cone nut bears against a similar recess at the back face. This causes the die to open evenly, and it is claimed, eli-

Round, Adjustable Die.

minates the twisting which often takes place with dies adjusted by screws located at the middle of the slot. The die, it is claimed, will fit any make of holder, as the spot running across the entire edge will engage the set screw wherever it may be located.

HORN BUTTON FOR FORDS

Seng Auto Device Co., 1305 Michigan Avenue, Chicago, Ill., are marketing a horn button for Ford cars selling in the U. S. at $1.25 each. The device, it is claimed, permits of giving a warning signal while retaining a firm grasp on the wheel with both hands. To instal the device, the switch is clamped on the post directly under the wheel, with the wire hanging down; the bolt is then tightened,

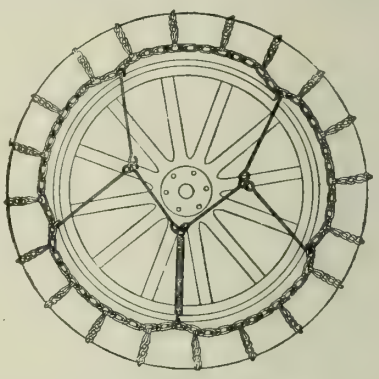


Ford Horn Button.

and the wire connected from the switch to the wire on the old button. The device is claimed to eliminate the possibility of losing control of the car by taking one hand from the steering wheel to locate the button in its original position.

ANTI-SKID CHAIN TIGHTENER

M. H. Merchant, 236 Emma Street, Syracuse, N.Y., is manufacturing the Merchant's anti-skid chain tightener, here illustrated. The device, it is claim-



Anti-Skid Chain Tightener.

ed, will keep tire chains from running too loose and pounding the automobile fender, and thereby lessen the danger of unhooking and at the same time allowing the chain to creep around the wheel. The tightener catches the chain at five points, and is claimed to give an even tension at all points.

TOOL CASES

Ira Embree, Hamilton, Ont., is introducing a new line of tool cases in seven different designs. All the cases, it is claimed, are made of selected kiln dried lumber, the drawers are made with lock corners and the fronts of the cases are

Leather Covered Tool Case.

doweled and tongued together. Case No. 1 is 16 ins. long and 11 ins. high with a depth of 8½ ins. plain oak or ash 16 ins. long it retails for $6.00. Case No. 2,

(Continued on page 56.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Following a heavy list of changes in hardware goods last week, the present week has been no exception in the number of important price movements. One of the notable increases has been that in coal and wood stoves and ranges which amounts to 10 per cent. Prices effective are furthermore only for immediate acceptance and delivery. There will be no fall dating arrangement this year as in the past, as accounts will be rendered on the basis of market at the time of shipment. All orders are also accepted subject to being in stock. The condition in the stove market has been occasioned through the uncertainty on raw materials. Pig-iron continues to soar to new high levels and the high point seems not yet to be reached. Steel prices quoted are almost entirely nominal. In the United States the manufacturers have withdrawn their regular price lists. They are still in the market, but prices are not stable enough to hold for any length of time.

Malleable fittings, cast bushing and plugs have all been moved to higher levels. Files, handsaws, trowels, levels and tapes are some of the lines in which advances have been made. Hammers have advanced approximately 20 per cent. and axes have been increased from $1.50 to $2 per dozen. Higher prices also prevailed on bird cages, gasoline sad irons, brush hooks, glaziers' points, axle grease, bicycle lamps, bicycle wrenches, sidewalk scrapers. Certain points where steel wire nails did not advance at the time of the recent change have been moved to higher levels. Linseed oil and turpentine were in easier tone. Plate glass has been increased and window glass holds firm at recent quotations. Business in hardware lines has been good during the week.

MONTREAL MARKETS

MONTREAL, July 5.—Among the features of the market at present is the shortage of sheets and plates. Tinplate is still on the decided climb. A consignment for export is reported to have been sold in New York at $18.00 during this week. While certain staple lines have remained steady this week there have been important changes in many lines of shelf goods, a notable one being in dry batteries, and several important lines are rumored to be on the way to new advances. Business has been in general quiet due to the usual holiday feeling at this time of year, but by no means quieter than usual. The metal markets are stagnant meantime, but may show activity on a sudden should events of the world take any new turn. Iron and steel are still very much inclined to firmness, and an important line—horse-shoes—has advanced fifty cents this week.

Shelf Goods Show Important Changes

Montreal.

SHELF GOODS AND HEAVIES.—The present week is rather more distinguished in the matter of shelf goods changes than the past weeks have been. Some important advances have been made, and the warning is sounded that some other important advances are impending.

Disston Saws Etc.

Amongst these impending advances are Disston saws. All prices have been withdrawn on these, and new prices are expected by next week.

Butterfield Goods Also Up

Another line being altered is Butterfield's taps, dies, etc. New discounts are expected before long, probably next week.

Lufkins Tapes and Rules

Lufkins' tapes and rules have advanced ten per cent. this week.

Axes Advance $1.50

A stiff advance in all chopping axes is announced. The extent of the advance is $1.50 per dozen.

Cotton Rope Up

Due to the strength of the cotton market cotton rope 3-16ths in. is up to 48 cents a pound, and ¼ inch to 46 cents a pound. In some cases half a cent less for 3-16 and 1c. less for ¼ in. and up was noted.

Cotton Seine Twine Up

Cotton seine twine is also up as follows: No. 6, 55 cents per lb.; No. 9, 49½ cents a lb.; No. 12, 48½ cents lb.; Nos. 15-36, 48 cents per lb.; Nos. 42 to 100, 47½ cets lb.

Sash Cord Advances

Sash cord is also up in price, No. 6 selling at 53½c. a lb.; No. 7 at 52½c., and Nos. 8 to 12 at 52c. a lb.

Dart Unions Up

Dart Unions have advanced. Black are now 25 per cent. off list, and galvanized 2½ per cent. off list.

Pipe Fittings Firmer

Advances in prices of pipe fittings are looked for next week. These may prelude advances in pipe.

Candlewick Advances

Another advance in candlewick is noted. The quotation now is 51 cents.

Oil Stove Wick Advances

Oil stove wick has advanced. Three inch is now $4.50 doz. 3½ inch, $5.25; 4 inch, $6.25; 4½ inch, $7.00; 5 inch, $8.00.

In rolls, O x 32 yds. is 60c. a roll. A x 32 75c.; B x 32, $1.10 per roll. O x 12 yds. is quoted 22½c. a roll. A x 12, 28c.; B. x 12, 41½c.; D. x 12, 66c.

Dry Batteries Advance

For the first time, it is said, in over two years, Columbia dry batteries have advanced in price. No. 6 in barrels of 125 are quoted at 33½c each. In lots of 50 at a time 35½c. Twelve at a time will cost 37 cents each, and less than twelve 28c each.

No. 7, (75 to the barrel) in barrel lots are quoted at 60 cents each: In fifties 62½c each; 25-50 price 64½c.; 12 to 25, are quoted 68½c. each, and less than twelve will cost 71½c. each.

No. 8 (50 to the bbl.) cost 82c each in barrels, 25-50 are 83½c each; 12-25 are 86½c. each, and less than 12 are 96½c. All f.o.b. Montreal.

In barrel lots only f.o.b. Toronto No. 6 are quoted at 32½ c. each; No. 7 at 58½c. each, and No. 8 at 80c each.

Brass Bird Cages Up

The Thos. Davidson Co's. line of brass bird cages is advanced from 15 per cent. off list to 5 per cent. off list.

Balloon Fly Traps Up

The same firm's balloon fly traps are up to $1.75 per doz. These are included amongst wire goods in this firm's list.

Horse-Shoes Up

Due to firmness in iron and steel markets horse-shoes are up this week by fifty cents a keg to $5.75 per keg.

Nails And Wire Firm; Not Changed

Montreal.

NAILS, WIRE, ETC.—Since the recent advances in wire and nails these products are in steady firm market. There have been no changes this week, but there is no feeling of certainty that changes might not take place even before this reaches publication. This is of course the pessimistic and panicky view always to be found on the markets at times like the present. Other views are to the effect that nails are high enough and hopes are expressed that they may have ceased to soar in price. Much depends on the iron market and conditions of manufacture. Standard steel wire nails are still at $5.50 base. Cut nails are at $5.75 base.

Iron And Steel Firm, But Unchanged

Montreal.

IRON AND STEEL.—Under present conditions the market for iron and steel looks still firmer, but prices have not advanced for the current week, at least up to time of writing. The effects of the advances of recent days are however, apparent in all lines made of iron more or less. An important advance is that of horse-shoes, up 50 cents to $5.75 a keg, and all chopping axes up $1.50 per dozen. Difficulties of supply of iron even in the simplest commercial forms are intensified, and delays in deliveries are continual. There are no indications of any improvement of conditions so far.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0.17½-0 18
Black Diamond tool steel, per lb	0.17½-0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0.17½-0 18

Great Scarcity Of Sheets And Plates

Montreal.

SHEETS, PLATES, ETC.—Conditions almost of anxiety as to supplies of sheet metal of various kinds now exist. There are shortages on all sides. Some firms cannot give quotations on tin-plate, tinned iron, black sheets, Canada plates etc. Other firms have only very small supplies. Here and there wholesalers have fair stocks to meet their ordinary trade, but these are subject sometimes to the call of firms endeavoring to replenish their own stocks, and it is pretty well-known where any reasonable sized stocks can be located if they exist at all because the houses still having any plates to sell are so few. Quotations are accordingly firm. Galvanized sheets advanced a dollar a hundred pounds by firms which did not alter these last week. Black sheets while still obtainable at the lower prices shown below, are far more frequently quoted at the higher figures, and it is doubtful if any but fortunate or favored buyers could secure the lower prices where holders of these goods are willing to quote them.

SHEETS, BLACK.

	Montreal Range 100 lbs.	
10 gauge	$ 9 75	$11 50
12 gauge	9 85	11 60
14 gauge	9 90	11 65
16 gauge	10 00	11 75
18-20 gauge	10 05	11 80
20-22 gauge	10 10	11 85
26 gauge	10 15	11 90
28 gauge	10 25	12 00

Galvanized Iron Pails Are Higher

WARE.—Wholesale hardware houses have advanced prices of galvanized iron pails following the manufactures' advances. Owing to the exceptionally firm condition of markets for sheet metal of all kinds there is every prospect of continued firmness in all classes of goods made therefrom.

LATE CHANGES AT MONTREAL

Just as HARDWARE AND METAL is about to go to press the following wire from Montreal gives additional changes: Prices are withdrawn on hinges, Russwin and Yale padlocks and door checks; Yale night latches have advanced 5 per cent., Sweat pads are up 10 per cent.; Maydole hammers have advanced 10 per cent.; Kearney & Foot Globe files are now 50 per cent. off list; A new discount of 60-15 per cent. is egective on tacks; a new list is expected shortly on shoe findings.

Gasoline And Coal Oil Unchanged

Montreal.

GASOLINE AND COAL OIL.—For a considerable time gasoline and coal oil have remained in steady market, and the present week finds these products still unchanged in price. Gasoline is quoted at 32½ cents per Imperial gallon, and coil oil, Royalite at 17 cents. Palacine coal oil is 20 cents per Imperial gallon as last week. The outlook showed no immediately impending sympton of firmness, but under present day conditions advances might very suddenly become necessary due to the crude oil situation.

Cordage, Twine, Etc., Still Very Firm

Montreal.

CORDAGE, TWINE, ETC.—Since the advance in sisal and lathyarn which took place last week the market for rope and cordage shows steady tendency towards even more firmness. Best Manila is now at 37 cents basis, British Manila 31 cents, sisal 26½ cents, and lathyarn the same as sisal. Jute is firmer, and all the fibres used in this indutsry are affected by war conditions very considerably. As will be noted from the shelf goods section. sash cord and cotton rope are higher. The outlook is for great firmness in all these lines. and advances in price are to be expected. In some lines of rope and cordage concessions are being made by jobbers who hold large stocks, bought in a low market.

Lead Products In Unchanged Market

Montreal.

LEAD PRODUCTS.—There are no price changes to record this week in the line of lead products, and the market for these influenced by the ingot metal market is steady for the time being. Demand is by no means active. This time of year keeps business at easy levels for the most part. There is little building to call for new lead pipe, fittings, etc., and the market for the solders is similarly quiet. Outlook as long as ingot lead keeps steady and in weaker market if anything, is for maintenance of present price scales.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	Plus 20%	
Lead wool, lb.	0 19	....
Lead sheets, 3½ sq. ft.	0 19	....
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40
Solder, wiping, lb.	0 32	0 40
Solder, wire, lb.	....	0 44
Zinc sheets, per lb.	0 23	0 26

Few Small Changes In The Old Metals

Montreal.

OLD METALS.—Old cast iron has advanced a dollar per gross ton since last week, the strength of the iron market being very pronounced. Old stove plate remains unchanged, however. Scrap zinc is down to 7½ cents, a decline of a cent. The spelter market is dull. Heavy copper is half a cent lower, the copper market being uncertain. At present the market for old materials is not particularly active, and may continue in this condition which is not abnormal for the time of year. Old rubber goods are unchanged in price from last week, though the rubber market is firmer, and it is the opinion of experts that old rubber boots and shoes should be worth a good deal more than they can fetch at present. The rubber markets are however, in very strong hands, and prices are held down to the limit even for large and useful consignments of collected old rubber.

Tea lead	$ 0 08	.....
Heavy lead pipe	0 10½	.....
Yellow brass	0 15½	0 16
Red brass	0 22½	.....
Light brass	0 11¼	.....
Scrap zinc	0 07½	.....
Heavy copper	0 27	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

The Ingot Metals In Very Dull Market

Montreal.

INGOT METALS.—Dullness is the condition of the ingot metal markets at present. The doubts existing as to Government action, the holiday season, and other factors of uncertainty make matters very dead-alive for the time being.

Tin Still Uncertain

TIN.—There is no relief for the tin situation. Uncertainty prevails, and difficulties are increased rather than lessesed. Quotations remain 64 to 66 cents per pound for large business, and 68 to 70 cents for smaller orders.

Copper Remains Quiet

COPPER.—The market for copper is quiet and uneventful, no matter how disturbed may be conditions at some of the copper mines where strikes are in progress. Outlook if labor trouble continues may be towards advances in price due to shortage of production, but at present prices keep steady at 36 to 37 cents with quotations of one to two cents higher for smaller business.

Lead Is Lower

LEAD.—Subject to all the uncertainties of the metal markets at present lead is rather weaker in the main, and 15 cents per lb. is quoted. For small supplies 16 to 17 cents would be asked.

Spelter Still Dull

SPELTER.—Dullness in spelter market continues. Quotations are given at from 13 to 14 cents. Demand is only desultory.

Antimony Down Again

ANTIMONY.—The market for antimony is still weaker. From 25 to 26 cents are the quotations. Demand is very small.

Aluminum Unchanged

ALUMINUM.—From 70 to 72 cents are the quotations for aluminum, and this market is also very dull.

TORONTO MARKETS

TORONTO, July 5.—The past week has been no exception to the generally upward trend in hardware prices. Such important lines as handsaws, trowels, levels, files, tacks, malleable and cast bushings, unions, plugs, malleable fittings, stoves, axes, hammers, gasoline irons, brush hooks, rules and tapes, axle grease, bicycle lamps, hockey pucks, barrel hatchets, bicycle wrenches, sidewalk scrapers are among the lines affected. Glaziers' points have been moved to higher levels. With the upward tendency in the steel and iron markets there is no indication that lower prices can be looked for in the near future. Business has been good in hardware lines, but some of the wholesale houses are suffering through a shortage of help.

Malleable Fittings And Cast Bushings Up

Toronto.

FITTINGS, BUSHINGS—Higher prices were recorded on malleable fittings, cast bushings and plugs. Malleable fittings are now quoted at 23c per pound net for black B pound class and 15c per pound net for class C black. Galvanized in malleable fittings are now quoted at 32¼c for class B and 23c for class C. Malleable bushings are quoted at the same discount as formerly, namely, 35 per cent. off list, but cast bushings are now quoted at 32½ per cent., the former discount on the latter being 35 per cent. Unions are still quoted at 42½ per cent., but plugs have been advanced to 27½ per cent., the former discount on the latter being 35 per cent. off list. As it goes without saying, the increases in this market have been due to the condition in the steel and iron market.

Handsaws And Trowels Go To Higher Levels

Toronto.

SAWS, TROWELS.—An advance of approximately 10 per cent. has been made in all lines manufactured by the Disston Saw Works, which includes handsaws, trowels, levels and kindred lines. The price on the D-8 26-inch handsaw is now $30.85 per dozen net. Other sizes show proportionate advances. This advance follows the announcement of an increase in the price of bucksaws and cross-cut saws made in these columns last week.

Axes Advance From $1.50 To $2 Dozen

Toronto.

AXES.—An advance ranging from $1.50 to $2 per dozen in some cases has been made effective on axes, including single and double bit, boys' axes, hunters' axes and bench axes. The range on single bit axes is now from $11.25 to $13.50. Double bit axes are quoted at $16, and boys' axes at $9 per dozen. Hunters' axes are quoted from $8 to $9. Bench axes, No. 2, are quoted at $11.25, which is an advance of $1.85 per dozen. No. 3 bench axes are quoted at $12.15, an advance of $1.95, while No. 4 bench is quoted at $13.05, an advance of $2.15 per dozen.

Files Advance Approximately 10%

Toronto.

FILES.—Higher prices to the extent of approximately 10 per cent. have been recorded in all makes of files through the changing of the discounts. Great Western, Kearney & Foot, Eagle and Globe, are now quoted at 50 per cent. off list, the former discount being 55 per cent. For Nicholson and Black Diamond the increase has been to 40 per cent., the former discount being 45 per cent. On Delta files the new selling price is 37 per cent., the former discount being 40 and 5 per cent.

Hammers Make An Advance 20 Per Cent.

Toronto.

HAMMERS.—An advance of 20 per cent. has been recorded in the price of Madole hammers. This advance follows increases in this line that have been made within recent weeks. Following are the prices on the various sizes:—No. 0, $20.20 per dozen; No. 1, $15.15 dozen; No. 1½, $14.10 dozen; No. 11, $15.15; No. 11½, $14.10; No. 12, $12.85; No. 13, $11.65; No. 23, $10.10; No. 611, $21; No. 211½, $20; No. 612, $18.25; No. 613, $16.60; No. 701½, $14.10.

Bird Cages And Gasoline Sad Irons Up

Toronto.

BIRD CAGES, SAD IRONS.—Increases were recorded in the price of bird cages during the week through the changing of the discount from 25 per cent. off list to 20 per cent. off list. Comfort gasoline sad irons have also been increased 15c each to $4. Brush hooks is another of the lines that has been advanced during the week, the new selling price being $11 per dozen net. All the foregoing lines have been directly or indirectly affected by the conditions in the steel market.

Lufkin Goods Higher

Higher prices have been recorded on Lufkin rules and tapes, but at the time of writing wholesalers had not figured the increased cost. This change will be put into effect immediately.

Axle Grease Advances

Mica axle grease is one of the lines in which a higher price was made effective during the week, the new selling price being $2.90 per case.

Bicycle Lamps Up

Another of the numerous lines to advance in price during the week are the Jaxon bicycle lamps, which are now quoted at $2.90 per dozen.

Hockey Pucks, Hatchets, Bicycle Wrenches Up

Toronto.

PUCKS, HATCHETS, WRENCHES, SCRAPERS.—A readjustment in the price of hockey pucks was made effective during the week, in one instance a decline having been recorded. No. 10 pucks are now quoted at 90c, No. 20 at $1.80, and No. 30 at $2.90 per dozen. The price on No. 10 represents a decline. Barrel hatchets have been advanced to $12.50 per dozen for No. 50. No. 15 bicycle wrenches have been increased to $1.90 per dozen. Sidewalk scrapers of Bulldog brand are now quoted at $5.50 per dozen, while Fox brand are quoted at $3.35 dozen. It is some time until this latter line of goods will be required for use again, but the change has been made well in advance for next season's trade.

Wire Nails Higher To Other Points

Toronto.

NAILS, WIRE.—Prices on standard steel wire nails were increased at other points during the week, namely, to Walkerville, Windsor and Sandwich, making the price $5.57½ f.o.b. factory points, with carload rate of freight allowed to the above points, exclusive of cartage charges at both ends. At Toronto the base price is $5.45 per hundred pounds base. Cut nails are quoted at $5.80 per hundred, an advance having been recorded in this line last week. The market for wire and nails is one of continued firmness.

Tacks And Capped Goods Go Higher

Toronto.

TACKS, CAPPED GOODS.—Higher prices were made effective in carpet tacks through the change in the discount on these goods. Where the discount was formerly 65 and 12½ per cent., it is now 60 and 15 per cent. On capped goods the discount has also been changed to 60 and 15 per cent., the former discount being 65 and 12½ per cent.

Gasoline And Coal Oil Are Very Firm

Toronto.

GASOLINE AND COAL OIL.—There is a firm market for gasoline and coal oil, due to higher prices that have been made effective in certain parts of the United States. On Saturday of last week an advance of 1c per gallon was made effective in gasoline and coal oil in the New York district, which makes the selling price relatively 2c per gallon higher than it is in Canada at the present time when the difference between the wine gallon and Imperial gallon is taken into consideration. This higher tendency in certain parts of American territory has a bearing on the situation in Canada. There is apparently a serious condition developing in the production of crude oil in the United States. It is stated that oil producers in the Mid-Continent field, fearing action by the Government, issued orders to stop drilling when the present wells now under way are completed. It is estimated about 600 strings of drilling tools will close down within a few weeks if the orders are not rescinded. Sixty per cent. of the high-grade oil used in the United States comes from that district. Producers claim the present market price on crude oil does not justify extension of operations. Gasoline is in good demand locally, being quoted at 31½c to 32c, with benzine 1c per gallon less. Prices on coal oil will be found in current quotations.

Black Sheet Range Has Been Narrowed

Toronto.

SHEETS, PLATES. — A narrower range on black sheets prevailed during the week, with an increase of 50c per hundred on the lower quotations of last week. Some arrivals of black sheets were reported from the mills during the week, but stocks locally are light. Some light stocks of galvanized sheets are reported to be on the way to this centre, but they are not sufficient to take care of the needs of the trade for any length of time. Dealers have been in the market endeavoring to place orders in the United States, but one concern reports that no less than six concerns have refused absolutely to take further orders on galvanized sheets. There has been a further advance of $1 per hundred on galvanized sheets in the United States, which puts the price laid down in Canada higher than they are selling for at present. However, this does not matter so much, as the mills will not accept any further business at these prices. Galvanized sheets still are in a range of $11 to $12, but the more general market quotation is $12 on 10¾ oz. Prices were increased 50c per 100 lbs. on black sheet gauges, Nos. 18-20, 22-24, 26 and 28 during the week.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$10 50
12 gauge	10 05	10 60
14 gauge	9 95	10 65
16 gauge	10 00	10 75
18-20 gauge	9 80	10 30
22-24 gauge	9 85	10 35
26 gauge	9 90	10 40
28 gauge	10 00	10 50
29 gauge	10 10	....
3-16 inch plate	....	11 10
¼-inch boiler plate	....	11 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.	$11 00	$12 00
U.S. 28	10 70	11 70
U.S. 26	10 40	11 40
22 and 24	10 25	11 25
18 and 20	10 10	11 10
16	9 95	10 95
14	9 85	10 85

F.o.b. Hamilton, Toronto.

Some Concerns Have Withdrawn Corrugated

Toronto.

CORRUGATED SHEETS.—Owing to the very firm situation in corrugated sheets, one firm at least at the time of writing has decided to withdraw quotations entirely pending the issuance of new ones. It was pointed out that these goods were being quoted at less than either the black or galvanized sheets, and the cost is considerably greater. Demand for corrugated is not heavy, but the lightness of stocks makes the condition seem more acute. Following is the range of quotations:

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Prices on gauge Nos. 24, 22, 20 and 18 given only when required by dealers.

Bar Iron In Very Firm Position

Toronto.

IRON AND STEEL.—Due to advances which have recently been made effective in the United States on bar iron, a firmness exists in the local market. There was an inclination on the part of some dealers to raise the price on iron and steel products, but at the time of writing this had not taken place. In Pittsburg the base price on bar iron has been advanced to $5 for carload lots and $5.25 for less than carloads. Locally bar iron is still quoted at $5.25 per 100 pounds. It will, therefore, be seen that the market locally is very firm, when it is remembered that duty and freight must be paid on the prices existing at the mills when brought into Canada. Pig iron at Pittsburg is selling at a minimum of $58 per ton, while quotations run as high as $60. Prices locally remained unchanged during the week.

	Per 100 lbs.
Common bar iron	$ 5 25
Common bar steel	5 50
Refined iron	5 65
Angle base	5 75
Horseshoe iron	5 50
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 17½-0 18
Black Diamond tool steel, per lb.	0 17½-0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 17½-0 18

Boiler Tubes Again Advance In U.S.

Toronto.

BOILER TUBES.—During the past ten days a further advance of 5 per cent. has been recorded in the price of boiler tubes in the United States, but there was no disposition among local dealers to increase the price in conformity with the advance in primary markets. Stocks are sufficiently heavy to last for some time yet, and local dealers are endeavoring to keep the price down in order that there may not be a curtailment of use. Prices remained the same as at last quotations:

1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½-inch	38 00	33 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	51 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Market For Lead And Zinc Products Unsteady

Toronto.

LEAD AND ZINC PRODUCTS.—There is an uncertainty in the market for lead and zinc products, due to the situation in the United States. In that market arrangements have been made by some of the largest producing lead com-

STOVE PRICES ADVANCED

Manufacturers of stoves on Thursday announced an advance of 10 per cent. in prices of all lines of stoves. They have withdrawn all prices for future delivery. All orders accepted are for immediate shipment only. Orders for fall delivery, it is said, are not being accepted and there is not to be fall dating as in previous years. All orders taken now are subject to manufacturers having the goods in stock. There has of late been a heavy demand for stoves from retailers and manufacturers are practically out of stock on many lines. It is claimed by the manufacturers that stove prices to-day are from 30 to 50 per cent. lower than the prices which would be justified if based on to-day's costs of raw materials. Since the outbreak of war, stoves have advanced about 33 1/3 per cent. Furnaces have advanced about 20 per cent. These advances are comparatively small when compared with the increased costs of raw materials, labor etc. Even at the high prices quoted for raw materials to-day, the manufacturers in some cases cannot secure supplies. An article elsewhere in this issue gives the views of one of the largest stove manufacturers in Canada.

panies in Idaho and Montana for sale to the Government of lead at $8 per hundred. This represents a decline of approximately $3 from the prevailing spot price in New York. It is understood that seven lead producing mines in the western district have agreed to deliver 2,000 tons of lead in July on the basis of 8c. Zinc sheets are also understood to be sold to the Government at prices considerably below the prevailing market price. This is having its effect, and is working toward an easier tone in the market. Locally the market is quiet, with prices unchanged.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 41½	....
Solder, commercial, lb.	0 40	....
Solder, wiping, lb.	0 40	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Heavy Copper And Rubber Goods Down

Toronto.

OLD MATERIALS.—With weakness in the market for metals in the United States a corresponding weakness has developed in the market for some old materials, particularly in heavy copper, where a decline of ½c to 1c per pound was recorded in the prices being paid by dealers. Dealers are paying 25½c to 26½c for this commodity, as compared with 26c to 27½c last week. There was a decline of 2c per pound in the price being paid for overshoes and lumbermen's rubber boots, while automobile tires were down ¼c. There are considerable quantities of old materials being offered and the demand from the mills is not active.

Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.11	.....
Yellow brass	0.15¼	0.15½
Red copper	0.22½	.....
Light brass	0.10	.....
Heavy zinc	0.08½	.....
Heavy copper	0.25½	0.26½
Old cast iron, per ton	....	25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08½	.....
Overshoes, lumbermen's rubber boots	0.06½	.....
Auto tires	0.06¼	.....
Bicycle tires	0.03½	.....

Cordage Prices Firmly Maintained

Toronto.

CORDAGE, TWINE.—Prices on cordage of all kinds were firmly maintained during the week without change being noted in any line. Manila is in strong position, due to the inability to get supplies from the Philippine Islands. This situation has been occasioned through the withdrawal of ships from that trade for use in the Transatlantic business. There are good supplies of fibre in the Islands, but there seems to be small possibility of getting them into the United States in the near future. Sisal rope is also holding firm at the advances recorded last week of 2c per pound. Pure Manila is selling on a base of 37c per pound, British Manila at 31c, New Zealand 31c, and sisal at 26½c. Demand for hayfork rope is expected to develop in the near future with the coming of the haying season.

Horseshoes Advance 50c Keg During Week

Toronto.

HORSESHOES.—An advance of 50c per keg was recorded in the price of horseshoes, which now makes the selling price for light iron at Montreal and Belleville for sizes: Nos. 0-7, $5.75 for No. 2 and larger, and $6 for No. 1 and larger. A corresponding advance was made on all other sizes. New prices will be found in current quotations. The advance in this market has been due to the position in iron and steel.

Vulcanizers Have Been Moved Higher

Toronto.

VULCANIZERS.—Higher prices have been announced on Adamson vulcanizers. Prices prevailing under the new list are as follows:—Model U, $3; Model T, $2; Model S, $12; Model M, $1.50. The manufacturers state the increases have been due entirely to the present high cost of raw materials. All orders placed with jobbers to be shipped before July 15 are to carry previous list and discount prices. This line of goods has in the past been sold at the same list and discount prevailing throughout the United States, according to the manufacturers, which thereby eliminated the payment of duty approximating 40 per cent.

Metal Markets Are Inactive

Toronto.

INGOT METALS.—The market generally is inactive. The trade is awaiting developments. There has been a slightly easier tone to some of the metals, although the range of prices remains practically unchanged.

LEAD.—The Trust price, New York, at the time of writing still held at 11c. The U. S. Government price is 8c, and the open market is from 11¼c to 11½c. Locally the price ranges from 15c to 15½c lb.

COPPER.—The copper market is quiet at present. Reports from the United States indicate that the Government is taking a firm stand, and prices for copper for war purposes will be lower than those recently reported. Local prices remain 37½c to 38c lb.

SPELTER.—The demand for spelter in the United States has been slackening off of late. The U. S. market is easy. Local quotations remain at 11½c to 12½c lb.

TIN.—The market locally is unchanged from last week, with prices ranging from 63c-65c lb.

ANTIMONY.—The market is unchanged. Prices range from 25c-26c lb.

ALUMINUM.—The feature in the United States is the refusal of the Government to accept a price of 27½c lb. from the producers. It is possible that an inquiry will be held into the cost of production. Prices locally remain at 68c lb.

PIG IRON.—Domestic foundry pig irons continue off the market, and the situation is generally unchanged. Pig iron prices in the States, however, are still advancing. The coke situation continues to grow serious. Producers are not willing to enter upon contracts at any price, as they say they cannot tell what their production costs will be, nor whether they can secure a sufficient number of cars to make deliveries.

LONDON MARKETS

LONDON, July 5.—Business continues good in spite of much rainy weather. Summer lines are all moving out well and prices are generally firm. Linseed oil and turpentine register another drop this week while advances have been made on Columbia dry cells, cotton goods and malleable fittings. Collections are fair.

Dry Cells Higher; Wire Nail Quotations

London.

COLUMBIA DRY CELLS.—Advances are recorded this week on Columbia dry cells at the following quotations:
Barrel lots 2½ x 6 regular, 32c each;
Barrel lots 2½ x 6 ignitor, 32½c each;
Less bbl. lots, 35c each.

Wire Nails

Wire nail prices are generally firm at $5.45 per keg base for wire nails, and $5.75 per keg base for cut nails, f.o.b. London.

Wire nails at Windsor, Walkerville and Sandwich are now $5.47½ f.o.b. factory points with carload freight allowed.

Wire nails at Fort William, Port Arthur and Sault Ste. Marie are $5.25 base f.o.b. Hamilton or Montreal.

Malleable Fittings Up; Spades And Shovels

London.

MALLEABLE FITTINGS.—New and higher prices have been reached on mealleable fittings during the week at the following:

Class C. black, 13½c per lb.; class C. galvanized, 21c; class B. black, 23c; class B. galvanized, 32c;bushings are 35 per cent. off; unions 40/5 per cent. off; plugs 30 per cent. off, and iron stop cocks 25 per cent. off standard list.

Spades and Shovels

Firm prices have been maintained in a steady market during the week on spades and shovels at previous prices of 35 per cent. off standard list for firsts; 20-10 per cent. off for seconds, and 12½ per cent. off for fourths.

Cotton Goods Up; Rope Unchanged

London.

COTTON GOODS.—Recent advances on cotton goods have brought the following prices during the week:

Cotton wrapping twine in 3-ply, 50c per lb.; in 4-ply, 54c per lb.; candlewick, 52c per lb. Seine twine in 18 and larger, 60c per lb. in 15 and smaller 61c per lb. Cotton rope in 3/16 is 48c per lb.; and in ¼ in. and larger 47c per lb.

Rope

No change has been recorded during the week on rope at the following previous quotations; pure Manila, 37c base: British Manila 31c base; New Zealand hemp, 31c base, and sisal 26c base. There have been lower quotations on some lines made by firms with large stocks to dispose of.

Linseed Oil And Turpentine Lower

London.

LINSEED OIL.—A further drop in price on linseed oil is recorded during the week of 5 cents per gallon. New prices are as follows:

	Raw	Boiled
1 to 2 bbls.....	$1.27	$1.30 per gal.
3 to 5 bbls.....	1.26	1.29 per gal.
6 to 9 bbls.....	1.24	1.27 per gal.

Turpentine

Turpentine prices have also gone lower during the week at following prices: In 1 bbl. lots, 63c per Imp. gal.; in 2 to 4 bbl. lots, 62c per gal.; In 5 gal. lots 70c per Imp. gal.

Glass And Putty Firm; White Lead

London.

GLASS.—There has been a steady market on glass during the week and prices are unchanged at the following previous quotations: Single diamond 50/10 per cent. off; double diamond, 50/10 per cent. off; cut lights 50/5 per cent. off.

Putty

Putty prices have also remained steady at following quotations; $4.35 per 100 lbs. for standard 100 lb. drums; $4.45 for standard 25 lb. drums; $5.35 for pure 100 lb. drums; $5.45 per pure 25 lb. drums; $4.60 for bladder bbls. and $5.00 for bladder in less than bbls.

White Lead in Oil

Prices have remained firm on white lead in oil at $19.00 per 100 lbs. for pure lead in ton lots and $19.30 in less than ton lots.

Wringers And Sash Cord Are Steady

London.

CLOTHES WRINGERS.—Prices on clothes wringers are steady at last week's advance with a discount of 40 per cent. from standard list. Net prices on some lines are as follows:

1 year	plain bearing	$50.88 per dozen
1 year	ball bearing	55.88 per dozen
2 year	ball bearing	58.50 per dozen
3 year	ball bearing	61.98 per dozen
5 year	ball bearing	68.88 per dozen

Sash Coard

Sash cord has also remained steady during the week at last week's advance bringing present prices to 53½c per lb. for No. 6 cord; 52½ per lb. for No. 7 cord and 52c per lb. for No. 8 and larger.

Cooper Clouts

New prices on cooper clouts bring present quotations to $9.25 per 100 lbs.

Screen Wire Steady; Mowers; Netting

London.

SCREEN WIRE.—Prices on screen wire are steady at $3.00 per 100 sq. ft. in 100 ft. rolls for painted black; $3.05 per 100 sq. ft. in 50 ft. rolls for painted black; and 14c per sq. foot for bronze wire.

Lawn Mowers

Lawn mower prices are unchanged at 33 1/3 per cent. off list for Taylor Forbes machines.

Doors and Windows

There is no change in prices on doors and windows which are in good demand but of which there is only a limited supply.

Poultry Netting

Poultry netting in Canadian makes is unchanged at 30 per cent. off list.

Harvest Tools

Harvest tools are unchanged at 33 1/3 per cent. off list.

Tacks, Capped Goods Up; Shoe Findings

London.

TACKS AND CAPPED GOODS.—Higher prices are recorded during the week on tacks and capped goods, showing new discount at 60/15 per cent. off list.

WINNIPEG MARKETS

WINNIPEG, July 5.—After a couple of weeks of comparative quiet with regard to changing prices, the new month is opened with some very important revisions—the tendency in all cases being upward. All wire products, including barb wire and nails have advanced, along with eavetrough and conductor pipe, wrought iron washers and a couple of gauges of black steel sheets. Many miscellaneous lines have also advanced in price as will be noted in looking over the list given below.

Business during June was very good and preparations for a big fall trade are well under way. Conditions throughout the country generally are excellent and jobbers are looking forward to an enormous business during the next few months. With the successful development of present prospects throughout the country, it is more than likely jobbers will be literally swamped with orders, the more so will this apply owing to further inroads on help and difficulty in securing goods. It would seem advisable then for retailers to anticipate their wants as far in advance of actual demand as possible. This will mean getting the goods while yet available and provide for any slight delay that might develop in shipment being made.

Perhaps the most extensive change in wire products in months is that recorded during the present week. Practically all lines are affected and the present indications are that these advances are only the forerunners of many more.

Big Advance On Wire Products

Winnipeg.

WIRE NAILS.—One of the most important items to be affected is wire nails. A six dollar base has now been reached, an advance of 15 cents, and during the next month further advances are practically certain to go into effect. The new base prices established are as follows: $6.00 per 100 lbs. base at Winnipeg; $5.60 per 100 lbs. base at Head of Lakes.

Wire Fence Staples

Wire fence staples are keeping pace with nails and a 30 cent advance during the week brings the base price on this line to the same level as wire nails as follows:

Bright wire, $6.00 per 100 lbs., Winnipeg; $5.60 per 100 lbs. Head of Lakes.

Galvanized, $6.80 per 100 lbs. Winnipeg; $6.40 per 100 lbs. Head of Lakes.

Barb And Plain Twist Wire Advance

Winnipeg.

BARB WIRE.—In these columns, with the advancing cost of barb wire, and the danger in its use even at any price, HARDWARE AND METAL has advocated a more general use of woven fencing. Let us urge again upon the retailers the more humane attitude in pushing the sale of woven fencing. Barb wire has advanced another 25 cents a spool this week and the new prices now being quoted are reproduced herewith:

	Winnipeg	Head of Lakes
Lyman 4 point	$4.45	$4.75 per spool
Glidden 2 point	4.30	4.60 per spool
Baker 2 point..	4.25	4.55 per spool

Plain Twist Wire

Plain twist wire, has advanced 50 cents, coiled spring wire, 30 cents, and bale ties 45 cents to make the following new prices per 100 lbs.:

	Winnipeg	Head of Lakes
Plain Twist	$5.25	$4.85
Bale Ties, 14 gal.....	7.65	7.25
Coiled Spring 9 gal...	5.70	5.30
Coiled Spring. 12 gal...	5.95	5.55

Annealed And Bright Tinners' Go Higher

Winnipeg.

ANNEALED AND BRIGHT TINNERS.—The other lines of wire to be advanced during the week are annealed and bright tinners, each of which takes another 25 cent jump and plain galvanized which is now quoted at a level 40 cents higher than the one formerly ruling. As stated above, indications point to further advances in near future, no relief from these present high prices being apparent. The demand in all of these lines seems consistent with the season of the year. The new prices now in effect are given below:

Annealed Wire—9 ga., $7.20 per 100 lbs.; 10 ga., $7.25; 11 ga., $7.31; 12 ga., $7.40; 14 ga., $7.60; 15 ga., $7.75; 16 ga., $7.90.

Bright Tinners' Wire—0-9 ga., $7.40 per 100 lbs.; 10 ga., $7.46; 11 ga., $7.52; 12 ga., $7.60; 13 ga., $7.70; 14 ga., $7.80; 15 ga., $7.95; 16 ga., $8.10.

Galvanized Wire—6-7-8 ga., $7.20 per 100 lbs.; 10 ga., $7.25; 11 ga., $7.30; 14 ga., $7.70; 15 ga., $8.25; 16 ga., $8.40; 9 ga., $5.65 Winnipeg, $5.25 head of Lakes; 12 ga., $5.90 Winnipeg, $5.50 head of Lakes.

Cotton Rope And Cordage Advance

Winnipeg.

COTTON ROPE AND CORDAGE.—An advance of 5 cents per lb. in the price of cotton rope has gone into effect and along with all other lines of cordage, this establishes new high levels never dreamed of at the outset of the war. Sash cord and cotton clothes lines have also come in for revision, the new prices established for all of these lines being given below:

Cotton rope, 3/16 in., 52c lb.; ¼ in. and larger 51c lb.

Sash Cord in hanks or coils 6, 58c lb.; 7, 57c lb.; 8-9-10, 56c lb.

Cotton clothes lines, 48 ft., $2.75 doz.; 60 ft., $3.25 doz.

Linseed Oil; Turps; White Lead, Firm

Winnipeg.

LINSEED OIL.—Following the big reduction made in linseed oil last week, a firmer tone is now noticed and no change has been made locally. Prices now being quoted are for raw, $1.45 per gal. bbl. lots; boiled, $1.48 per gal. bbl. lots.

Turpentine

The tendency on turpentine seems slightly easier but no change has been made in the local market as yet. Prices ruling represent no reduction:

85c per gal. bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal. 5 gal. and 1 gal. lots.

White Lead

The tone in white lead also seems firmer during the past couple of weeks with the following prices being quoted: Decorators Pure, $19.55 per 100 lbs ton lots, $19.90 per 100 lbs. less.

Decorators Special, $18.55 per 100 lbs. ton lots; $18.90 per 100 lbs. less.

Iron Washers And Steel Sheets Advance

Winnipeg.

WROUGT IRON WASHERS.—Another increase is in evidence this week on wrought iron washers, the new prices being quoted on the following basis, Full boxes, net list; small lots, 5 per cent. advance on list.

This advance reveals the following net prices on the sizes most commonly sold:

	Full Cases Per 100 Lbs.	Less
¼ in.	$15 75	$16 50
5-16 in.	13 75	14 40
⅜ in.	11 25	11 75
7-16 in.	10 75	11 25
½ in.	9 95	10 40
⅝ in.	9 75	10 20
¾ and 1 in.	9 55	10 00

Black Steel Sheets

A revision on black steel sheets for 10 and 12 gauge only has been made, the other gauges remaining at the prices issued last week. The new quotations now being made are as follows: 10 ga., $11.25 per 100 lbs.; 12 ga., $11.50 per 100 lbs.

Galvanized Sheet Products Advance

Winnipeg.

EAVETROUGH, CONDUCTOR PIPE.—The recent advances made in galvanized sheets have resulted in an increased price being put into effect on eavetrough, and conductor pipe, etc. Present quotations provide for an increase approximately 15 per cent., as will be seen in looking over these figures:

Eavetrough—8, $7.20 per 100 ft.; 10, $8; 12, $9.40; 15, $12.90.

Conductor Pipe—2, $7.55; 3, $9.15; 4, $12.05; 5, $16.40.

Conductor Pipe Elbows—2, $1.80 doz.; 3, $2.05; 4, $3.35; 5, $8.30.

Rainwater Cut-offs—3, 59c each; 4, 72c each.

Machinery Steel And Bench Axes Advance

Winnipeg.

MACHINERY STEEL.—One line of steel has come under revision during the week, an advance of $1.00 per 100 lbs. in the base price of machinery. Steel having become effective. This makes today's price $7.50 per 100 lbs. base.

Bench Axes

A new discount of 25 per cent. has been made from the list on bench axes, revealing the following advanced net prices, per 100 lbs: Size 2, $9.35; 3, $10.05; 4, $10.85; 5, $12.35.

Miscellaneous Lines Undergo Revision

Winnipeg.

MISCELLANEOUS LINES.—Among the many miscellaneous lines to undergo revision in an upward way are the following:

Horse shoes, neverslip drilled iron, No. 1, $11.75 100 lbs.; No. 2, $11.25, 100 lbs.

Babbitt metal, Harris heavy pressure, 29c lb.

Cimax welding compound, 1 in., 15c lb., American felt roofing nails, kegs, $9.50 100 lbs.; less $10.50.

Pine Tar, 1 gal., 80c. each; ½ gal., 48c each ¼ gal., $3.00 doz.; ⅛ gal., $1.90 doz.; 1/16 gal., $1.20.

Wire mats, No. 1, $1.35 each; 2, $1.90 each; 3, $2.55 each.

Mouse traps, sure catch, 25c doz.; Wood choker, $1.20 doz.

Grab and slip hooks, 5/16 in., $1.60 doz.; ⅜ in., $1.85 doz.; 7/16 and ½, $3.95.

Dixons flake graphite, No. 1, 55c each; No. 5, $2.45 each.

BETTER HOTELS COMING

Advisory Board Appointed in Manitoba to Adminster the New Hotel Act

Commercial travellers in Manitoba will be pleased to learn that the advisory board, which will assist the director of hotel accommodation in Manitoba to adminster the new hotel Act, was appointed last week by Order-in-Council of Provincial Treasurer. The director of hotel accommodation will be appointed this week.

The members of the advisory board are: J. N. MacLean, commissioner to administer the Temperance Act; John M. Scott and George Harvey, both of Winnipeg, representatives of the Commercial Travellers' Association; W. J. Wilson, president of the Sales Managers' Association, and Samuel S. Simpson, of Brandon. Hon. A. B. Hudson said that he hoped the board would get together as soon as possible and make some recommendations. The commercial travellers are the persons most dependent on the country hotels, and it is from them that most of the complaints come as to the condition of the hotels. Mr. Wilson, who is well known throughout Western Canada, is sales manager for the Winnipeg Ceiling and Roofing Co. The director of hotels accommodation to be appointed shortly will be expected to bring all the public houses in the province up to a certain well defined standard.

NOW WITH KENNEDY HARDWARE COMPANY

Fred W. Funston, buyer and manager, retail department, Vokes Hardware Co., Queen Street E., Toronto, has become associated with the Kennedy Hardware Co., wholesalers, Toronto. Mr. Funston was connected with the Vokes Co. for fifteen years.

AGENTS APPOINTED

A. E. Bregent ,Montreal, Que., has been appointed agent in Canada for the Pope Lightweight Motorcycle, manufactured by the Westfield Manufacturing Co., Westfield, Mass., successors to the Pope Mfg. Co.

* * *

Great West Electric Co., Winnipeg, Man., have been appointed distributors in Canada for the Speedler, manufactured by the Lydon Mfg. Co., Chicago, Ill.

* * *

Toronto Lock Mfg. Co., Toronto, Ont., have completed all arrangements to manufacture and market in Canada, the Rixon door check, which has been sold on the American market for about 16 years.

* * *

Canadian Fairbanks-Morse Co., Montreal, have taken on the agency for the products of the Francis-Raand Co., Cleveland, Ohio.

WEEKLY PAINT DEPARTMENT

Details of Model Paint Law

State of Illinois Passes Law Governing the Sale of Paints, Oils, Turpentine, White Lead, Etc.—Standards for Linseed Oils—Substitutes Must be Marked as Such.

ON many occasions, in conventions and in their own stores, Canadian retail hardware merchants have expressed the view that there is great need for legislation in Canada governing the sale of mixed paints, linseed oil, turpentine, and other painting materials. The need for such legislation has been felt on many occasions when extravagant claims have been made by department and other large stores in pushing the sale of paints, exceedingly low in price and yet described as equal to the highest grade products. The provisions of a model paint bill recently passed by the Legislature of Illinois will prove interesting to the Canadian trade. The details appeared in the last issue of the *Paint, Oil and Drug Review*, Chicago, as follows:—

Senate Bill No. 340.

Section 1. Be it enacted by the People of the State of Illinois, represented in the General Assembly: That every person, firm or corporation who shall expose for sale, or sell, within this state, any white lead or paint, shall accurately label the same as hereinafter required.

Sec. 2. The term "paint," as used in this act, shall include white lead in oil, or any compound intended for the same use, paste or semi-paste, any liquid or mixed paint of any kind ready for use, or any compound intended for the same use.

Sec. 3. Labels required by this act shall clearly and distinctly state the name and address of the manufacturers of the article, or the dealer therein, or of the party for whom the same is manufactured, "and for the purpose of this act paint shall be deemed to be improperly labeled or misbranded: (1) If it be an imitation of, and offered for sale under the name of another article; or (2) if the contents of the package, as originally put up, shall have been removed in whole or in part, and other contents shall have been placed in such package; or (3) if any label of the package containing it shall bear any statement, design or device regarding the ingredients or composition of the paint which statement, design or device shall be false or misleading in any respect. The label shall also state, in case of liquid paints, and other compounds, on packages holding one quart or more, the net measure of contents of each can, package or container. In case of white lead and other paints and compounds, the label shall show on packages weighing four pounds or more the net weight of each can, package or container.

Sec. 4. No person, firm or corporation shall expose for sale, sell or take orders for sale and delivery within this state, any "raw linseed oil," unless the same is wholly obtained from the seeds of the flax plant (Linum usitatissimum) and unless the same fulfills all the requirements recognized by the United States Pharmacopoeia.

Sec. 5. The term "United States Pharmacopoeia," as used in this act shall refer to the latest revision of the United States Pharmacopoeia, official at the time of the sale in question.

Sec. 6. No person, firm or corporation shall expose for sale, sell or take orders for sale and delivery within this state any "boiled linseed oil" or so-called "boiled oil" unless the same has been prepared from pure raw linseed oil and lead and manganese driers. And for the purpose of this act, it shall also be deemed a violation hereof if boiled linseed oil does not conform to the following requirements:

First. Its specific gravity at 25 degrees Centigrade, as compared with water at 25 degrees Centigrade, must be not less than 0.933 and not greater than 0.945. Second, Its saponification number must not be less than 186, nor greater than 195. Third. Its iodine absorption number (Hanus method) shall not be less than 168. Fourth. Its acid number must not be greater than 8. Fifth. It must yield on analysis not more than one and one-half (1.5) per cent. of unsaponifiable matter. Sixth. It must yield on analysis not less than two-tenths (0.2) of one per cent., nor more than seven-tenths (0.7) of one per cent. ash. Seventh. It must yield on analysis not less than one-tenth (0.1) of one per cent. of lead. Eighth. It must yield on analysis not less than three-hundredths (0.03) of one per cent. of manganese. Ninth. It must yield on analysis not more than three-tenths (0.3) of one per cent. of calcium.

Sec. 7. No person, firm or corporation shall expose for sale or sell any flaxseed or linseed oil unless it is exposed for sale or sold under its true name, and each original unbroken tank car, tank, barrel, keg or vessel containing such oil has distinctly and durably marked thereon the true name of such oil, and the name and place of business of the manufacturer thereof, in ordinary bold-faced capital letters, not less than five line pica in size, the words "Pure Linseed Oil Raw," "Pure Linseed Oil Boiled," as the case may be.

Sec. 8. No person, firm or corporation shall expose for sale, sell or take orders for sale and delivery within this state, any compound or mixture of linseed oil (raw or boiled) with other products, except as provided in section six (6) of this act, or any product which is intended to be used as a substitute for linseed oil (raw or boiled), unless it is exposed for sale and sold under the name "substitute for linseed oil," and if the words "linseed" or "flaxseed" are used other than in the name, the true name of each and every ingredient of said product shall also appear, giving preference of order to the ingredients present in the greater proportion, but all letters used in naming the ingredients shall be of the same size and color, using the style of type as hereinafter specified. Each tank car, tank, barrel, keg, can, jug or vessel (both wholesale and retail) also all storage receptacles containing said product, shall be distinctly and durably marked in a conspicuous place, using the English language and kind of type hereinafter specified, giving the name under which it is sold, the names of ingredients when required, and the name and place of business of the manufacturer thereof, in continuous list, with no intervening matter.

Sec. 9. Any failure to label said article, as above specified, or any erasures, defacements or carelessness in printing or stamping labels or any statement regarding the composition of said article or any statements of any kind which are misleading, deceptive, or which are not true, are hereby declared a violation of this act.

Sec. 10. No person, firm or corporation shall expose for sale or take orders for sale and delivery within this state any "oil of turpentine" or so-called "spirits of turpentine," "turpentine" or "turps," unless the same is wholly the volatile oil derived from the ole-resinous exudation from, or the resinous wood of various species of coniferous trees. And for the purpose of this act, it shall also be deemed a violation hereof if oil of turpentine does not conform to the standard specifications for turpentine as appearing in the latest biennial issue of the "A. S. T. M. Standards" issued by the American society for testing materials.

Sec. 11. No person, firm or corporation shall expose for sale, or sell any oil of turpentine unless it is exposed for sale or sold under its true name, and each original unbroken tank car, tank, barrel, keg or vessel containing such oil, and the name and place of business of the manufacturer thereof, in ordinary bold-faced capital letters not less than five lines pica in size.

Sec. 12. No person, firm or corporation shall expose for sale, sell, or take orders for sale and delivery within this state, any compound or mixture of oil of turpentine with other products, or any product which is intended to be used as a substitute for oil of turpentine, unless it is exposed for sale and sold under the name, "Substitute for oil of turpentine," and if the word "turpentine" is used other than in the greater proportion, but all letters used in naming the ingredients shall be of the same size and color, using the style of type as hereinafter specified, each tank car, tank, barrel, keg, can, jug or vessel (both wholesale and retail), also all storage receptacles containing said product, shall be distinctively and durably marked in a conspicuous place, using the English language and the kind of type as hereinafter specified, giving the name under which it is sold, the name of ingredients when required, and the name and place of business of the manufacturer or jobber thereof, in continuous list, with no intervening matter of any kind, using ordinary bold-faced capital letters not less than five lines pica in size, and there shall be such a contrast between the color and type and the background of the label, as to render the same easily and plainly legible.

Sec. 13. Any failure to label said article, as above specified, or any erasures, defacements or carelessness in printing or

(Continued on page 56.)

The Hall-Mark of Paint Quality—

The Crown and Anchor Brand

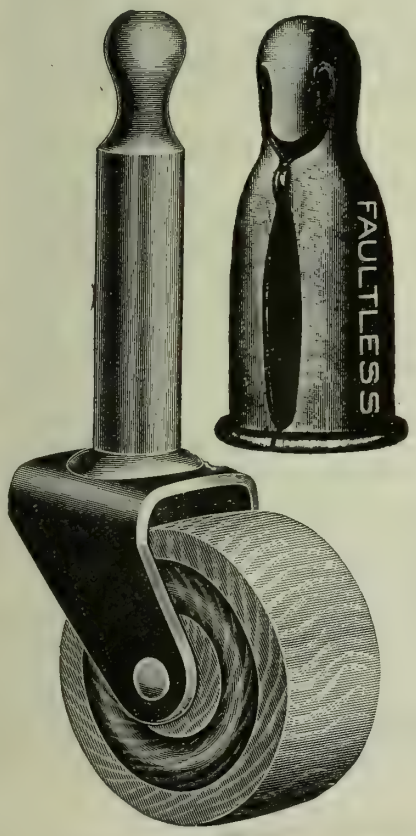
Jamieson's Pure Prepared Paints and Varnishes

As the "Anchor" holds the ship from drifting, *Jamieson's Paints* hold customers to your store by sheer strength of their quality and durability.

The "Crown" is symbolic of worthiness—Jamieson's have proved their worth as the Sovereign paint for over fifty years. *Let this Brand dominate your paint department and hold your trade.*

Let us tell of the advantages of our proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada
ESTABLISHED 1858
Owning and Operating P. D. DODS & CO., Limited



FULL SIZE F-2-8

Pivot Bearing Casters

The fundamental characteristics of this caster make possible its simplicity; without them, it too, would be complicated.

More than ordinary casters—great strength, extreme accuracy, simplicity and easy movement are features that combine to invite special consideration for FAULTLESS CASTERS.

SPECIAL NOTICE

We received the Gold Medal, Highest Award, at the Pan-Pacific Exposition in 1915 on "Furniture Casters of All Types."

Faultless Caster Company
EVANSVILLE, INDIANA
"Move the FAULTLESS way"

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 5.—For the time being the paint and oil market is in uneventful condition. Following the advance in mixed paints, announced last week, manufacturers are busy making necessary adjustments in lists, and the market is settling down to the new basis. Linseed oil is easier, but very uncertain in tendency, even likely perhaps to go to higher levels. Turpentine is steady, with a slightly easier tone, not reflected very generally in quotations however. White lead in oil is steady and firm. Putty is steady showing, however, some hints of more difficult conditions as to whiting, which might lead to advances. The market generally is firm, but quiet in the main.

Linseed Oil Easier, But Very Uncertain

Montreal.

LINSEED OIL.—Once again there is an easier tone to linseed oil, but it should be noted that the present time is not at all an easy one for those selling linseed oil in quantities. The market, which follows the market for flaxseed, is temporarily depressed, and as a result linseed oil is actually selling in Canada now at less per Imperial gallon than is being charged in the United States for the wine gallon measure. There is some disposition on the part of several paint manufacturers to hold off the market, and few firms not crushers are willing to quote for large quantities of linseed oil. No retailer looking for supplies of linseed oil need be surprised at finding higher quotations than some given in the range quoted below, for there are large firms of paint manufacturers who have not followed the market downwards with flaxseed of late, but have held to their prices for linseed oil quoting about $1.30 to $1.33 for raw and boiled respectively per Imperial gallon. In some cases, however, it has been possible for retailers to buy linseed oil during the week of writing at $1.19 to $1.21½ per Imperial gallon for raw and boiled. These prices are believed by men in close touch with the situation to be lower than they should be, considering the outlook for linseed oil, and if prices fully 10c higher were quoted in a few weeks from now it would not surprise the trade. Still no one is willing to make definite predictions at present, and crushers following the trend of flaxseed, which is around $2.63 per bushel at date, report an easier tone in linseed oil for the time being.

	Per Imperial Gallon	
Linseed Oil—	Raw	Boiled
1-4 bbls.	..$1.20-$1.24-$1.30	$1.22½-$1.26½-$1.33
5-9 bbls.	.. 1.19- 1.23- 1.29	1.21½- 1.25½- 1.32

Turpentine Steady; A Shade Easier

Montreal.

TURPENTINE.—In some quarters a slightly easier tendency was noted during the past week as regards turpentine. For the most part, however, the market continued steady along the lines indicated last week. A feature was the brisker demand experienced for this product at the higher prices in the range quoted. There appears to be some need for turpentine generally in the district at present, and there has been a fairly active market. The outlook indicates steadiness for the time. Supplies are coming forward reasonably well, but deliveries are not to be counted upon too much under present circumstances. The range of quotations given last week still prevails.

Turpentine—	Per Imp. Gallon
1-4 barrels	.....$0.63-$0.65-$0.68-$0.69
5-9 barrels	..... 0.61- 0.64- 0.67- 0.68

Mixed Paints Quiet, Following Advance

Montreal.

MIXED PAINTS.—Following the recent advance in mixed paints, the market for mixed paints is settling down to another period of "watchful waiting." It is too early to note any effect on demand of the recent advances, but as it has been evident to all with practical knowledge of the paint business that advances were inevitable, and that the present advance is not by any means exorbitant, no reduction in consumption of paint for all necessary purposes is anticipated.

Retailers are, of course, reasonably well stocked up with paints at present, and sorting orders have come in of late in leisurely manner, but, following better weather out of doors, and the tendency to paint which has recently been acted upon by domestic paint users, a steady trade condition is looked for.

Putty Steady, But Whiting Firmer

Montreal.

PUTTY.—Although the price of putty has held very steady of late, the market tendency is towards greater strength, if anything. This product depends for its manufacture upon whiting from England, and the supply is again causing anxiety. If supplies are secured from the United States they will cost more in all probability. Linseed oil is temporarily lower in price than it has been earlier in the year, but the outlook is firm in this product also, so that putty may very possibly find higher quotations. The matter of container cost is also important as regards putty in irons. Advances might occur in the course of market progress, though predictions of them are withheld for the present. For standard putty, bulk in bbls., $3.60 per 100 lbs. is quoted for less than ton lots. In 100-lb. drums the price is $4.05 per 100 lbs.

White Lead In Oil Steady And Firm

Montreal.

WHITE LEAD IN OIL.—While the market for lead is in its present state, and linseed oil is weaker and uncertain in market, white lead in oil has remained steady at the last advance and the outlook is still for steadiness. Owing to the high prices prevailing for this product the demand is restricted to the field of absolutely necessary buying, and the various white lead substitutes which have come into wider use of late are enjoying a good market. Probabilities are that white lead in oil will continue costly unless some radical change takes place in conditions. Prices are as quoted last week, $18.80 per 100 lbs. for 1-ton lots, and $19.10 per 100 lbs. for less than tons.

TORONTO

TORONTO, July 5.—Both linseed oil and turpentine gave evidence of an easier tone during the week. Higher prices were recorded on plate glass, and the amount of the order delivered free has been reduced. Glaziers' points have been advanced in price. Dry arsenate of lead is almost entirely out of the market, but there are fairly good quantities of paste arsenate of lead. Bluestone has been in active demand, and stocks at present are low. Putty remained in stationary position, jobbers inclining to the opinion that with the easier tendency in linseed oil and fairly large supplies of whiting available there is no disposition to change prices in the near future. Business in paint lines during the month of June was reported exceptionally good by the manufacturers in spite of the abundance of rain that fell. July so far gives promise of being much better, as sorting orders are coming in at a good rate.

Linseed Oil Prices Were Lower

Toronto.

LINSEED OIL.—There was an easier tendency in the linseed oil market during

BRANDRAM HENDERSON LTD
BRANDRAM'S
B.B.
WHITE LEAD
MANUFACTURERS·MONTREAL·CANADA
You can count upon it to bring you the lion's share of the large orders. It works so easily, lasts so long, is so white and so free from cracking or peeling that no other white lead can stand comparison with it.
Let your store be known as headquarters for Brandram's Genuine B.B. White Lead, and you'll sell most of the paint requirements of your community.
BRANDRAM'S WARRANTED
GENUINE
B.B.
WHITE LEAD

the week, as evidenced by the lower quotations, being down 2c from the low levels and 1c from the high quotation of last week. There is apparently an eagerness for business on the present basis, and prices were shaded during the week in an endeavor to book up. Flaxseed was lower by 7½c per bushel on the cash article at Winnipeg, on Wednesday of last week being quoted at $2.72½, and on Wednesday of the present week at $2.65. The October option showed the same easier tendency in quotations. Prices on linseed oil are comparatively much lower than they are in the United States, where sales were made on the basis of $1.15 per gallon in carload lots for wine gallon measure. When the difference of a fifth is taken into consideration between the Imperial gallon of Canada and the wine gallon of the United States, the price in the latter country would be equivalent to $1.38 per gallon in carload lots. The demand for oil cake is reported good in some quarters, while in others the demand is stated to be off. Linseed oil was quoted as low as $1.18 per gallon in single barrel lots for raw.

	Raw, Per gal.	Boiled, Per gal.
1 to 2 bbls.	$1.18-$1.31	$1.20½-$1.34
3 to 5 bbls.	1.18- 1.30	1.20½- 1.33
6 to 9 bbls.	1.17- 1.29	1.17 - 1.32

Turpentine Gave Evidence Of Weakness

Toronto.

TURPENTINE.—There was evidence of the weaker market in turpentine during the week through the shading downward of the higher quotations of last week, which now makes the range of quotations within very narrow limits, being quoted from 62½c to 63c, as compared with the range last week as high as 66c. There was an easier market in the South, due to the heavy arrival of turpentine from the woods. There is still a lack of export demand, due entirely perhaps to the inability to get ships to carry the commodity to Europe. It was reported that two additional ships have been taken from the turpentine carrying trade coastwise to New York, which will further restrict transportation to northern distributing points. However, a shipment to Canada is reported as coming direct to Halifax, which is a new development. Demand locally for turpentine is light.

	Per Imp. Gal.
1 barrel lots	$0.62½-$0.63
2 to 4 barrels	0.61 - 0.62
5-gallon lots	0.80½- 0.71

June Reported Good Month For Paints

Toronto.

MIXED PAINTS.—Manufacturers report the demand for ready-mixed paints was exceptionally good during the month of June, and this in spite of much inclement weather, which was unfavorable to outside painting. With a stretch of good weather in July they expect conditions will be even better for sorting orders. For the first few days of the present month business has been very gratifying, it being asserted that the higher prices made effective last week have not interfered with sales in the least. The trade quite generally was expecting higher prices and the announcement, therefore, did not come as a surprise.

White Lead In Oil In Steady Market

Toronto.

WHITE LEAD IN OIL.—Although there was an easier tendency in the pig lead market during the week, there was no perceptible difference in the feeling with respect to white lead in oil. It is pointed out that the last advance was not commensurate with the price of pig lead at that time. Pig lead in the United States market for spot delivery was quoted around $11 per hundred, which is lower than the price prevailing last week. It is stated by one of the authorities in the market conditions that the United States Government has contracted for lead on a basis of $8 per hundred. Demand for white lead in oil is very light in the local market.

Plate Glass Has Increased In Price

Toronto.

GLASS AND PUTTY.—Plate glass was increased in price during the week through the changing of the discount. Where the discount ranged from net list to 20 per cent. off list formerly, it is now from net list to 10 per cent. off list. The method of selling has been changed somewhat, sales being made on the basis of f.o.b. warehouse on orders up to $35, and orders delivered free for anything over $35. This stipulation formerly applied to orders up to $75. The market for window glass remains unchanged in price at 50 and 10 per cent. off list. The new wage scale has not yet been negotiated with the blowers in the United States, but it is taken as a foregone conclusion that it will be higher, and that manufacturers will in consequence increase the price of glass.

Putty remained in a stationary market during the week. With the lower tendency in linseed oil and fairly heavy stocks of whiting available, jobbers are not inclined to look for higher prices in the immediate future.

Dry Arsenate Of Lead Off Market

Toronto.

ARSENATE OF LEAD.—There is a scarcity in dry arsenate of lead, wholesale houses as a matter of fact quite generally being out of the market entirely. There are still some stocks of paste arsenate of lead which is being quoted on the basis of $23.75 per 100 pounds in 1-lb. tins.

Glaziers' Points Advance 2½c Pound

Toronto.

GLAZIERS' POINTS.—Following the announcement of higher prices by the manufacturers, wholesalers have increased the price of zinc-coated glaziers' points 2½c per pound. They are now quoted on a basis of $1.35 per dozen packages, which comprises six pounds in all. This new price is, therefore, on the basis of 22½c per pound, the former price being 20c. Higher cost of raw materials is given as the reason for the advance.

TOOL CASES

(Continued from page 44.)

similar in construction but leather covered sells for $6.50.

Case No. 3, has dovetailed corers, fitted with brass knobs, brass corners, leather covered handle, steel lock and has raised panelled front. The drawers are lined with green felt. This case in plain oak sells for $8.00 and leather covered, No. 14, for $8.75 in the 16-inch length. Case No. 5 with same finish but in smaller dimensions sells for $7.25 and case. No. 6, similar to No. 5, with leather cover is $8.00. Case No. 7, covered with imitation seal skin leather, and fully guaranteed sells at $9.00 in 16-inch length, and case No. 8, similar except for the construction of the corners which are dovetailed instead of grooved and tongued, and finished with stain, sells for $8.25 in the 16 inch length and $8.75 in the 20-inch length. The weight of the 16-inch cases is about twelve pounds.

DETAILS OF MODEL PAINT LAW

(Continued from page 52.)

stamping labels, or any statement regarding the composition of said article or any statements of any kind which are misleading or deceptive, or which are not true, are hereby declared a violation of this act.

Sec. 14. It is hereby made the duty of the Department of Agriculture to enforce the provisions of this act. The inspectors, assistants and chemists appointed by the Department of Agriculture shall perform the same duties and have the same authority under this act as are prescribed by an act entitled, "An act to prevent fraud in the sale of dairy products, their imitation or substitutes, to prohibit and prevent the manufacture and sale of unhealthful, adulterated or misbranded food, liquors or dairy products, to provide for the appointment of a state food commissioner and his assistants, to define their powers and duties, and to repeal all acts relating to the production, manufacture and sale of dairy and food products and liquors in conflict herewith," approved May 14, 1907, in force July 1, 1907, as amended.

Sec. 15. Whoever shall violate any of the provisions of this act shall be guilty of a misdemeanor, and shall, upon conviction thereof, be punished by a fine of not exceeding one hundred dollars ($100.00).

SHIPBUILDING ACTIVE AT ST. JOHN

(Continued from page 31.)

The revival of wooden shipbuilding in the Maritime Provinces is now a reality, with its promise of added prosperity for workmen and merchants in many lines of business, and the prospects of this developing into the beginning of the steel shipbuilding industry may be of even more importance to the communities affected and to the trades directly interested.

WIRE NAILS

IN STEEL HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

And Berry Finishes are Best for the Kitchen too."

Home builders can point with pride to any room finished with Berry Brothers' varnishes or enamels.

From kitchen to guest room these celebrated finishes impart an enduring beauty that may be varied to harmonize with any desired scheme of decoration. There is a dependable Berry Brothers' product for every finishing need. ***Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, and Luxeberry Wall Finishes.*** are but a few of the many ***"Berry"*** brands that home owners, architects and decorators have preferred for more than half a century.

It is the earned and recognized superiority of Berry Brothers' Finishes that makes them so safe to recommend and easy to sell.

BERRY BROTHERS (INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE ONTARIO

(579)

Keeping the Taylor-Forbes Standard

Scarcity of skilled labor and the difficulties put in the way of securing raw materials by demands of war, make manufacturing of QUALITY hardware supplies an extraordinary task. However, we wish to announce to the trade that the extensive resources at our command enable us to keep the *Taylor-Forbes* standard of quality right up to the mark that has made them famous.

We also wish to bring to the notice of the Trade that we are exerting every effort to make **deliveries on time** and if any delay occurs it is due to conditions over which we have no control.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Common, 60%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 5%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 32½ to 33 1-3% off old list.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench No. 2, doz.	....	11 25
No. 3, doz.	....	12 15
No. 4, doz.	....	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....$1.35-$1.60

Cut Lace Leather, lb....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 40%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 60
3 sections, 6 ft., doz.	7 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 00
No. 2—18 in. x 28 in.	7 65
No. 3—20 in. x 30 in.	8 00

Ironing Boards.

Size 12 x 60 ins., doz.	8 00
Size 14 x 60 ins.	9 00
Folding, 14 x 58 ins., doz.	21 00

Sleeve Boards.

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen	....	$2 00
Crown		....	4 05
Dandy		....	4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King		....	4 75
Diamond King (Glass)		....	5 00
Western King (Enamel)		....	5 25
Wood, double faced		....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15 %
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
No. 802, 842, 844	25 %
Nos. 810 and 814	12½%
Nos. 820 and 910	25 %

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $15; 3-16, $10.75; ¼, $8.40; 5-16, $7.85; ⅜-¾ inch, $7.25.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, 12½%; dog chains, 32½%; halter chains, 32½%; tie-out chains, 60%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$52 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	50 00	54 00
Copper sheet, tinned, 14x60 in., 14 oz.	52 00	56 00
Copper sheet, planished, 14x60 base	58 00	60 00
Braziers' in sheets, 6x4 base	52 00	55 00

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	$10 50	$9 50

Galvanized

	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$24 00
IX, 20x28 base	28 00
IXX, 20x28 base	32 00
IXXX, 20x28 base	36 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	26 00
IX, 20x28 base, 112 sheets	28 50
IXX, 20x28 base, 56 sheets	15 00
IXXX, 20x28 base, 56 sheets	16 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$13 50
20x28 IC, double box	27 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	15 75
IXX, 14x20 base	16 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $6.60 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.

Rd. Shk., 27½% to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
Disston Brand	47½
Globe	50
Nicholson	[illegible]
Black Diamond	40
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

RAMSAY'S SHINGLE STAINS

Known for Their Wonderful Penetrating Properties and Richness of Color.
The Right Shingle Stain to Shingle Stain Right.

A. RAMSAY & SON CO.

Toronto **MONTREAL** **Vancouver**

"MURESCO"

The Best Wall Finish **Leads All Other Finishes**

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

FITTINGS

Malleable fittings, class A, net list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 35%; cast bushings, 32½%; unions, 30 to 42½%; plugs 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 55
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in..	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	14 40
Masons, 5 lbs. and over, per cwt.	16 50
Masons, 5 lbs. and under	18 75
Napping, up to 2 lb.s	20 65

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

Second growth ash fork, hoe, rake and shovel handles, 25%; extra ash fork, hoe, rake and shovel handles, 35%; No. 1 ash fork, hoe, rake and shovel handles, 45%; all second growth hickory handles, 40%; all pick handles, 35%; all ash axe handles, 30%; all maple and oak axe handles, 37%; all other hickory handles, 37%; hickory cant hook and peavie handles, 25%; maple cant hook and peavie handles, 35%; all hickory neckyokes, heavy team oval and round whiffletrees, 20%, all ash and oak neckyokes, heavy team oval and round whiffletrees, 25%; ash carriage neckyokes, 25%; ash and hickory carriage, buggy and democrat whiffletrees, 35%; twin neckyokes, 40%; chisel and file handles, 40%; chisel and file handles, 40%; Pearson horse pokes, 35%; dictator, Champion and Climax horse pokes, 30%; wood bow rake, 25%; wire bow rake, 30%.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	9 30
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above ⅝ in., per lb.	7¼
Extra hooks for above, ¾ in., per lb.	7

F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$2 65	$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN

	Toronto
Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 90c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1 15
Sad irons, common, plain, 3, 4 and 5 lbs.	10 50
Sad irons, plain, 6 lbs. up	8 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	8 50
Jumbo, doz.	11 00
Jap'd Dash, doz.	11 00
Search Dash, doz. X-ray	12 60
Little Bobs	1 75 3 60
Copper, well japanned, dob.	14 25

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90
Cold blast	1 00
Cold blast, short ruby	3 25
Cold blast, common ruby	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed., $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

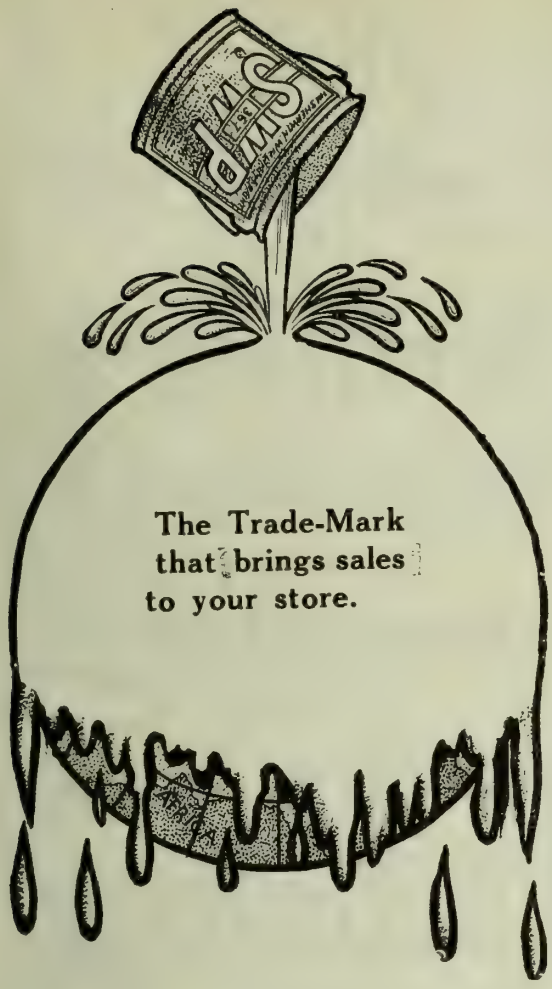
Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



Give Character to Your Stock

Your customers know Sherwin-Williams Paints and Varnishes—they have known them for years. They know the standard in paint represented by the famous trade-mark.

You can't get away from that.

There is an all-the-year-'round demand for such a product. Be prepared to meet this demand. Stock up on

SHERWIN-WILLIAMS
PAINTS and VARNISHES

now and give real character to your store. Capitalize the Dominion-wide advertising of these paint products and reap real profits.

Be able to tell your customers that you have a full line of the paint that "Covers the Earth." You'll find that that's the paint they want.

And the paint they want is the paint that brings you bigger business and larger profits.

Ask us about our proposition to Sherwin-Williams' Agents.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (American)	20 00
Clipper, U.S. (spun)	21 00
U.S. Navy (Eng.)	18 50
Plumbers	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS (CLAY)

	Rock	Clay
5 to 6 lbs. doz.	....	$8 15
6 to 7 lbs. doz.	....	8 45
7 to 8 lbs.	....	8 75
8 lbs. only	....	9 00
7 lbs.	9 25	....
8 lbs.	9 50	....

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective May 14, 1917:

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 4 50	$6 00
⅛ in.	4 50	$6 00
¼ in.	4 96	7 00
½ in.	6 29	7 86
¾ in.	7 94	10 06
1 in.	11 73	14 88
1¼ in.	15 87	20 13
1½ in.	18 98	24 06
2 in.	25 53	32 38
2½ in.	40 95	51 77
3 in.	53 55	67 70
3½ in.	66 24	83 26
4 in.	78 48	98 65
Standard Lapweld		
2 in.	28 40	34 97
2½ in.	42 71	52 94
3 in.	55 85	69 23
3½ in.	68 08	86 02
4 in.	80 66	101 90
4½ in.	93 98	118 70
5 in.	109 50	138 40
6 in.	142 10	179 50
7 in.	185 60	232 05
8 L in.	195 00	243 75
8 in.	224 60	280 80
9 in.	269 10	336 38
10 L in.	249 60	312 00
10 in.	321 40	401 70

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 50%.

4½" and larger, 45%.

4" and under, running thread 30%.

Standard couplings, 4" and under, 40%.

4½" and larger, 20%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—

4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	10 80

Roofing Pitch, 75 to 85c per cwt. F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London. Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each $6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$13 20
18-20	12 55	12 55	13 40
22-24	12 25	12 25	13 60
26	12 25	12 25	13 80
28	13 00	13 00	14 28
10¾ oz.	....	....	14 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

We offer for

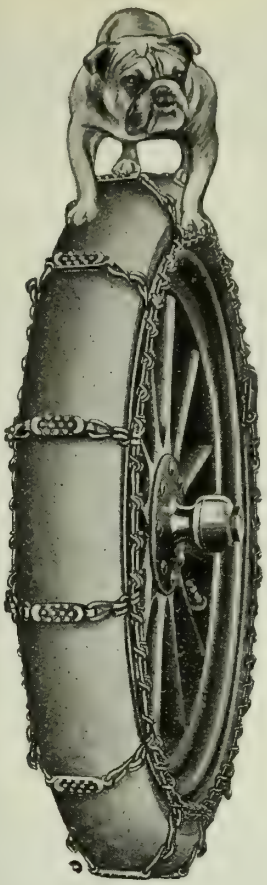
Prompt Delivery

In limited quantities

WARRANTED PURE

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO



"BULL DOG"
ANTI-SKID TIRE CHAINS

Guaranteed to wear twice as long as any other tire chain on the market. Will not injure the tires.

LIST PRICES

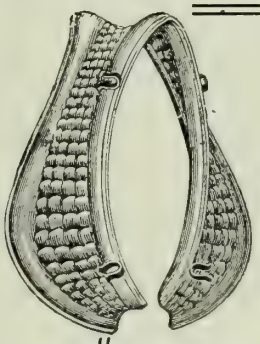
Size.	Price.	Size.	Price.
28x3½	$3.50	34x4½	$4.85
30x3½	3.75	36x4½	4.95
32x3½	4.00	37x4½	5.05
34x3½	4.20	38x4½	5.15
36x3½	4.40	40x4½	5.25
30x4	4.10	34x5	5.10
31x4	4.20	35x5	5.30
32x4	4.30	36x5	5.50
33x4	4.40	37x5	5.70
34x4	4.50	38x5	5.90
35x4	4.60	39x5	6.10
36x4	4.70	40x5	6.30
37x4	4.80	42x5	6.70
40x4	5.00		
30x4½	4.35	36x5½	6.10
32x4½	4.55	37x5½	6.30
34x4½	4.75	38x5½	6.50
		38x6	6.85
		40x6	7.35

CROSS CHAINS.

2½, 3, 3½, 4, 4½, each	10c
5, 5½, 6, each	15c
Fasteners, per pair	25c

J. H. Hanson Co., Limited
MONTREAL
Quebec Distributors

The Reeder-Weeks Co. Limited
39 Wentworth St., North - HAMILTON, ONT.



Good Profit Here
SWEAT COLLARS

We have them in all kinds and sizes —Stuffed Pads, Brown and White. All Yellow, Red, Felt Edge, Ventiplex and all Felt.

Write for description and prices.

THEY SELL

SAMUEL TREES & COMPANY, Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Sand Shovels, No. 3, black	18.50	.....	11.50
Hollow Back Shovels, No. 2, black.	18.00	.....	10.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $31 00
Champion Nic 25 00
Champion Jap 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing.... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing.. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., ball-bearing 34 00
Parlor Queen 37 00
F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac., ...doz $77 00
Household Vac. 63 00
Superba Vac. 92 00
F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN
Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted April 23, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Ordinary brands, 33 1-3%.
Samson, 25 and 5%.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 55c
4-ply wrapping, lb. 58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 35-53
Compression work, standard.. 55
High grade 48
Cushion work 49
Fuller work, standard..... 54
High grade 47
Basin cocks, No. 0 standard.. 53
High grade 49
Nos. 1 and 2, standard 49-53
Bath cocks 55
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, net list. Per 100 lbs.: ¼ in., $20; 5-16 in., $17; ⅜ in., $15; 7-16 in., $12.50; ½ in., $12; 9-16 in., $11.20; ⅝ in., $11.10; 11-16 in., $11; 13-16 in., $10.80; 15-16, $10.80; 17-16 in., $10.80; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 60
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 60
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 30
No. 14	6 35
No. 15	6 45

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra, quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots. net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Net prices dozen	Coes—	Net prices dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

Stillson—

6 in.	11 00	18 in.	27 60
8 in.	12 45	24 in.	40 00
10 in.	13 80	36 in.	74 50
14 in.	19 35	48 in.	100 00

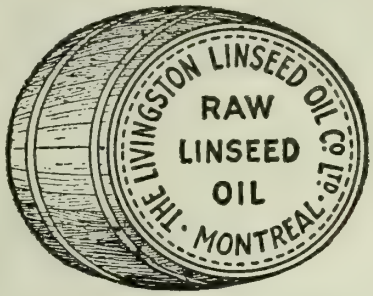
Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.

Driving Home the Hoops

A trip through the Livingston plant at Baden or Montreal would be, without doubt, an eye-opener to the average user or seller of linseed oil.

Efficiency is everywhere in evidence— every process is carried out with two objects in view, efficiency in handling, and quality in the finished product.

The hoops of the strong oak barrels are not tightened by the old hand method, but are driven home by power; every part of the hoop is driven at the same time, thus ensuring uniform pressure. Any hoop that's going to break will break then, not later.

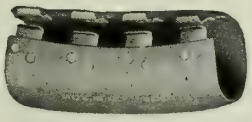


Properly tightened barrels, thoroughly steam tested, ensure safe delivery of Livingston Oil — no leaky, oil-wasting barrels are shipped from the Livingston plants.

LET LIVINGSTON BRAND LINSEED OIL PROTECT YOU (*Put up in Blue Barrels only*).

THE DOMINION LINSEED OIL COMPANY, LIMITED

BADEN TORONTO MONTREAL



AUTO ACCESSORIES

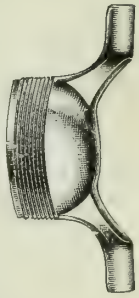
OF ALL KINDS AT THE LOWEST PRICES

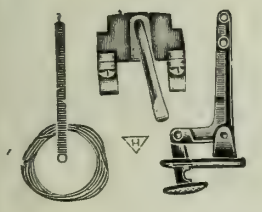
Did you get our Bargain Bulletin? If not, write at once for it. We issue them *every two weeks.* Let us put your name down on our *mailing list.*

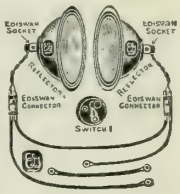
They illustrate hundreds of staple quick-selling accessories at prices 25% to 50% lower than can be bought from any other jobber.

You can undersell all competitors

Standard accessories enable you to undersell any of the *mail order to consumer houses;* they leave you a larger profit, because we sell *Wholesale Only.* We do not fix any resale price, you sell as low as you want, or as high as you want. We do not solicit your customers' business, our trade is *Strictly Wholesale.* Our overhead expense is low, and that is the reason we can give you the products of the largest and most dependable accessory factories at the lowest possible cost.







STANDARD SAME DAY SERVICE

Address all Communications to

If you don't buy from us, we both lose money
ORDER NOW

STANDARD MFG. & SALES COMPANY

16 CUTHBERT ST. MONTREAL, QUE.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	14-16	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Montreal, Toronto, London.

COATING

Cement Coating	$2 25	$3 38

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	7-12c
Burnt Umber, 100 lbs	7-12c
Raw Sienne, 100 lb. kegs	7-12c
Burnt Sienna, 100 lb. kegs	7-12c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100-lb. kegs	4-5c
Canadian red oxide, bbls	0 01⅝
Super magnetic red	2¼-2½c
Canadian red oxide, lb	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	36-45
Golden ochre, pure	20-22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	0 26
Signwriters' black, pure	27-36
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB	1 70

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50 and 10%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.35 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 40	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 50	$14 70
Genuine, 100-pound kegs, per cwt.	15 25	15 45
Less quantity	....	16 50

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

White and tints—5-lb. packages, per 100 lbs., $7.20.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	2 90
Moore's Floor Paint	2 60
Moore's Egyptian Paint	2 40
Moore's Sani-Flat	2 60
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	....

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. Munro's	C.P. Co.	Bergers
600-lb. bbls.	....	$53 75	$54 50
250-lb. kegs	53 75	54 00	54 75
100-lb. drums	54 75	55 00	55 75
50-lb. drums	54 75	55 00	55 75
25-lb. drums	55 00	55 25	56 00
1-lb. 100s. pks.	57 00	57 25	58 00
1-lb. 100s, tins	59 00	59 25	59 00
1-lb. 100s, tins	59 00	59 25	60 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 30	4 70
Bladders, in bbls.	4 40	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 67-80c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 18½
XX Quality	$0 16½
XA Quality	0 15
X Quality	0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Quality I	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	44-46
Johnsons	44-46
Gold Medal	0 30
Ramsay's	0 30

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.25
Gilders, bolted, in bbls	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15
Barrels	1 90	2 00

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

LINGERWETT

IT STAYS WET

The lightning paint and varnish remover which eats into the hardest coating, making its removal an easy matter instead of hard labor.

LINGERWETT Stays Wet
LINGERWETT Saves Labor Expense
LINGERWETT Gives Quick Action and Saves Time

WRITE FOR SPECIAL EDUCATIONAL BOOKLET

PUT IN A STOCK OF LINGERWETT TODAY

THE DOUGALL VARNISH CO., LIMITED MONTREAL

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.

Norris, 80 lbs., and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $4.75 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil, 3-16 in., $12.50; ¼, $9.75; 5-16, $8.85; ⅜, $8; 7-16, $7.75; ½, $7.50; 9-16, $7.50; ⅝, $7.40; ¾, $7.25; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, $1.35 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.25; No. 2 and larger, $6.00; snowshoes, No. 0 to No. 1, $6.50; No. 2 and larger, $6.25; steel, No. 0 to 1, $6.70; No. 2 and larger, $6.45; featherweight, $7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; 1 in., $6.40.

IRON GALVANIZED		Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 00	$13 00
28 Am. or 26 Eng.	12 70	12 70
26 Am. or 26 spec.	12 40	12 40
24	12 25	12 25
22	12 25	12 25
18 and 20	12 10	12 10
16 Am.	11 95	11 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.15 dozen. Mrs. Pott's improved, $1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$8 75
No. 20, X-ray	12 50
No. 22. Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $17.40

LEAD WASTE, $18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 10½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.35; Stephen's House, $3.10; Stephens' Floor, $2.70; Silkstone, $2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE Per 100 Ft.	Black	Galv.
¼ inch	$ 5 63	$ 7 97
⅜ inch	5 72	8 06
½ inch	7 34	9 14
¾ inch	9 27	11 70
1 inch	13 73	17 28
1¼ inch	18 57	23 40
1½ inch	22 19	27 95
2 inch	29 84	37 62
2½ inch	47 84	60 12
3 inch	62 55	78 66
3½ inch	77 40	.....
4 inch	91 70	.....
4½ inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $11.50; full polished, $12.50; 18 x 24, half polished, $11.50; full polished, $12.50; 20 x 28, half polished, $11.50; full polished, $12.50.

PLOW SHARES ..... 10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 26½c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK	
10 gauge	$11 25
12 gauge	11 50
14 gauge	10 75
16 gauge	11 00
18-20 gauge	10 30
22-24 gauge	10 35
26 gauge	10 40
28 gauge	10 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $11.50 per doz.; D.H. Rd. Pt., $11.50 per doz.; L.H., Sqr. Pt., $11.50; L.H. Sqr. Pt., $11.50; D.H., Rd. Pt., $11.50; Bulldog and Jones, D.H., Rd. Pt., $12.35; D.H. Sqr. Pt., $12.35; L.H., Rd. Pt., $12.35; L.H., Sqr. Pt., $12.35; Black Cat and Crescent Scoops—No. 4, $13.70 doz.; No. 6, $14.60; No. 8, $15.55; No. 10, $16.50; Moose and Jones Scoops, No. 4, $15.15; No. 6, $16; No. 8, $16.85; No. 10, $17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.60 at Fort William, $6 Winnipeg; galvanized staples, $6.40 Fort William, $6.80 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base, spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $$7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE	
20 x 28 I.C.	$27 00
20 x 28 I.X.	29 00
20 x 33 I.C.	32 00
20 x 33 I.X.	34 25
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5% on list; full boxes, iron, net list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Ft. William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $47.65 per doz.; Eze, $51.50 per doz.; Bicycle, $57.80 per doz.; Ajax, $115.40 doz.

Stephens'

REGISTERED TRADE MARK

House Paints, Floor Paints, Barn Roof and Elevator Paints, Structural Iron Paint, Silkstone Flat Wall Colors, Interior Enamels, Wa-ko-ver Stains, Carriage Paints

The Dependable Line for Big Paint Selling

Use the Stephens' Line of Paints as your leader for 1917 selling. These paints can be absolutely relied upon to give entire satisfaction and win trade.

Stephens' Paint Brings the Repeat Orders

Its great covering capacity and enduring qualities bring ready recognition and appreciation — this recognition of quality and appreciation of service have built an enviable reputation for Stephens' Paint in the West.

Look into our agency proposition.

G. F. STEPHENS & CO., LTD.

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg, Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Kindly Mention This Paper When Writing Advertisers

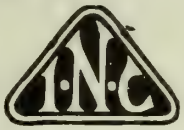
LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY



NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

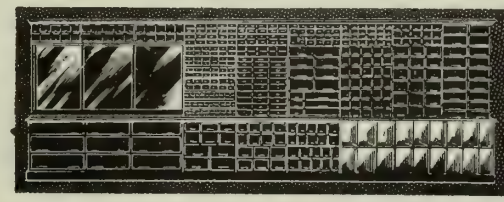
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Winipeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber, Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

CROWBARS

No. 102-A—CHISEL POINT

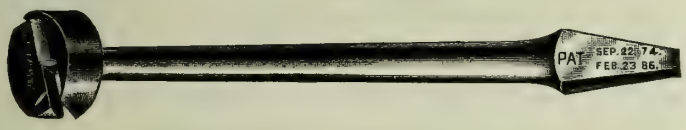
We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

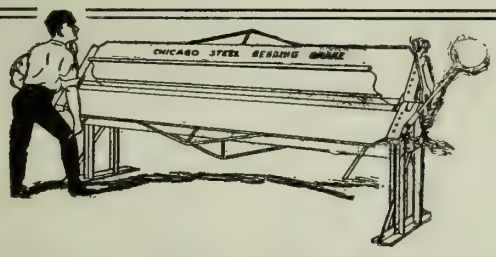
BAR IRON and STEEL: Rounds, Squares and Flats.

ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

The World's Best

Poultry Leg Bands

Coloured Celluloid "Cordel" Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

CHALLENGE

SMITH SEALED

Prices for those shown in cut F.O.B., destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)					
" " " "		1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "		4 & 6	1.10	5.00	9.50
" " " "		7 & 8	1.20	5.25	10.25
" " " "		9	1.25	5.75	11.00
Single " " "		1, 1A, 2 & 3	.65	2.25	4.00
" " " "		4, 6 & 7	.75	3.25	5.50
" " " "		8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch			.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Borrill Celluloid Band

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Bridge
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.

Paint, Cement Coating
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.

Paint, Flat Wall
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Floor
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.

Paint, House Colors
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.

Paint, Red Lead
R. C. Jamieson & Co., Ltd., Montreal.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.

Paint and Varnish Remover
R. C. Jamieson & Co., Ltd., Montreal.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Wrought Iron Range Co., Toronto.

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rat Poison
Buffalo Specialty Co., Bridgeburg.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.

Reamers
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Refiners of Oil
Dominion Linseed Oil Co., Montreal.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.

Reamers
Wells Bros Co. of Canada, Ltd., Galt.

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

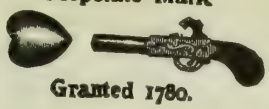
CANADIAN HEAD OFFICE:

60 WEST FRONT STREET TORONTO

Eastern Agents: Spielmann Agencies Montreal

Corporate Mark

STAMPED ON THE



GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

OVAL AND ROUND TOPS

for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES

for Dentifrice, Soap Tablets, etc.

FERRULES

for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS

in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892

TORONTO

5 Queen Street Tel. Main 4308

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Corn and Bean Planters

The old and reliable King of the Field is the one asked for—also made with pumpkin seed attachment or with fertilizer attachment.

OTTERVILLE MFG. CO., LIMITED

OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS LIMITED

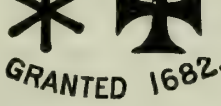
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.

Latches
The Stanley Works, New Britain, Conn.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Hoyt Metal Co., Toronto.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. E. Beauchamp & Co., Montreal. Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead Traps and Bends
Hoyt Metal Co., Toronto.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Northern Electric Co., Montreal.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

OWL METAL

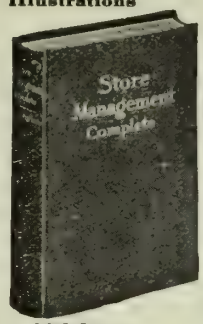
THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG, MAN.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

272 Pages Bound in Cloth

Technical Book Dept., MacLean Publishing Co.
TORONTO

GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, LIMITED
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

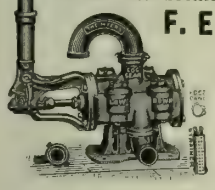
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

OPINION NO BETTER THAN INFORMATION

FORTUNES have been lost, and are being lost, by men who have made or make bad investments, because of insufficient information, who take capricious opinion—their own or others'—as their guide in buying or selling.

"A man's opinions is no better than his information."

Paste this in your hat, on your desk—anywhere and everywhere as a good working principle.

Then follow the lead of this saying by having each week The Financial Post of Canada.

There you will get informed opinion—by many men trained to get at facts, to get ample information, and to interpret their knowledge lucidly.

In THE POST each week, you will find authoritative and well informed opinion—lots of it—grouped under these and other heads—Steel, Milling, Transportation, Pulp and Paper, Light and Power, Textiles.

You will find much else bearing on investments. THE POST will help you to acquire the broad and balancing mind of the well-informed banker or business man.

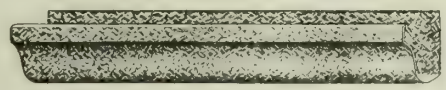
Issued every Saturday, $3 per year. Sample copy gladly sent on request.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto.
Telephone Main 7324.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS
WRITE FOR PRICES

Wheeler & Bain
Toronto

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

Thomas C. Irving, General Manager Western Canada
TORONTO

If interested, tear out this pand keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers,
National Machinery & Supply Co., Hamilton.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.

TRADE MARKS

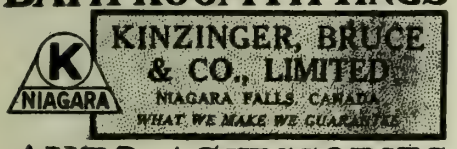
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

SEALS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BATH ROOM FITTINGS



AUTO ACCESSORIES

Trulite The Original Short Globe Lantern.

Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

Jenkins & Hardy
Assignees, Chartered Accountants, Estate and Fire Insurance Agents
15½ Toronto St., Toronto
52 Can. Life Bldg., Mont

Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste paper into money.
12 sizes. $22.50 up

Climax Baler Company
Emerald St.
Hamilton, Ont.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite
Prices Rite

Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SPRAYERS

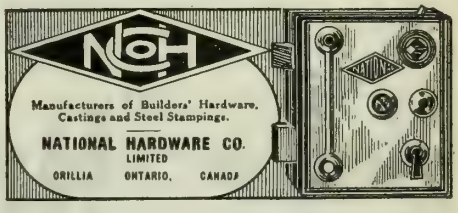
We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

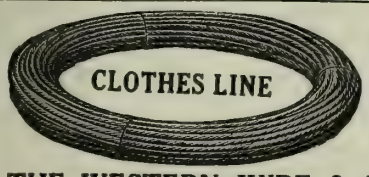


ENAMELLED STEEL BATH

Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine Co., Limited, Tweed, Ont.

This space $1.00 per insertion on yearly order.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Tell the Advertiser where you saw his Advertisement.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Waste Mfg. Co. 77
Adamson Mfg. Co. 19
American Pad & Textile Co... 16
American Shearer Co. 1
Atlas Metals & Alloys Co. 8

Banwell-Hoxie Wire Fence Co. 19
Barnett, G. & H., Co. 67
Barton Netting Co., Ltd., The. 17
Berry Bros. 57
Bradstreets, Ltd. 79
Brandram-Henderson Co. 55
British Aluminium Co. 77
Brown, Boggs Co., Ltd. 13
Buck Bros. 14

Cameron & Campbell 73
Canada Metal Co. 21
Canada Steel Goods Co..... 6
Can. Consolidated Rubber Co.. 24
Canadian Linseed Oil Co. 63
Can. Tube & Iron Co. 75
Can. Warren Axe-Tool Co. ... 6
Canadian Woodenware Co. ... 26
Can. Yale & Towne, Ltd. 1
Cane, Wm., & Son 17
Carter White Lead Co. 10
Cartland, Jas. 17
Chatillon & Sons, John 19
Champion Spark Plug 15
Climax Baler Co. 81
Coghlin, B. J., Co., Ltd..... 75
Collette Mfg. Co. 16
Collins Mfg. Co. 81
Crooks, Jonathan, & Son..... 77
Cummer-Dowswell, Ltd. 14

Davidson, Thos. 4
Dominion Linseed Oil Co..... 65
Dominion Sheet Metal Co.....
Inside back cover
Dougall Varnish Co., Ltd., The 67

Eley Bros., Ltd. 77

Faultless Caster Co. 53
Factory Products 21

Goodell-Pratt Co..Inside front cover
Gutta Percha & Rubber Co...
Inside back cover
Hamilton Cotton Co. 19
Hamilton Stamp & Stencil Works, Ltd. 81
Hendryx, Andrew B. .....
Howland, H. S. 7
Hoyt Metal Co. 82
Hutton, Jas. 77

International Nickel Co., The. 73

James Bros. 81
Jamieson & Co., R. C. 53
Jenkins Bros., Ltd. 14
Jenkins & Hardy 81

Kinzinger, Bruce & Co., Ltd.. 81

Laidlaw Bale Tie Co. 57
Lamplough, F. W., & Co..... 81
Landers, Frary & Clark..... 2
Lewis Bros., Ltd. 3
London Foundry Co. 20
London Rolling Mills Co. 73
Lufkin Rule Co..Inside back cover

Manitoba Engines, Ltd. 20
Martin, The L., Co. 23
McAvity, T., & Sons 12
McComb, J. H. 75
McDougall, R., Co. 20
Metallic Roofing Co. 13

Moore, Benjamin & Co., Ltd.. 59
Morin, J. H., & Co. 79
Morrison, James, Brass Co.... 4
Myers, F. E., & Bros. 79

National Cash Register 11
National Hardware Co. 81
National Machinery Co. 23
Nicholson File Co. 12
North Bros. Mfg. Co. 10
Northern Bolt, Screw & Wire Co., Ltd. 81
Nova Scotia Steel & Coal Co. 79

Oakey, John, & Sons 79
Ontario Lantern & Lamp Co.. 81
Otterville Mfg. Co. 77
Owl Metal Co., Ltd. 79

Parmenter, Bulloch Co., The.. 81
Plewes, Ltd. 81
Pink, Thos., & Co. 17
Port Hope File Mfg. Co..... 21
Prairie City Oil Co. 84
Pratt & Whitney 1
Progressive Mfg. Co. 75

Ramsay, A., & Sons 59
Reeder-Weekes Co. 63
Reliance Ink Co. 79
Renfrew Machinery Co. 23
Rideau Specialty Co. 75
Russell-Jennings Co. 77

Samuels, J. 22

Sharratt & Newth 73
Sherwin-Williams Co. 61
Shipman, J., & Son 22
Simms, T. S. 42
Simonds Canada Saw Works... 16
Soren Bros. 43
Specialty Paper Bag Co. 22
Standard Mfg. & Sales Co.... 65
Stanley Rule & Level Co..... 5
Stanley Works 26
Starrett, L. S., & Co. ..Back cover
Steel Bending Brake Co., of Canada, The 75
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine..... 81
Stephens, G. F., & Co..... 69
Stratford Mfg. Co. 20
Still Mfg. Co., J. H. 22

Taylor-Forbes Co. 57
Tallman Brass & Metal Co... 77
Tire Import Co. 26
Toronto Plate Glass Importing Co. 67
Trees, Samuel, & Co. 63

Watson, John, Mfg. Co. 81
Western Wire & Nail Co. 81
Wheeler-Bain 79
Whitman-Barnes 8
Wilckes-Martin-Wilckes Co. ... 81
Wilkinson & Kompass 63
Woods, Walter, & Co. 84
Wrought Washer Mfg. Co. ... 84

Wanted

SITUATIONS VACANT

WANTED — FIRST-CLASS HARDWARE salesman, sober and honest; must have good references. Good salary to right man. Can commence at once. Southwestern Sask. Address Box No. 475, Hardware and Metal.

WANTED, AT ONCE—FIRST-CLASS PAINT salesman for large wholesale jobbing house doing business in Alberta; none but first-class salesman need apply. Address Post Office Box 159, Edmonton.

WANTED — CAPABLE salesmen to call on the retail hardware merchants in Manitoba, Saskatchewan and Alberta, representing established house. Give your qualifications in first letter. Applications will be treated confidentially. Will pay good salary and commission. A real live salesman can earn from $300.00 to $400.00 a month at this proposition. No order takers need apply. Apply Box 468, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED TRAVELLING MAN DESIRES new connection in hardware, stove or paint line. Good connection in Ontario. Box 474, Hardware and Metal.

FOR SALE

FOR SALE—1,000 LBS. GOLD LEAF (600 FT.) binder twine, at 18½c per lb. N. Willard & Co., Prescott, Ont.

FOR SALE — FINANCIAL INTEREST IN A retail hardware business in a Western Canadian city. Party investing would have to be capable of taking charge of the business as manager, and would be required to invest at least $5,000.00. Business in excellent shape and making good money. A rare opportunity for the right man. Write Box 472, Hardware and Metal.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness —it compels people to think of you.

Ask Us For

Wrapping

Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

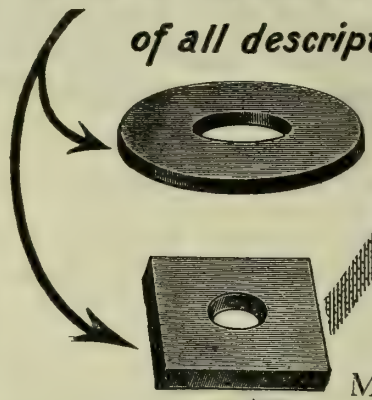
Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

of all descriptions



Annealed Rivet Burrs.

Felloe Plates.

Sheared and Punched Plates.

Malleable Washers and Cast Iron Washers.

Round & Square

Plain or Galvanized

Prompt Shipments

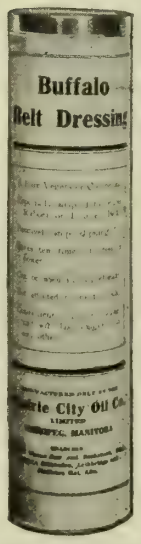
Wrought Washer Mfg. Company

Milwaukee, Wis.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

WINNIPEG, MANITOBA

The Crop and Business

In view of the great importance of the crop in relation to the Empire's food supply and Canada's business prosperity, THE FINANCIAL POST will present each week a special article dealing with the developments in a broad way and as they affect the business situation as a whole. This article will be edited by F. M. Chapman, Editor of The Farmer's Magazine, who will have direct and authoritative information on the Western Canadian situation supplied regularly by Miss Cora Hind, a former member of our staff, but now Agricultural Editor of the Manitoba Free Press, a publication whose information for some years has not taken second place even to the current Government statistics. Miss Hind's service will be supplemented by reports from the Provincial Departments of Agriculture from time to time.

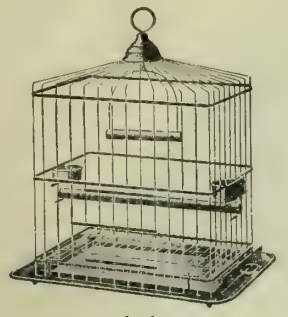
THE POST believes that this special on agricultural conditions as presented to the readers of THE POST will prove a very valuable guide to the manufacturers and business men, as well as to the investing public as to the developments of the crop in relation to general business and financial affairs.

This is only one of the many news features that THE POST gives its readers every week. It has become so valuable that thousands of them renew year after year.

The Financial Post of Canada

143-153 University Avenue
Toronto, Ontario

If interested, tear out this page and keep with letters to be answered



"HENDRYX"

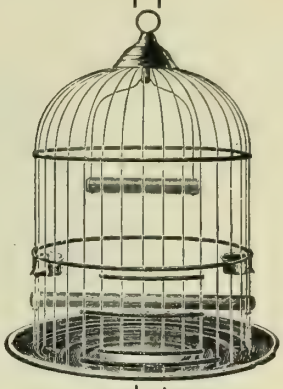
Parrot Cages

The cage that satisfies both the consumer and dealer at once. The former demands quality, the latter — profits

The cups are of tinned iron, non-rusting and indestructible.

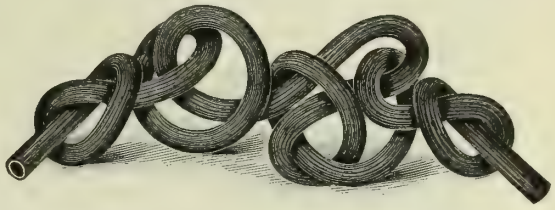
Order a stock for May and June—the parrot season.

THE ANDREW B. HENDRYX CO.
New Haven, Conn.



"Multiped"

The Garden Hose That Doesn't Kink



A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules

The Quickest Service

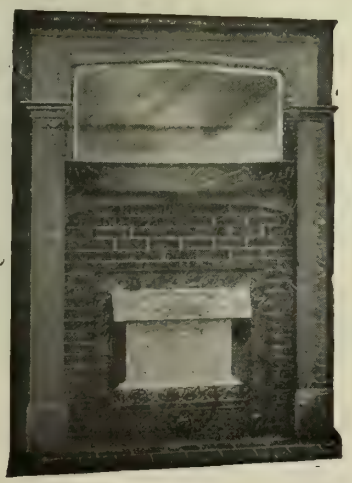
Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

END FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by the Jobbers



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

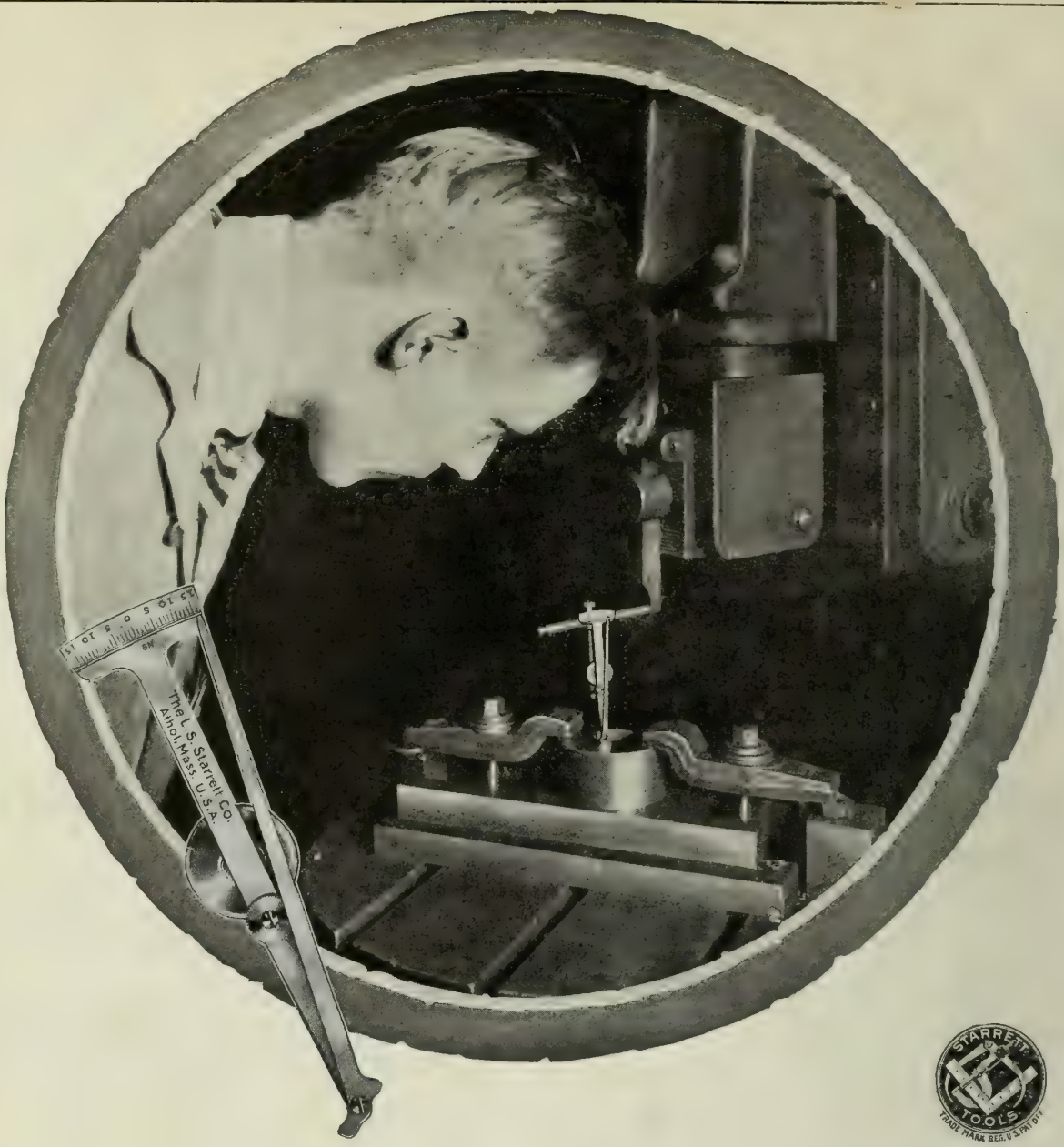
Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.



TRADE MARK

Starrett Tools

REG. U.S. PAT. OFF.

Tell the Truth

After all, the principle of micrometers and other fine measuring tools is quite simple. The only requirement is that they tell the truth.

This test indicator, for example, has done its full duty when it has registered its story in thousandths.

Starrett Tools have a reputation for truth telling. Their character is well established. That's why it pays to carry the line of 2,100 styles and sizes of micrometers, calipers, gages, squares, height and depth gages, and other precision tools described in Catalog No. 21MA.

The L·S·Starrett Co·,Athol·Mass·

World's Greatest Toolmakers

HARDWARE AND METAL

Vol. XXIX No. 28 | PUBLISHED EVERY SATURDAY SINCE 1888 | July 14 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

JIMMY is learning to handle a file under a foreman who is giving him the right kind of a start He is telling him the "whys" of file quality and showing him a trade-mark that stands for quality—the triangle trade-mark of the Delta File.

Delta Files have made good in this shop on all classes of work, from roughing off "fins" to finish filing of the most exacting kind. Furthermore, they have kept filing costs down to economical figures when other costs were soaring.

Delta Files are files of the highest grade, guaranteed for quality and workmanship.

Specify "Delta" on your next file order

For Maximum File Service and Minimum File Cost Specify "Delta"

DELTA FILE WORKS

PHILADELPHIA U.S.A.

TRADE MARK DELTA

Made in Canada

How Much Did You Furnish?

How much material did you furnish on the Brown job? How much did you make on Jones' repair work?

Beaver Board was used on both jobs. It sold other things, too. Paints, varnishes and hardware are needed on every Beaver Board job. Someone made a profit on every item sold. How much did you get?

Worth thinking about isn't it? It surely is when you realize how much Beaver Board is going into every kind of building job.

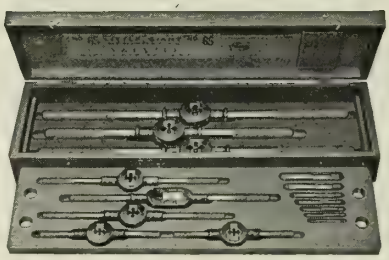
We've got some interesting data on this subject. How any number of dealers throughout the Dominion have landed good Beaver Board Business and other business with it. Send for it today.

THE BEAVER COMPANY, LIMITED
416 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

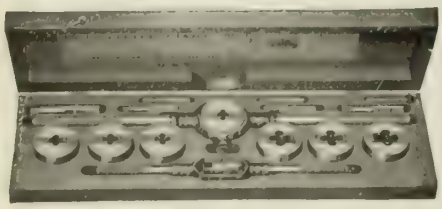
Single Stocked, Machine Screw Sizes.



Full Mounted Assortment.

Automobile Combination Assortment.

Assortments with Sets of Hand Taps, Taper, Plug and Bottoming.



Single Stocked Assortment.

Little Giant

Screw Plates are made for every possible need of the machinist, plumber, blacksmith shop, garage, farmer, steamfitter, construction camp, etc.

Every tool the best that money can buy and fully guaranteed.

WELLS BROTHERS CO. of CANADA, LIMITED
GALT, ONTARIO

Link Up Your Store and get the full Benefit of Our Consumer Advertising

Our education of consumers to use Champion Spark Plugs and the help that we offer you to assist in increasing your sales is the most extensive effort that has ever been made in Canada for Spark Plugs.

If you will lend your co-operation by using to advantage the store displays and dealer electros, they will certainly help you to obtain a larger portion of the auto accessories business in your district.

Champion Toledo

Dependable Spark Plugs

are equipment on 60% of Canadian-made cars when they leave the factory; therefore, it is logical that owners should demand Champions when making replacements

Start right now to get the full benefits of our consumer advertising by linking up your store completely with the helps that we offer.

Send in the coupon on your Profit-Sharing Agreement and get the extra profit on all Champions that you sell.

Your jobber can supply you with all types of Champions and the agreement blank as well. Get your order in now, the advertising is running full schedule.

Champion Spark Plug Company of Canada, Limited
Sandwich Street West, Windsor, Ont.

List Price $.75
Champion X
for
Ford Cars

List price $1.00
Champion regular
Long ⅞-18 for
McLaughlin Cars.

List price $1.00
Champion "O"
for
Overland Cars.

List price $1.00
Champion Regular
for
Maxwell Cars.

List price $1.00
Champion Conical
for
Studebaker Cars.

The plugs shown here efficiently meet the requirements of the majority of Canadian cars and engines. A supply of each will help you to obtain bigger sales in auto accessories and will insure satisfaction to your customers.

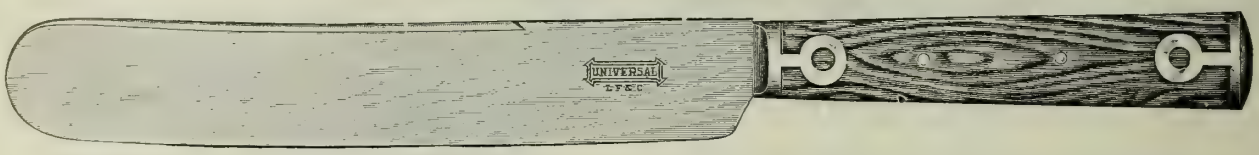
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

L. F. & C.

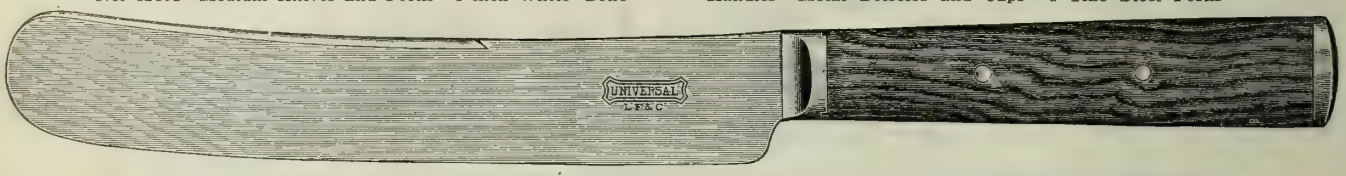
SCALE TANG KNIVES AND FORKS

Our Large Stock enables us to make prompt deliveries on this important line, a few of which we illustrate.

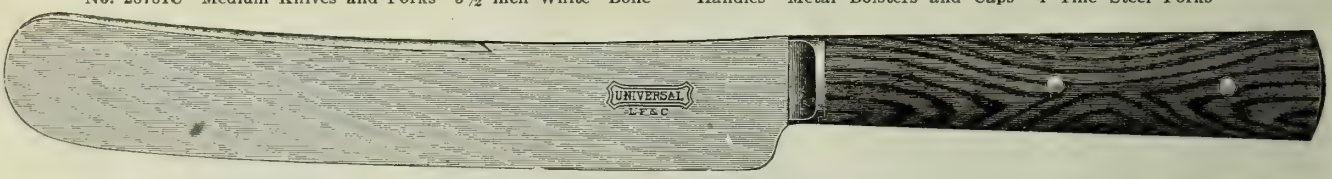


No. 20001 Medium Knives and Forks 3⅝ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 30001 Medium Knives and Forks 3⅝ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 40001 Medium Knives and Forks 3⅝ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks

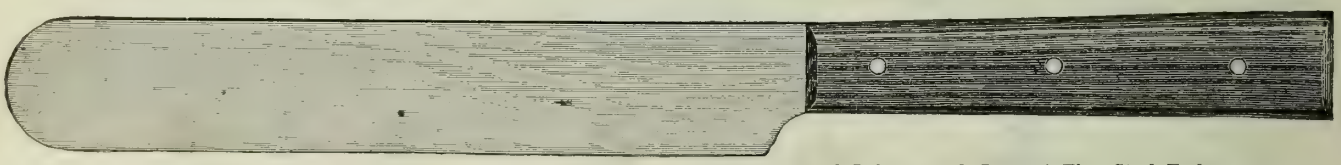
No. 22401 Medium Knives and Forks 4 inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 32401 Medium Knives and Forks 4 inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 42401 Medium Knives and Forks 4 inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



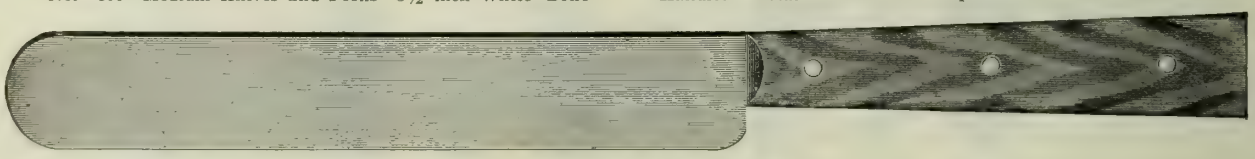
No. 18781C Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 38781C Medium Knives and Forks 3½ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 28781C Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 18781B Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 28781B Medium Knives and Forks 3½ inch Ebony Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 38781B Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 1878 Medium Knives and Forks 3½ inch Cocobolo Handles Metal Bolsters and Caps 4 Tine Steel Forks
No. 400 Medium Knives and Forks 3½ inch White Bone Handles Metal Bolsters and Caps 4 Tine Steel Forks



No. 1908 Medium Knives and Forks 3½ inch Cocobolo Handles 3 Tine Forks, Polished

Write for Samples and Prices.

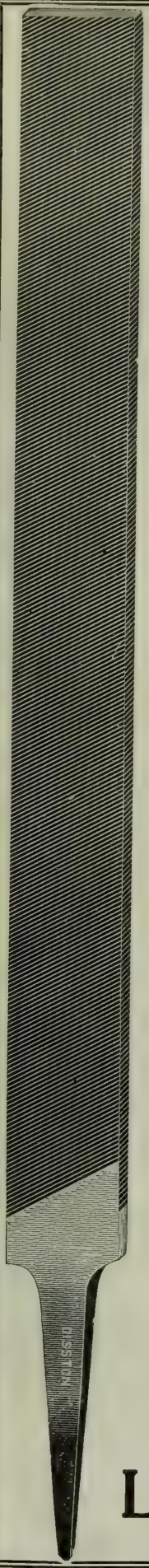
LANDERS, FRARY & CLARK

NEW BRITAIN, CONN., U.S.A.

A. MacFarlane & Co., Limited, Montreal

Canadian Representatives

If interested, tear cut this page and keep with letters to be answered.



DISSTON

BRAND TOOLS

That Last for Generations

WE ARE HEADQUARTERS

LEWIS BROS.

LIMITED

MONTREAL

FOR DISSTON GOODS

Files and Rasps

Are made of the Highest Grade Crucible Steel, thoroughly hardened and carefully tested

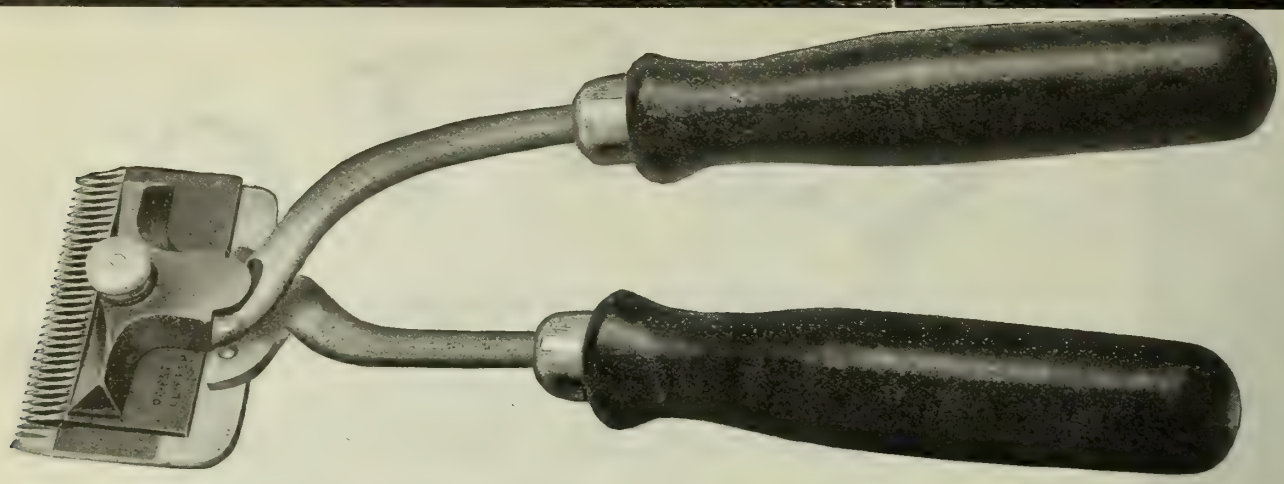
In all Shapes and all Sizes

which have through years of persistent achievement and continued success won the well-deserved reputation of being

The Best Files and Rasps Made

LEWIS BROS., Ltd., MONTREAL

If interested, tear out this page age and keep with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

STOCK POT

With or Without Tap
Imp. Qts.—14, 22, 40

STEAMERS AND BOILERS

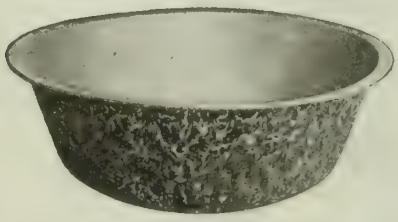
Dimensions of Boiler, 10" x 6½"
Dimensions of Steamer, 10" x 6½'
Quarts, 10

DAVIDSON'S

Manufacturers of the Celebrated

COLONIAL and PREMIER ENAMELWARE

BUTTER BOWL



Sizes—15, 17, 19 inches

We show here a few of our lines, chiefly used in hotels and large establishments. Write for full particulars.

The Thos. Davidson Mfg. Company, Limited

Toronto Montreal Winnipeg

COFFEE BOILER

Qts.—4½, 6, 8½, 11½

TEA BOILER

Qts.—4½, 6, 8½, 11½

If interested, tear out this page and keep with letters to be answered.

SMALL ARTICLE BIG SALES

MOVES QUICKLY MAKES FRIENDS

DEALERS GARAGEMEN

the HANDY

HORN PUSH BUTTON FOR FORD CARS

A little Specialty for Fords that takes little space, time or money to handle, but pays a good, continuous profit. It cements old friendships and builds new ones.

It sells on sight and will start the good work as soon as you stock it.

Every Ford owner now has to reach through or around his steering wheel to operate his warning signal. THE HANDY PUSH BUTTON enables him to blow his horn by touching a button at center of steering wheel —**on top!**

This is exactly the arrangement now in vogue on the fine, high-priced cars.

The Ford owner knows this—he recognizes immediately the advisability—the real **necessity**—for having the button where he can press it without taking his hand from the wheel or shifting his position.

The HANDY can be attached in five minutes and costs but 75 cents!

To Dealers

There's no profit in delay — write now. Everybody is buying these little buttons nowadays.
If your jobber does not stock the Handy, send us his name and will do the rest.

The Francis Rand Co.
Sole Manufacturers
400 Erie Building, Cleveland, Ohio

RETAILS AT **75c.**

GENEROUS TRADE DISCOUNTS

OUR DANDY DISPLAY CARD

HELPS YOU MAKE SALES

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL — ATLAS

TENAXAS — TIN-TOUGHENED — MASCOT — W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — THEY MAKE GOOD EVERYWHERE

Large Stocks — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

The Mark That Stands For
The Best in Rope

Manufacturing Standards

EVERY coil of Plymouth Rope bears our name and carries the familiar Ship trade-mark stencilled on the burlap cover, denoting highest quality cordage.

Plymouth Rope always sustains its reputation, for its quality is *uniformly* high. This quality is assured by rigidly maintained manufacturing standards and by the Plymouth policy of producing rope of one grade only.

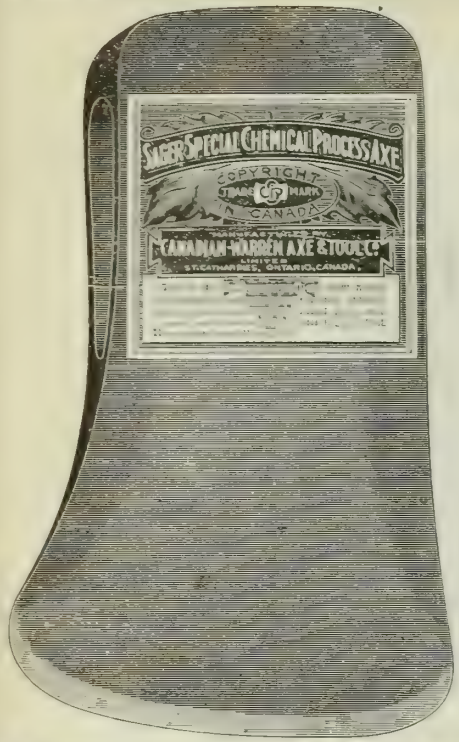
It is our facilities, devices and formulas of manufacture, our expertness in the selection and blending of the fiber, achieved through 93 years of rope-making, combined with skilled and honest workmanship that insures better and longer service-giving value in Plymouth Ship trade-marked Rope and Cordage.

Plymouth Rope is widely distributed. You can readily obtain it from your favorite jobber.

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

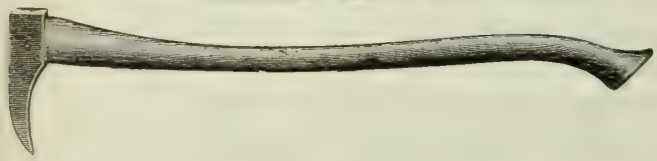


SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.

St. Catharines, Ontario



Quick Hot Water at a Big Saving of Gas

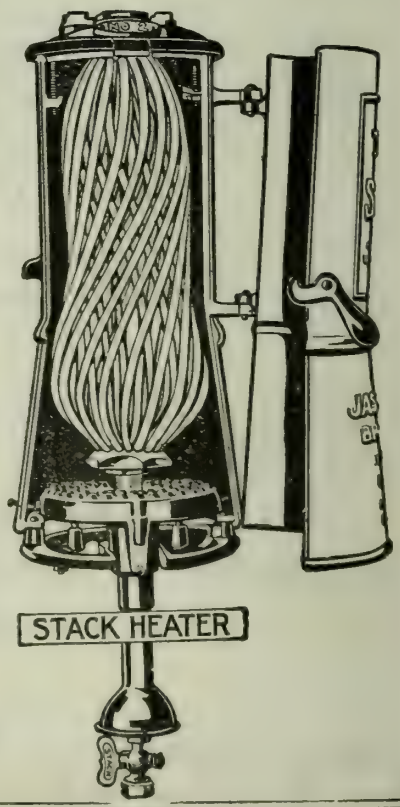
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.

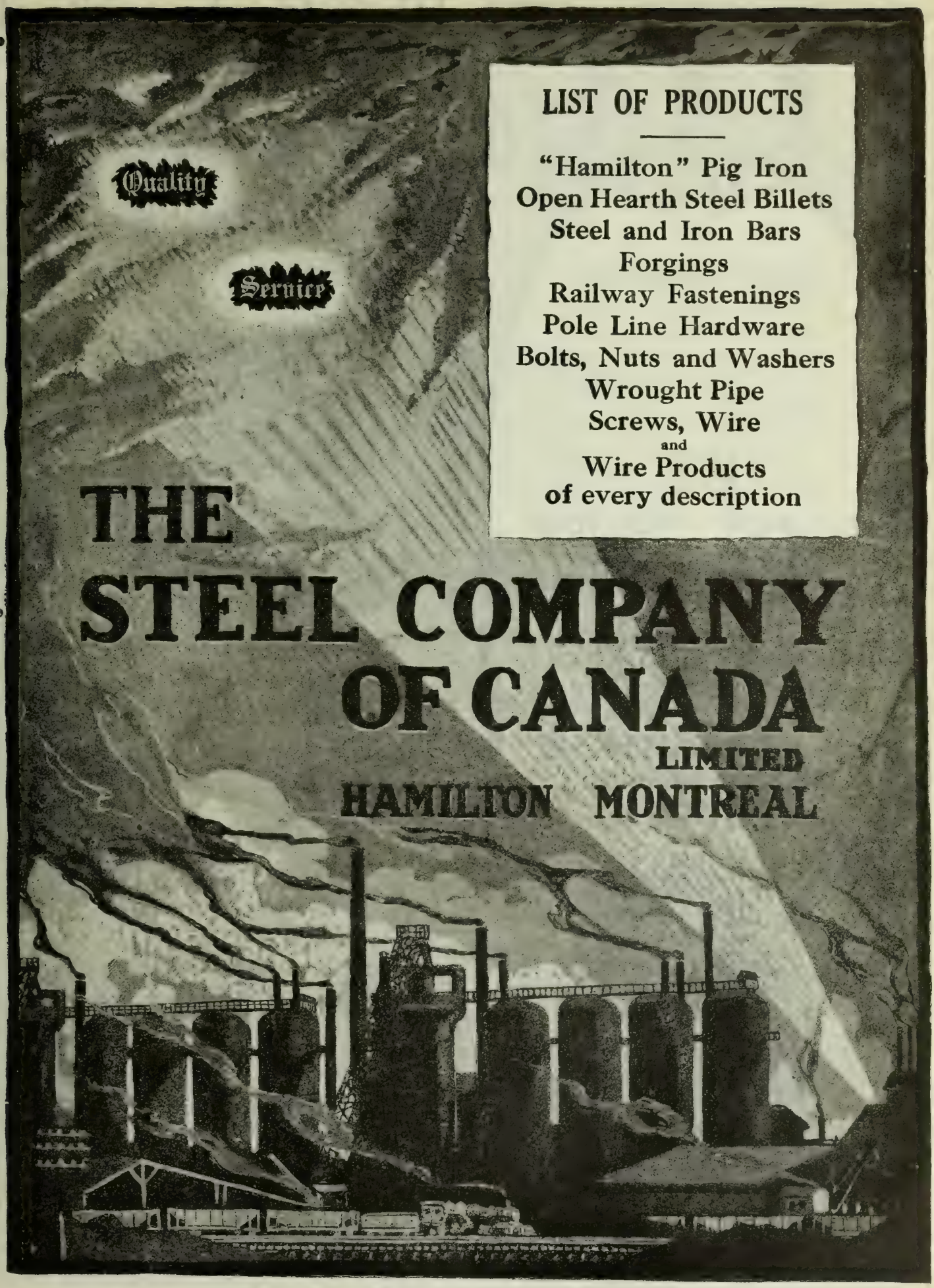


EASILY SOLD BIG PROFITS

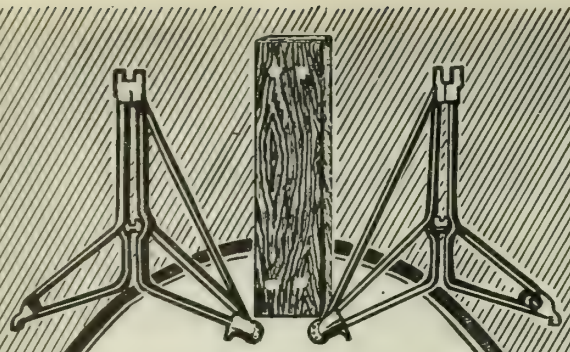
James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO

If interested, tear out this page and keep with letters to be answered.



If interested, tear out this page and keep with letters to be answered.



Easily Assembled

The frame of the Daisy Churn consists of only 3 parts which can be quickly assembled by inserting the plate board and tightening. Each leg of the stand is built of riveted band iron. There are no stove bolts in it to shake loose.

BT
DAISY CHURN

It is popular with hardware dealers for the reason given and for many other reasons. It is the best seller. Farmers like it because the frame is so solid, there being no stove bolts in it to shake loose. Read about other advantages in our catalog. Specify the Daisy for next year's Churn requirements.

Beatty Bros., Limited

Head Office: FERGUS, ONT.

Winnipeg, Man. Edmonton, Alta.
St John, N.B. Montreal, Que.

High Carbon Steel Scientifically Heat Treated

Ground accurately by machinery.

Cut with mathematical accuracy as to depth, number and position of teeth.

Make the "Famous Five" Files the standard tools of their class.

It is a pleasure for a mechanic to work with them.

Consequently they give good results economically.

And that's why it pays dealers to sell them.

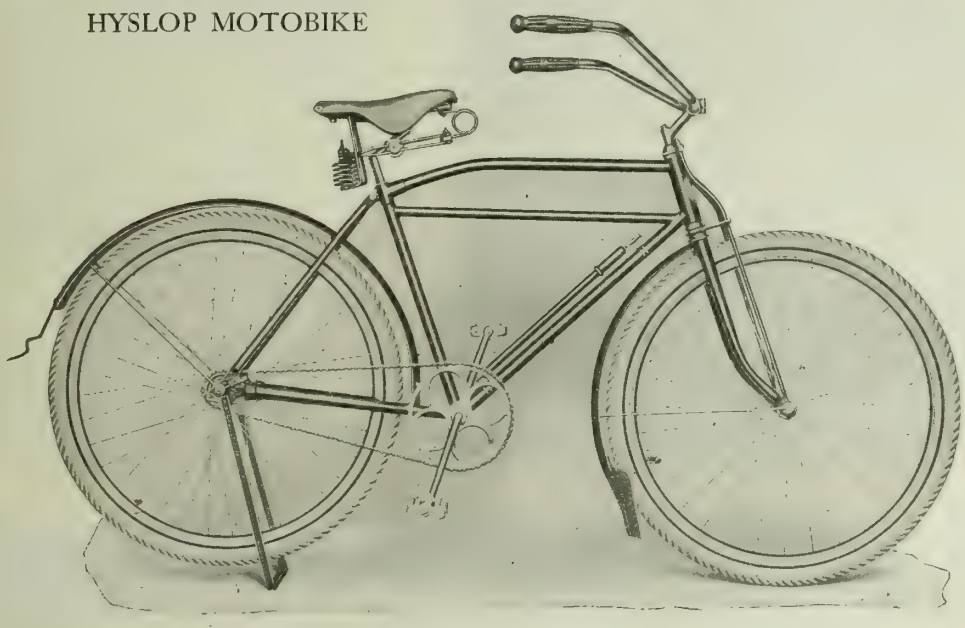
Specify them when ordering from your jobber.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Hyslop Bicycles

HYSLOP MOTOBIKE



OTHER MODELS:

Diamond
Empire
Autobike
Ladies'
Juvenile
Youths'
Bicycles

For 28 years Hyslop Bicycles have been manufactured in Toronto, Canada. They were the leaders a quarter of a century ago and are in the lead to-day. For strength, easy riding, beauty of design and finish, Hyslop Bicycles are unexcelled anywhere in the world.

EASIEST TO SELL

Thousands of sons and daughters are riding Hyslop Bicycles this year, whose parents rode a HYSLOP in their youth. Such popularity makes for easy sales.

This is the time of the year to sell bicyles. We can make immediate deliveries.

WHOLESALE ONLY

Hyslop Brothers, Limited Toronto, Ontario

Dealers, write for large Catalogue of Hyslop Bicycles and Sundries with discount sheet.

If interested, tear out this page and keep with letters to be answered.

These logs will be sawn into boards in our own mill and stacked to season for three years before using.

Carload after Carload of Lumber is Required for

DISSTON

Hand-Saw Handles

Lumber, almost by the trainload, is used in the manufacture of handles alone for Disston Hand Saws. Only a portion of the Disston lumber yard is shown in the illustration, and only one kind of wood, apple. Carloads of this wood are coming in almost continuously. This gives some idea of the scale of production of Disston Hand Saws, and it pays to **specialize** in the popular brand.

HENRY DISSTON & SONS
Limited

REG. U.S. PAT. OFF.

2-20 Fraser Ave.
Toronto, Can.

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

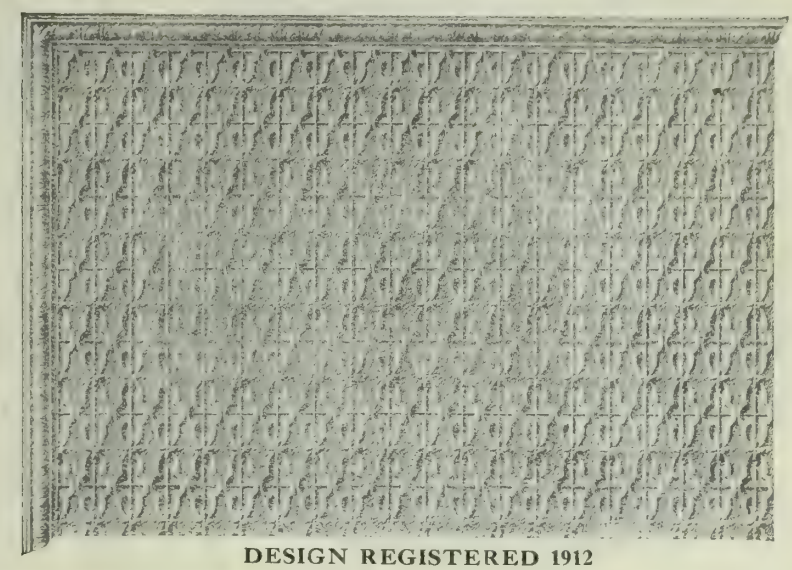
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

YOUR CUSTOMERS WANT THEM

"M-R-Co." Ceiling and Wall Plates are everlasting, beautiful, fire-proof, sanitary and economical. No other finish for wall or ceiling is in their class.

Send to-day for illustrated selling helps.



DESIGN REGISTERED 1912

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Johns-Manville Fire Extinguisher

Every Dealer should stock this Quick-Selling Accessory

THE steady growth in sales volume proves that the market for Johns-Manville Fire Extinguishers is practically unlimited. This is an accessory you can sell, and sell fast—and the whole machinery of the Johns-Manville organization will back up your sales efforts.

Our sales policy provides you with profit protection, too. The Johns-Manville Fire Extinguisher is distributed only through jobber-dealer trade channels on a liberal basis. Remember that the Johns-Manville Fire Extinguisher is nationally advertised, and is in demand not only for automobiles, but for motor boats, factories, public buildings and private homes. Let us send you the details of our dealer proposition—you'll want to add the Johns-Manville to your accessory stock. Ask your jobber about it.

The Johns-Manville Fire Extinguisher has been approved by the Canadian Underwriters' Association. This entitles motorists who carry the Johns-Manville to a 15% reduction from all insurance companies in the Dominion who are members of this association.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Montreal Toronto Vancouver Winnipeg

Price in Dominion of Canada, Brass or Nickel Finish, Bracket included, $12.00, East of Calgary; Calgary and West, $12.50.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

If interested, tear out this page and keep with letters to be answered.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

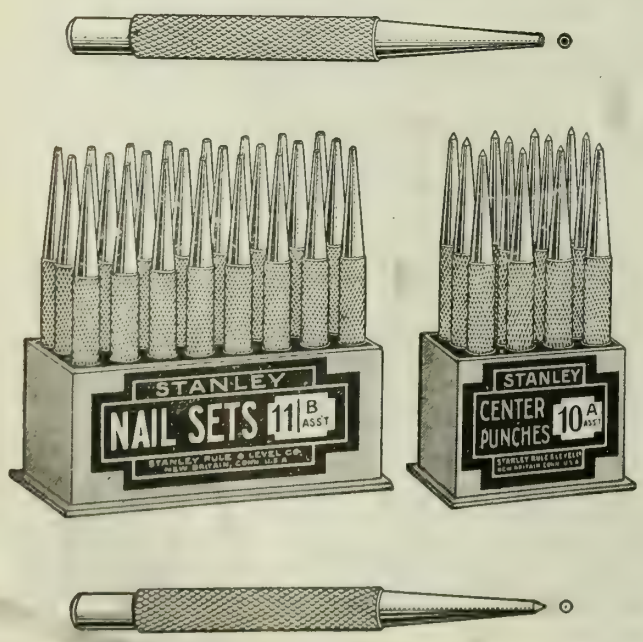
PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Stanley Tools



Stanley Nail Sets and Center Punches

"STANLEY" Nail Sets and Center Punches are made of a special grade of tool steel. They are hardened on both ends by an improved process, given an oil temper and will be found to "stand up" under the most severe conditions.

Special care has been taken in selecting the proper knurling for the shank, and the user will find that the feeling of security as to "grip" is a particular feature of "STANLEY" Nail Sets and Center Punches.

The neat and handy boxes in which they are packed make them an attractive article for counter display.

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

PENN SAFETY RAZOR

WITH BLADES THAT SHAVE

Holder — triple silver-plated; simple; sanitary. Perfect balance. Brings blade to face at correct angle, arm in natural position.

Blades—laboratory-made. Scientifically hardened, tempered and tested to split a hair before leaving laboratory.

Spring-hinged box, velvet lined, Spanish leather finish cover.

Complete, $1.50.

Shaving Satisfaction

¶ Men want a shaving outfit that gives real shaving service—satisfaction.

¶ To accomplish this, the principles behind the manufacture must be correct.

¶ Penn Safety Razor is made right—guaranteed to give Shaving Satisfaction or Money Back. You pay customer—we pay you full retail price, including your profit.

Your Profit is Guaranteed.

Canadian Distributors

MENZIES & CO., Limited, Toronto, Canada
A. C. PENN, Incorporated
100 Lafayette Street, New York

Keeps all kinds of blades in good condition. Two sides, abrasive and finishing. Honing side-treated with delicate abrasives; finishing side with mineral oil. Packed with stropping handle and sheath. Spanish leather finish.

Penn Honing Strop with Handle, $1.50.

8000 Clerks Wanted

in the best hardware stores of Canada to know all about the new "Master" Safety Cap which is part of the equipment of the "Master" ignition battery.

This fibre cap which is shown above makes one of the greatest selling points you can have, in fact it makes battery selling easy, for the very fact that the cap is unbroken is your guarantee to your customer that the battery is full strength and not degenerated from the unseen wireless connection, which is caused, in unprotected batteries, by the atmosphere.

The "Master" Safety Cap positively insulates the battery and prevents deterioration on the shelf.

Increasing battery sales is the inevitable result of selling "Master" Ignition batteries.

Mr. Merchant, see that each of your salespeople read this ad. Write for quotations.

Be a salesman for "MASTER" BATTERIES.

CANADIAN CARBON CO., LIMITED
96 King St., West
TORONTO

Sales are Growing

MENDETS

A PATENT PATCH

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderland Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alberta; Wood, Vallance & Adams, Ltd., Calgary, Alta.

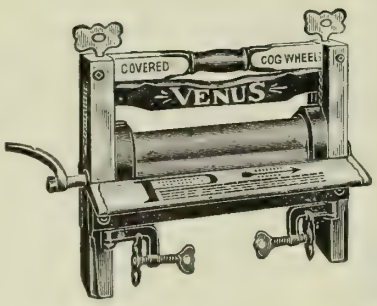
Collette Mfg. Company, Collingwood, Ont., Canada

Profit without Effort

Your wholesaler will send you a free Counter Display container of **Mendets**—the quickest, simplest, easiest repairing utility on the market. Mends **Graniteware, Hot Water Bags** and all leaking cooking utensils. No heat, solder, cement or rivet required. Sales are growing all the time.

Write your wholesaler to-day.

Have You Seen This Line of ARROW BRAND Wringers



Embracing a machine for every need and which every live dealer in Canada handles and recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL LIMITED
HAMILTON - - CANADA

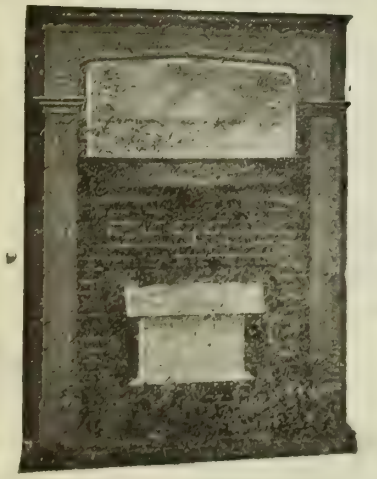
High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Identify Your Goods

A trade-marked line—when that trade-mark stands for quality—identifies your business and your stock. Nine out of ten sportsmen demand

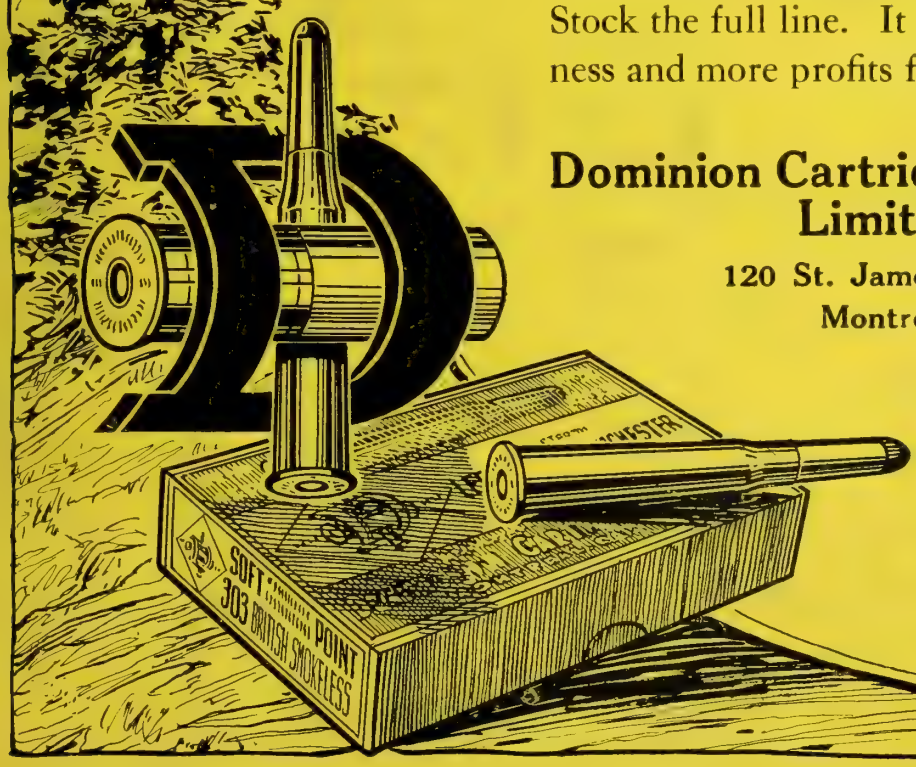
Dominion Ammunition

because they know the big "D" trade-mark and the standard which it represents. Link up your business with this demand—this mark of identity. Get the full benefit of the wide advertising of Shot Shells and Metallics.

Dominion is the ammunition of guaranteed quality—that permits of no substitute. Stock the full line. It means bigger business and more profits for you.

Dominion Cartridge Company Limited

120 St. James Street
Montreal



Resists Rust

Resists Rust

This Old Iron Hoop

After Ninety Years in the Ground is Sound and Strong

In 1823, water mains constructed of bored-out logs were installed in the streets of the little frontier town of Cincinnati. The logs were reinforced at the ends with old-fashioned iron bands like the one here pictured.

Excavations in the streets of the modern city often uncover these relics of early days.

The good serviceable condition of the iron bands invariably causes remark, so sharply is it contrasted with that of most of the products of modern furnaces after but a few years of service.

Chemical analysis reveals the reason for this striking difference. *This iron is of remarkably high purity.* The Carbon content is very low, and Sulphur, Copper and Manganese are reduced almost to the vanishing point. The iron content is 99.83 per cent.

Armco Iron Resists Rust

because the rust-forming impurities are reduced to the lowest point commercially possible. It is guaranteed **at least 99.84% pure iron.** Every phase of its production is governed by the utmost care and skill. Purity, Evenness and Density are now as always the qualities of Durable Iron. In these Armco Iron is the nearest approach to perfection. Armco (American Ingot) Iron is the logical material for Roofs, Pipes, Tanks, Stoves, Furnaces, Stacks, Metal Barrels and all sorts of products and installations where sheet or plate metal has to meet the forces of corrosion.

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

Hundreds of progressive manufacturers of such products have adopted Armco Iron as the most effective **business insurance.**

The American Rolling Mill Co.

Licensed Mfrs. Under Patents Granted to
The International Metal Products Co.

Middletown, Ohio

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

Motorists Like

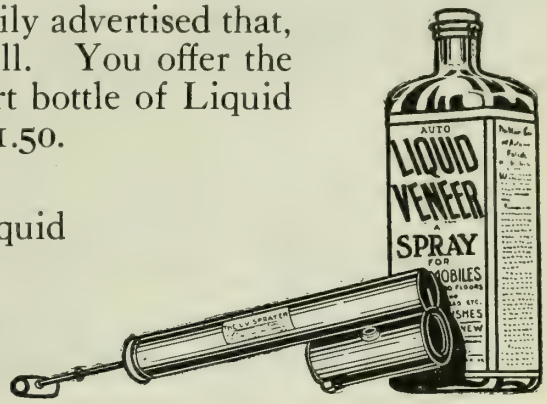
AUTO

LIQUID VENEER

It saves 90% of washing, preserves the finish, removes dust, mud spots and road tar, and is clean and easy to use.

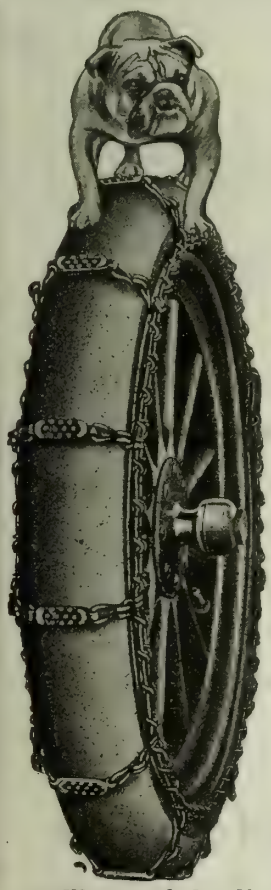
Liquid Veneer is so well-known and so heavily advertised that, unlike other auto polishes, it is very easy to sell. You offer the customer a brass-finished sprayer and a quart bottle of Liquid Veneer (enough for 20 cleanings) for $1.50. Your profit on our special offer is liberal.

Stock the one *reliable, well-known polish,* Liquid Veneer. Full particulars on request.



BUFFALO SPECIALTY COMPANY

Buffalo, N.Y., U.S.A. **Bridgeburg, Ont., Canada**



"BULL DOG"

ANTI-SKID TIRE CHAINS

Guaranteed to wear twice as long as any other tire chain on the market. Will not injure the tires.

LIST PRICES

Size.	Price.	Size.	Price.
28x3½	$3.50	34x4½	$4.85
30x3½	3.75	36x4½	4.95
32x3½	4.00	37x4½	5.05
34x3½	4.20	38x4½	5.15
36x3½	4.40	40x4½	5.25
30x4	4.10	34x5	5.10
31x4	4.20	35x5	5.30
32x4	4.30	36x5	5.50
33x4	4.40	37x5	5.70
34x4	4.50	38x5	5.90
35x4	4.60	39x5	6.10
36x4	4.70	40x5	6.30
37x4	4.80	42x5	6.70
40x4	5.00		
30x4½	4.35	36x5½	6.10
32x4½	4.55	37x5½	6.30
34x4½	4.75	38x5½	6.50
		38x6	6.85
		40x6	7.35

CROSS CHAINS.

2½, 3, 3½, 4, 4½, each	10c
5, 5½, 6, each	15c
Fasteners, per pair	25c

J. H. Hanson Co., Limited
MONTREAL
Quebec Distributors

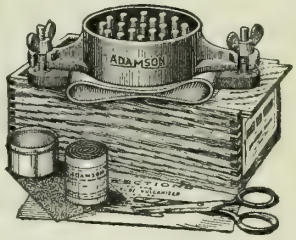
The Reeder-Weeks Co. Limited

39 Wentworth St., North - HAMILTON, ONT.

ADAMSON

Model "T"

FOR INNER TUBES ONLY



No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.

IT'S QUICK

A complete outfit, with repair gum, ready for instant use.

Model "T" Mailing weight 4 lbs. $2.50

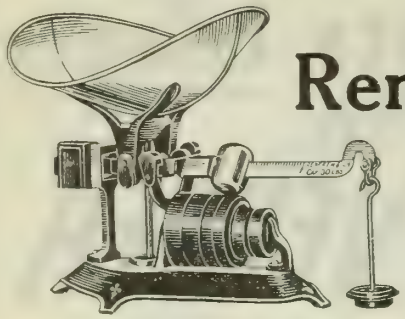
Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.



The
Renfrew
Household
Scale

Capacity
½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

Butler's FAMOUS SHEFFIELD CUTLERY

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62, Holborn Viaduct, E.C.
Canadian Representative:
G. A. MARSHALL 70 Lombard Street, Toronto

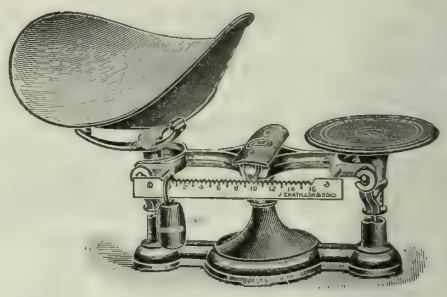
ELECTRICAL
SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity —strong, durable and accurate.

They will bear the most critical government inspection.

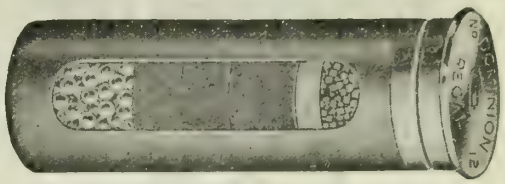
It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

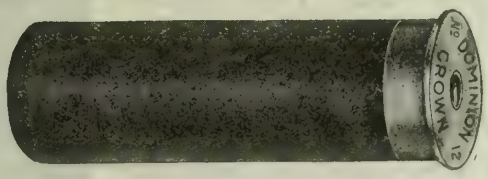
JOHN CHATILLON & SONS
85 Cliff Street New York City

If interested, tear out this page and keep with letters to be answered.

LOADED SHELLS

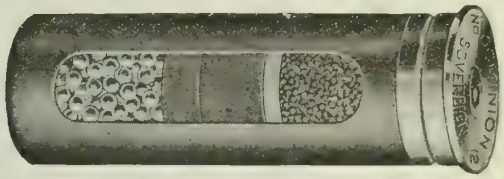


REGAL Loaded with Ballistite Smokeless Powder, 12 Gauge.



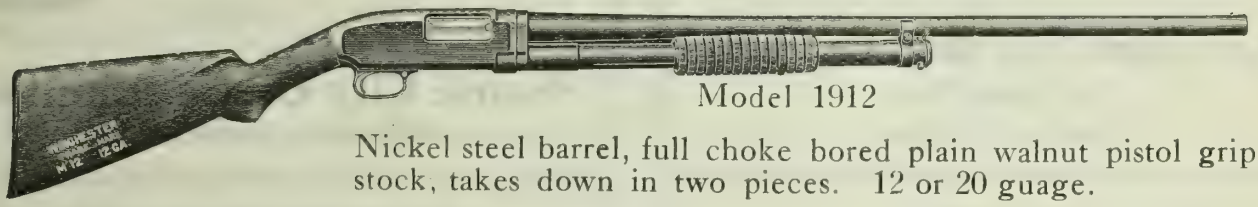
Dominion Make

CROWN Loaded with Black Snapshot Powder, 10, 12, 16 and 20 Gauge.



SOVEREIGN Loaded with Dupont Smokeless Powder, 10, 12, 16 and 20 Gauge.

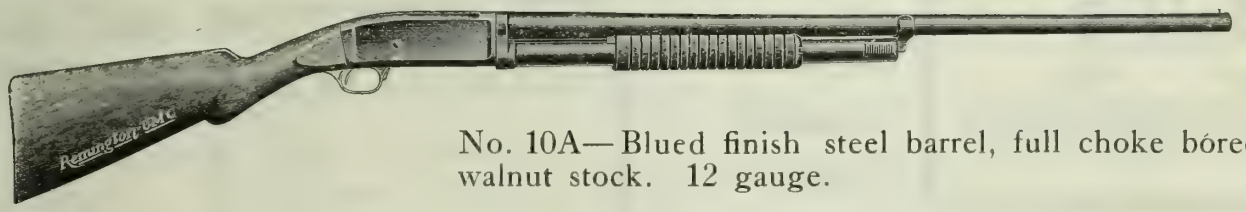
Winchester Repeating Shot Guns



Model 1912

Nickel steel barrel, full choke bored plain walnut pistol grip stock, takes down in two pieces. 12 or 20 guage.

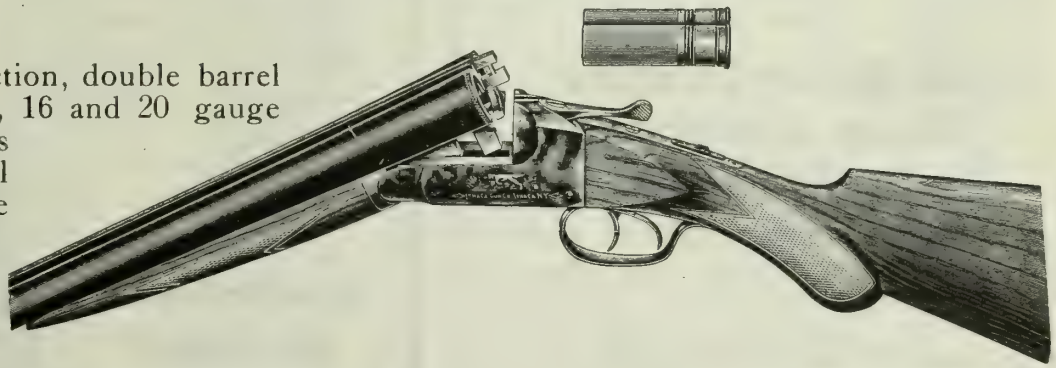
Remington Repeating Shot Guns



No. 10A—Blued finish steel barrel, full choke bored walnut stock. 12 gauge.

Ithaca Field Gun

Three bolt action, double barrel shot gun, 12, 16 and 20 gauge smokeless powder steel barrels, choke bored walnut stock. Automatic safety.



Single Guns and Rifles. Revolvers and Pistols.

CAVERHILL, LEARMONT & CO., Montreal

If interested, tear out this page and keep with letters to be answered.

DEPENDABILITY

P H

TRADE MARK

Quality Files

are dependable files. Finest Crucible Cast Steel, expert workmanship, and rigid testing give a triple assurance to your customer. Each file out of the box is as good as the fellow before it.

No seconds, no "duds." Every file must stand up to its job—or we want to know why.

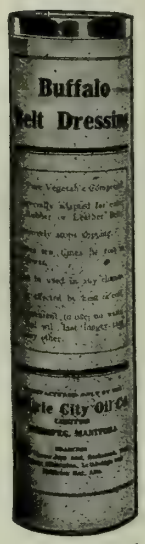
They cut—and THEY WEAR.

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.
"Ask your Jobber"

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.
St. Thomas, Ont.

TRADE MARK KEYSTONE BRAND REGISTERED

KEYSTONE METAL CASE STAPLED BROOM

PATENTED

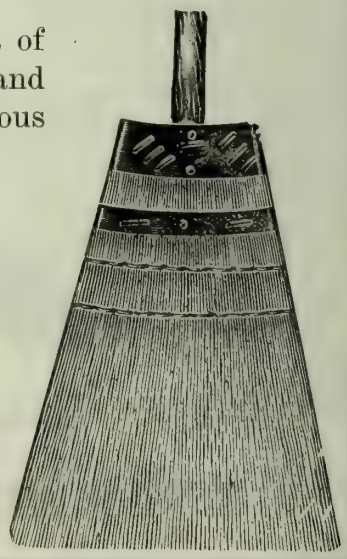
A really excellent Canadian-made broom for heavy work. Cannot be pulled or broken from the heavy maple handle.

Write for prices of all corn, or corn and bamboo in various weights.

Write for prices, etc., to

Stevens-Hepner Co., Limited
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



If interested, tear out this pand keep with letters to be answered.

Get our prices on

GLASS for WINDSHIELDS and HEAD-LIGHTS

(Prompt Delivery Guaranteed)

There'll be dozens of minor auto accidents this summer where windshields and head-lights come to grief.

Be prepared for this business. Let your customers know you can supply their needs.

When sending orders, enclose paper pattern exact size required to avoid delay.

Write for price list.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

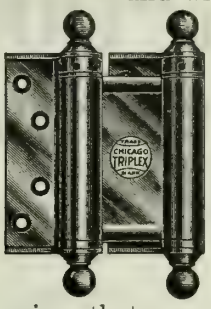
189 QUEEN STREET EAST, TORONTO

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

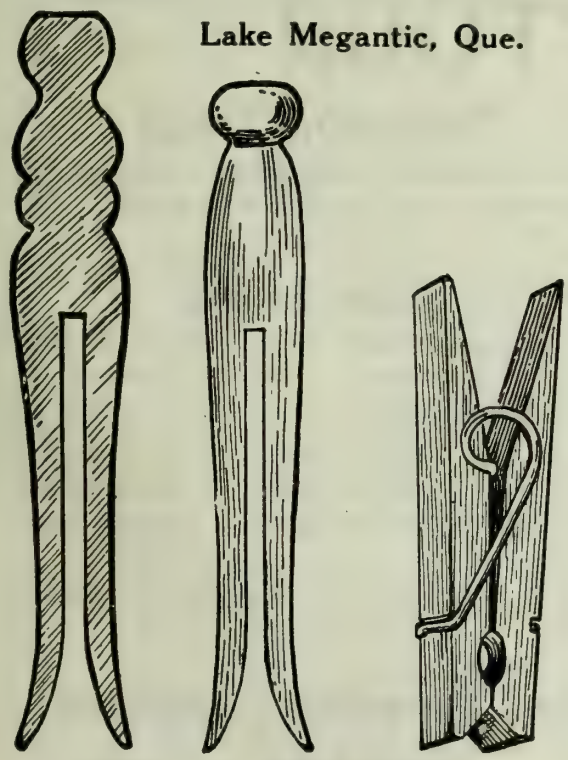
Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of Clothes Pins.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

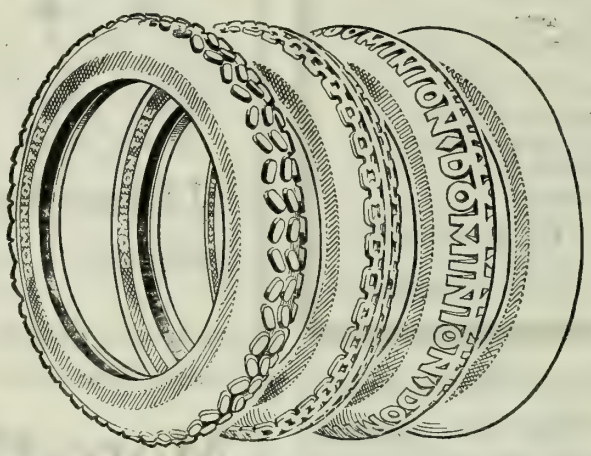
The R. McDougall Co., Limited

GALT, CANADA

If interested, tear out this page and keep with letters to be answered.

There's a "DOMINION" Tire for Every Kind of Service

As no one type of tire can possibly be best for every type of car and road and driver, we make four distinct types—



THE BIG FOUR

Nobby Tread

90% puncture proof. Gives maximum mileage and practical freedom from punctures and other annoyances.

Dominion Tread

A thoroughly dependable anti-skid. Has the most rubber where there is most wear—on the tread.

Chain Tread

The suction of the cup-shaped links grips the road—prevents skidding, and gives remarkable traction.

Plain Tread

The basis of all DOMINION TIRE value. Serviceable and economical — because mileage is built right into it.

Whatever car you drive—wherever and however you drive it—there is a DOMINION Tire perfectly adapted to your needs—the one tire it will pay you best to buy. Choose with judgment and you will get the most satisfactory service you have ever enjoyed.

Behind DOMINION Tires stands the largest Manufacturer of Rubber Goods in the British Empire.

Canadian Consolidated Rubber Company, Limited

Head Office, - - MONTREAL

28 Branches throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JULY 14, 1917 No. 28

CONTENTS

Reviving the Gun Club 27-8
New Department in Latham's Store 29
What Others are Doing 30
How We Keep Trade at Home 31
Still Higher Prices Coming 32
Some Enlightening Information 32
Post Office as Delivery System 33
Menace of Overdue Accounts 33
Events in the Trade 34-5
New Customs Ruling 36
Woolworth—The Small Change Merchant Prince 37-8
New Goods 39
What Other Papers Say 40
Markets at a Glance 41
Weekly Market Report 41-47
New Shoe Findings List 43
New Iron Pipe Prices 44
Flax Crop Estimated 15% Greater 48
Weekly Paint Markets 50-2

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

The Substitutes for

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD GEAR"

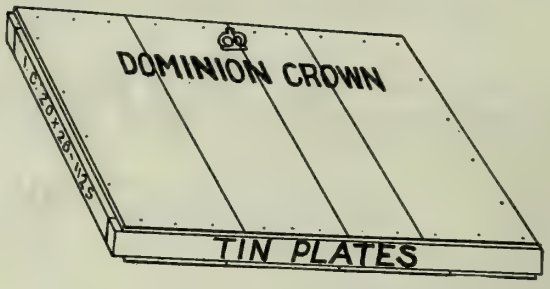
or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on **"DOMINION CROWN"**

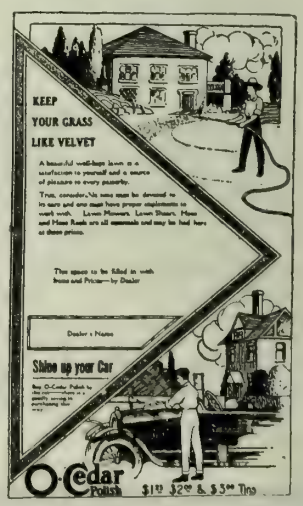
A. C. LESLIE & CO., LIMITED
MONTREAL

Only One Store in Each Town Gets This Free Series

The first dealer to request them, gets *free,* six advertising plates—ready to insert in your local paper. These six ads are specially prepared for use of hardware dealers handling

O-Cedar Polish

The two small reproductions will give you a good idea of what splendid ads these are.
There is an ad on Screen Doors and Windows.
An ad on Cutlery.
A Paint ad.
A home laundry ad on Ironing Boards, Wringers, etc.
An ad on Garden Tools.
And an ad on Lawn Mowers, Shears, Hose and Hose Reels.
Size of each ad—2 cols. x 7¼" deep.
Each ad contains a little timely talk on O-Cedar Polish and its various uses.
Blank space is left in each plate for the insertion of prices and the dealer's own signature.



Send for these free plates to-day. The first store in your town to ask for them, gets all six.

THE CHANNELL CHEMICAL COMPANY, LIMITED
369 SORAUREN AVENUE, TORONTO

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JULY 14, 1917 No. 28

Reviving the Gun Club

by H. W. Parr

How Saskatoon Trap Shooters Were Drawn Together and the Club Made Bigger and Better Than Ever—Big Revival of a Popular Sport—Hardware Store Windows Played Prominent Part in Stirring up Interest.

OUR store has always been looked upon as the headquarters for the Saskatoon Gun Club, but this year it seemed as though the popularity of trap shooting was waning a little, and we had almost resigned ourselves to the conditions that were prevailing.

A goodly portion of the members of the Gun Club are overseas, and the few regular members that were left were discussing the future of the Gun Club in the store one day, as to the feasibility of running a successful organization.

It was practically decided upon that there should not be a Gun Club this year owing to the lack of members and the high cost of ammunition.

And so the question of the Gun Club was left dormant for the time being.

A few of those whose heart and soul is in the sport decided to maintain a semi-private club for their own recreation.

The fascination of the sport was too great for the faithful to abandon it altogether. But—the faithful few and other circumstances which occurred have resulted in the biggest and best Gun Club that Saskatoon has ever had.

I was talking to one of our customers one day, and during the conversation he mentioned the fact that he had a pure-bred setter that had given birth to ten of the finest pups he had ever seen. A happy thought for another original window display was immediately formed. I asked him if he would let me have them for a few days, when they were old enough, and he readily consented. During the time that I was waiting for the pups to grow, little had been done or said regarding the Gun Club. I suggested to my employer that we ought to run a publicity window for the Gun Club in connection with the attraction of the pups. This he readily agreed to.

We discussed the probabilities of increasing the membership of the Gun Club. I suggested that I make an appropriate window display and cards, and try in that way to create interest toward the Gun Club. Several of the regulars were lined up on the question, and each one agreed that the idea was good.

A date was set for the meeting, and I immediately made suitable cards for the window. About half a day was spent in arranging a background and installing the same.

The large panels are of beaver board and ornamented with stencils, clay birds and loaded shells.

The cups were brought forth from their resting place and polished with a vigor that was entirely new to their surface. A large runway was then made for the pups, and as our window is a fairly good depth, sufficient room was left for the display to remain undisturbed. Poultry netting was used to keep the mischievous pups from the pictures of the trapshooters. One would imagine by the actions of the pups when they were placed in their new quarters that they had some claim on the boxes of shells and other displayed matter at the other side of their fence. They are not able to realize how closely affiliated they will be with those shells, etc., some day. Six of the pups were sold from the display and taken to their new homes after a week of very successful entertaining. In fact, all ten have been disposed of to men who are good sportsmen, and men who are in their glory when the day for the loaded shell and shotgun comes round.

Well, so much for the pups and their part in the reorganizing of our Gun Club.

The day for our meeting came round, and do you know, we had twice as many men at that meeting as we have ever had before at an annual meeting.

Talk about enthusiasm; words can't de-

Ten live pups in this window attracted the attention of hundreds of people. Incidentally the splendid display of ammunition, and the attractive show cards in the window made a strong appeal to all sportsmen. Display by H W. Parr.

scribe it. Every man seemed eager to do something. Suggestions were offered and exchanged, with the result that new blood was placed at the head of affairs, a new location of the shooting ground was secured, new traps were installed, new members enrolled, new systems of maintenance were put into force, and a new spirit, such as has never been manifested before, was instilled through that meeting.

Words of appreciation of the window display were expressed by several of those present that night, and there were several who stated they would not have been there had their attention not been attracted by the window display.

Prominent Business Men Were Elected as Officers

A new membership fee was charged, $3 being the new fee, as compared with $1 in previous years. Despite the fact that the fee was increased to $3, the new officers of the club rustled for members and to-day have a paid-up membership of over 150. Some difference from our best previous year, which was in 1914, when we had a membership of 60. We thought that was very good.

The club is self-maintained by a profit on the shells and clay birds being sold at the club-house. In each entry the shooter must pay in advance for his shells and birds, and in no case is he allowed to shoot before he has handed out the coin. Out of the profits, the trap boys and the ammunition seller are paid, and the rent for the grounds.

Access to the grounds is free, and the spectators are becoming more numerous than they have ever been before. Probably we are luring others on unintentionally, for there is no doubt that trapshooting is one of the most alluring sports there is.

Now for the business side of this popular sport. What do we get out of it? Well, we get the acquaintance of practically all the shooters, which means, indirectly, sales of hardware, etc., which would most likely go elsewhere had we not made the acquaintance of these sportsmen through the club. We also made a small profit for handling and installing the new traps.

We have sold several of the latest models of field and trap shotguns since the reorganization of the club.

We have sold several thousand shells at a small profit.

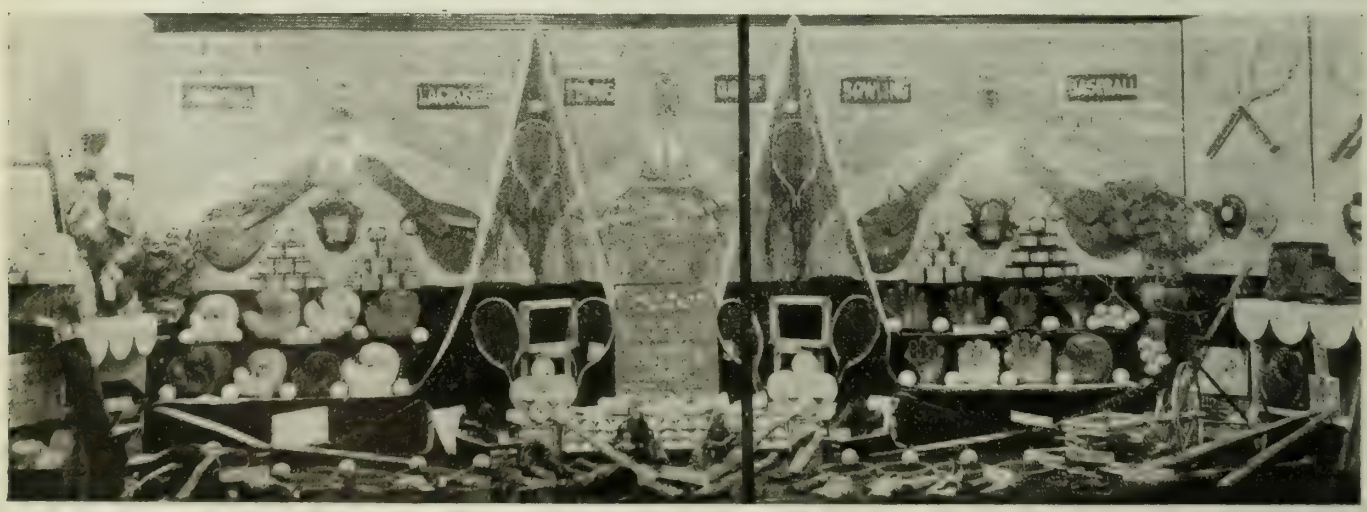
We have sold more rubber butts for gun stocks this season than we have sold for the past five or six seasons.

We have made many friends, which means more than we can estimate.

The accompanying photograph shows the shooters just before the commencement of the shoot on May 24. There were many members who took the privilege of visiting friends in the country on this day, as it was a glorious day. However, you will notice that the bunch were lined up pretty well, and that some of the younger generation were there also. Future trapshooters.

This is the one sport that brings men closely together. In the picture are faces of doctors, lawyers, travellers, farmers, city commissioners, plumbers, elec-

(Continued on page 35.)



This display by H. W. Parr appealed to all lovers of sport. Window trimmers in other cities can secure many splendid suggestions from this display. A wide range of sporting goods is shown, including baseball and tennis supplies, golf goods, lacrosse and lawn bowling supplies. The neat showcards add to the display and deliver interesting messages to the public.

New Department in Latham's Store

An old department in a new form in Latham's Hardware, Moose Jaw, Sask.

READERS of HARDWARE AND METAL will undoubtedly recall with interest the articles which have appeared from time to time regarding the developments in Arthur Lathams' hardware, at Moose Jaw, Sask., since its establishment in a modest way twelve years ago. The Latham store is a model in many respects and interior views and window displays have been shown in HARDWARE AND METAL on a number of occasions.

Mr. Latham believes that "leaving well enough alone is standing still" and this possibly accounts to some extent at least, for the changes and improvements which are constantly being made in the store.

A HARDWARE AND METAL representative dropped into the Latham store a couple of weeks ago and noticed some new fixtures which have recently been installed. Further investigation and inquiries elicited the information that the Latham Hardware had recently acquired some additional floor space, to be exact, 15 ft. x 50 ft. This added to the previous large store, gives a space of approximately 50 x 90 ft., with the exception of a small space occupied by a shoe store. The new section is occupied by the department illustrated above. The wall fixtures are unusually attractive. The silent salesmen are of strictly modern design and show off the contents to splendid advantage. The upper portion of the wall display case is devoted to the display of a wide range of lines such as are frequently carried in stock by large retail hardware firms. Among the many lines shown are casseroles, cake dishes, pie dishes, biscuit jars, pickle jars, cake and bread trays, butter dishes, bon-bon dishes, fancy tea and coffee pots, chafing dishes, brass jardinieres, bake dishes, etc.

The lower portion of the case is fitted with roomy drawers for holding surplus stock. Each drawer is provided with a card in a card holder, indicating the contents. The open cases are fitted with glass doors which may be lowered or raised at will. These doors when closed prevent the accumulation of dust on the goods displayed. At the same time the goods are always on display whether the doors are open or closed.

A wide range of cutlery is shown in the silent salesmen. Included are displays of case goods, large and small. A portion of one silent salesman is also used to display silver plated hollow-ware. The new department is fitted up in a strictly modern manner, and is quite in keeping with the other excellent departments in the Latham store.

A considerable space in the Latham store is devoted to sporting goods. The display of guns and ammunition is one of the best in Canada. An exceptionally large and attractive wall case is used for displaying rifles and shot guns. Upwards of 100 guns and rifles can be displayed at one time. Considerable display space is also devoted to baseball and tennis supplies, golf and lacrosse goods, etc. A wide range of goods is carried, from the cheapest baseballs and mitts for the small boy, to the more expensive lines for experts. In the Latham store there are several excellent display windows. These windows are used to the limit. Displays are changed very frequently, and they always show a marked degree of originality. Price tickets are used liberally in all displays. The window displays are arranged by F. S. Keller, who on a number of occasions has been among the prize winners in HARDWARE AND METAL'S window display contests.

Activities of Retail Hardwaremen

Seasonable Advertising by Retail Hardware Merchants in Various Parts of Canada —Wide Range of Goods Featured With Prices—Prices Vary in Different Localities.

J. W. RORK, hardware merchant of Norwood, Ont., is featuring through advertisements, the sale of Binder Twine at the following prices: 500 ft. 17½ cents, payable October 1; 550 ft. 18½ cents, payable October 1; 600 ft. 19 cents payable October 1; 500 feet, 17c cash; 550 feet 18c cash; and 600 ft. 18½c. cash.

* * *

TORRENS' HARDWARE, Tillsonburg, Ont., is featuring Arsenate of Lead as a more efficient potato bug killer for potato plants. In 1 lb. tins it is advertised at 30c; 5 lb. tins at 25c per lb.; 12½ lb. tins at 20c per lb.; 25 lb. tins at 18c. per lb., and 50 lb. tins at 16c per lb. The mixture is 1 lb. Arsenate of Lead to 10 gallons of water, and it is claimed does not involve the danger of getting it on the plants too strong owing to the fact that it shows white on the vines. Paris Green is also quoted at 70c per lb.

* * *

COWAN'S COLOSSAL HARDWARE of London, Ont., recently advertised a special sale of 10 dozen shopping bags suitable for marketing, etc., at prices ranging from 10c to 35c.

* * *

HENDERSHOT HARDWARE of Mt. Forest, Ont., recently featured automobile paint and finishes under the heading "Paint your Ford for $1.25." The finishes in black and five other colors were advertised for larger cars as well as being easily and quickly applied, and economical.

* * *

ORILLIA HARDWARE COMPANY, Orillia, Ont., are campaigning through their advertisements under the heading "Death to the Bugs." Potato growers, it is stated, have noticed that the bug threatens devastation if not checked. Paris Green, Arsenate of Lead, Bug Finish, and Sprayers are offered as the solution of the situation.

* * *

A. KENNEMANN, hardware, of Kindersley, Sask., is featuring through advertisements, his garage, paint and tinsmith departments. With suitable illustrations he advertises his stock of Auto accessories and the garage for repair work. Paints and Tinsmithing also figure prominently. The advertisement is run under the unique heading "The Big Hardware Store, Garage and Machine Shop."

* * *

JAMES WALKER HARDWARE COMPANY of Montreal, is advertising electric candles as "the ideal light for country homes." The candles, made of Brass, Nickle Plated, are six inches high with a four-inch base, and provide an instantaneous light when wanted without striking a match, and accompanied with no grease or sparks. The candle is priced at $1.15 and batteries at 35 cents.

* * *

MACNAB BROTHERS of Orillia, Ont., are featuring lines for combating the fly under the heading "Fight the Pests." Pure Paris Green is quoted at 65c. per lb.; Bug Finish 7 lbs. for 25c.; Arsenate of Lead, Paste, 23c. per lb.; Arsenate of Lead, Dry at 40c. per lb.; Zenoleum 25c $1.50; Dr. Williams' Fly Oil, $1.00 gal.; Cow Ease, $1.00 gal.; Creonoid, $1.00 gal.; Screen Doors, complete $1.40 to $3.00; Screen Windows, 25c. to 50c.

* * *

R. CHESTNUT & SONS, LTD., hardware of Fredericton, N.B., is featuring through its advertisements the sale of Safety Razors on the basis of a thirty day free trial. Under the heading "Something for Nothing" they feature the free Thirty Day offer with nothing to pay, and nothing to deposit.

JAMES S. NEILL & SONS, LTD., hardware, of Fredericton, is featuring Ice Cream Freezers as a timely and necessary article of the Kitchen outfit. The ad. says "No kitchen is complete without a good Ice Cream Freezer. Don't buy a poor one. Come here and procure one you can depend on. We have them in all sizes and to meet every demand."

* * *

DAY HARDWARE, RED DEER, ALTA., are featuring refrigerators in their advertising under the heading "Cut Down the High Cost of Living." The ad. says "You can cut the high cost of living with a Refrigerator. You can prevent considerable waste. You can keep your meat, butter, milk, cream and vegetables fine and fresh. With the high prices of foodstuffs to-day one must make every little economy possible and with a Refrigerator you can get the utmost value from your perishable foods. A Refrigerator will add greatly to the health, comfort and convenience of your home. They sell from $12.00 and every home should have one."

* * *

PORTEOUS BROS., CARLYLE, SASK., are advertising screen doors in timely fashion. Under the heading "Forewarned is Forearmed, Flytime is Here," their ad. says "an ounce of prevention is worth a pound of cure. If you could follow the travels and closely observe the conduct—for one day—of just one filthy "house fly" you would do your utmost to exterminate the breed. They are unspeakably filthy and go everywhere carrying poison and disease. Kill the early flies in your home—a good fly swatter costs but a few cents—and keep out the rest by using good screen doors and windows. If your last year screens are out of repair it will pay you better to buy new ones now than to take chances on fly-borne disease."

* * *

HODSON HARDWARE COMPANY, MAPLE CREEK, SASK., are advertising Cream Separators of various capacities, under the heading "Look Into Your Dairy Profits." Continuing, the ad says, "A few years ago the dairy-farmer did not look upon the dairy end of his farm with any more than ordinary consideration; to even attempt to sell him labor-saving and profit-making machinery was a useless and thankless proposition. The amount of actual dollars that has been wasted by poor, inadequate dairy methods should be the greatest incentive to guard against such losses, and to turn the dairy end of the farm into real big profits."

* * *

J. E. LIVERNOIS, LIMITEE, QUEBEC, QUE., are featuring the sale of Paris Green in timely fashion through their advertising. In one and twenty-five pound boxes it is sold at 65c per pound. An outstanding feature of the ad is the specially encouraging price offered to farmers and those interested in the destruction of the Phylloxera (potato bug). "If possible," continues the ad, "a slight reduction will be allowed to Agricultural Societies, Merchants or others buying in quantities of not less than twenty-five pounds. Owing to the present state of the market, this price is not guaranteed after our present stock is sold."

* * *

SASKATOON HARDWARE COMPANY, LTD., SASKATOON, SASK., are featuring through their advertisements the sale of automobile trailers for additional carrying capacity for delivery. The trailer makes it possible to carry two loads at once and the ad says "It can be attached to any car in one minute. Has solid rubber tires and will carry 1500 pounds." It is illustrated as carrying a load attached to the rear of a Ford car, and is priced at $98.00.

How to Get and Keep Business

Brief Essays by Western Merchants Describing the Means They Have Found Effective in Meeting Outside Competition—Advertising, Service and Quality Generally Considered the Greatest Arguments

EDITOR'S NOTE.—At the time the Manitoba Retail Merchants' Association was in convention at Winnipeg, Russel Lang and Company, booksellers and stationers of that city, as an incentive to a better understanding of the problems the cities, towns and country places had to meet in facing the competition of the Mail Order House, offered a prize for the ten best papers on the general topic "How We Get and Keep, Business in Our Town." We publish herewith three of the essays in the belief that they will be a stimulating influence to other merchants, to make their home town or district a real buying centre.

PUBLICITY, SERVICE, QUALITY, PRICE

The Best Means of Holding Business —How These Four Items Protect Against Mail Order House Competition.

By H. M. Dunham, of Brown's, Limited, Portage la Prairie, winner of the first prize.

NOW to meet extraneous competition is one of the hardest problems that confront the merchant in the small cities, town and villages in this Western country.

We have given the subject a great deal of study, and have made many experiments, which have convinced us that the solution of the trouble is in the manner in which we conduct our own business. We find that the getting and holding of business depends upon:

Publicity, Service, Quality and Price, in the order of importance in which they are mentioned, and which I will deal with separately, as from our own experience.

Publicity—Good local newspaper advertising, supported by well distributed circularizing and personal canvass, is the strongest check on the mail order catalogue.

Service—Efficient and courteous sales and delivery service, and the use of every possible means that will facilitate the comfort and convenience of the shopper. Prompt adjustment of complaints, and willing exchange of unsatisfactory goods. We try to make it a pleasure for people to shop in our store so that they will want to deal there.

Quality—We stock only dependable goods, bought from manufacturers and wholesalers of proven dependability. The source of the supply is particularly important.

Price—The price is also an important factor, but not the most important. Our buying is carefully done, and we can compete successfully with the catalogue. We may not be able to meet all the "leaders" in the catalogue, but we can have equally as good "leaders" of our own. If the customer with the mail order inclination will give us an opportunity we can usually fill his order, in aggregate, for equal to, or less than, the catalogue house.

We feel that we have the catalogue beaten in this district, and while perhaps twenty per cent. of the business gets away, we think that this percentage will gradually decrease.

ADVERTISING BY SERVICE AND DISPLAY

All Kinds of Advertising of Benefit—Encouraging Good Feeling Among the Merchants, — Stimulating Local Loyalty.

By H. G. Prior, of Portage la Prairie, Man.

IN the first place we advertise. Truthful advertisements intelligently written and attractively displayed, backed up by merchandise that is dependable, and as described in the advertisement, is to us one of the most effective ways of getting and keeping business at home.

People to-day, and especially the ladies, take great interest in the different news items submitted by the merchants, learning therefrom what is the prevailing style, where it can be procured, and what it will cost. As a firm we make ourselves known to more people, and more people become acquainted with our store through advertising in our local paper, than in any other way. To be well and favorably known means an increase of business for us.

An efficient staff of employees is a very strong factor in the getting of business and of keeping it at home. Service is the key-note of this store. Many of our customers consider the service rendered by our staff, more than our prices, though we give careful attention to both.

The appearance of our store has been a big drawing card. A stock well kept shows that life exists in the store. Goods arranged for display in windows, on ledges and in show cases attract many people to the store who eventually become regular customers.

A feeling of good-will and patriotism toward other merchants in our city, has been of great value in the building up of our home trade.

If we, as merchants, do not loyally support our fellow merchants when requiring lines such as they sell, we cannot in return expect to receive the patronage of them, nor will we receive the support from the people of the community that we would otherwise receive. We advocate buy at home, and we must practise it. Co-operation between customer and merchant is most necessary. If each day we show a spirit of brotherhood toward our customers, show them that we are interested in the welfare of men generally, interested also in the development of the city in which we live, and not live to ourselves alone, w in this way gain the confidence of the people and receive the support of many who otherwise might be inclined to send their money and business out of the city.

Eliminating the credit system is helping our business at home. The credit system has too many leak holes. The cash system has many advantages. By adopting the cash system we reduce overhead charges, dispose of bad debts, avoid mistakes in connection with accounts, remove the temptation of the fraudulent customer who procures goods under false pretences, governs the buyer who has a limited income, enables the merchant to pay cash for his stock of merchandise, which means lower prices to merchant and customer, and closer prices mean a bigger volume of business in our home store and city.

COMPLETENESS OF STOCK THE BEST ARGUMENT

Having the Goods Demanded the Best Way of Meeting Competition. Value of a Cash and Credit Price. The Place of Advertising

By C. W. Whitman, Emerson, Man.

OUR experience is that the foundation of sales results in the stock carried. We believe in carrying a complete stock of the goods our customers want. Have you ever heard your customers say: "Oh it's no use going there, they never have anything you want." We believe that much country business goes to the city in lines that country merchants overlook because they do not realize the demand. Our policy is, find out what our customers want, and what new demands can be created, and stock those goods.

The second point we have found worth while, is to promptly obtain any item out of stock. This applies especially to articles for which the demand is not heavy enough to keep. How does a customer feel, on going in one store for an article and being told, "we are out" with no further offer of service, and then going to the next store and getting the answer, "we are out, but we can have it down next mail." Which store drives its customers to the mail order people? We try to get the reputation of keeping everything our customers want, or if out, of getting it at once.

The next point is giving discounts for cash. Our goods are practically all marked two prices, cash and credit. The difference varies from 5 per cent. to 10

(Continued on page 35.)

EDITORIAL COMMENT

EVERY hardware merchant should examine carefully the new shoe findings list reproduced in detail elsewhere in this issue. Complete details are given and retailers can re-mark their stocks to conform with the new prices. The same might be said of dozens of other price changes shown in market reports elsewhere in this issue. HARDWARE AND METAL'S market service is proving a boon to the many retailers who are using it week after week.

* * *

ON Wednesday of this week the City of Toronto found itself in the throes of a big strike, upwards of 1,800 street railway employees walking out and completely tying up the system. Business in all lines has been disorganized to a certain extent and merchants in outside points should allow Toronto manufacturers and wholesalers a certain amount of latitude if orders of the past few days have not been attended to with the usual prompt despatch.

* * *

THE absurd situation into which the iron and steel situation has worked itself is causing no small amount of uneasiness in the United States. Many persons, who a few weeks ago were entirely opposed to Government regulation, are now of the opinion that Government intervention is necessary to prevent disaster. There is, of course, a very remote possibility of the steel makers endeavoring to adjust their market and forestall Government action.

* * *

MANY wholesalers' stocks on which abnormal profits have been obtainable, are dwindling. We are approaching nearer to the time when business will be transacted on a high price level with normal profits

STILL HIGHER PRICES COMING

FAYETTE R. PLUMB, President, American Hardware Manufacturers' Association, in his recent address at St. Louis, expressed the view that the price of everything is sure to go still higher. Mr. Plumb referred to the many advances in all factors of cost entering into the manufacture of hardware, and stated that these advances are sure to be reflected in the selling prices which will spread from the manufacturer through the jobber and to the retailer. These advances, he pointed out, will continue over a period of several months. A number of examples of greatly increased cost were quoted by Mr. Plumb. Steel billets which could be bought a year and a half ago at about $30 a ton cannot be bought now for $100 a ton. High speed steel formerly 50c a lb. now costs $2.50 a lb.; the market price for coal which manufacturers used to buy for $1.50 a ton at the mines is now $6 a ton at the mines; it is impossible now to get good Turkish emery for grinding and a poor substitute costs about twice the price; paper used for wrapping tools costs about 3 times as much as formerly; glue has advanced from 15 to 50c a lb.; cheap unskilled labor which formerly cost $1.50 a day is now $3 a day. Advances such as these, stated Mr. Plumb, have been coming faster during the last six months than at any time before. It is just as certain that they will result in higher prices for the retailer as that high water comes down the stream, stated the speaker.

Retailers who have been hoping that we would soon see a cessation of price advances, will find little consolation in the remarks of Mr. Plumb. The statements, however, coming as they do from a large and prominent manufacturer indicate what may be expected for some months to come.

SOME ENLIGHTENING INFORMATION

THE National Retail Hardware Association of the United States recently sent out a questionaire to over 600 hardware dealers, who are members of the Association. A great deal of interesting information was compiled from the replies received from retailers. According to a report on the results issued by the Association the average dealer spends 1½ per cent. of his sales on advertising. The average cost of doing business is 16.95 per cent. The average stock of 986 dealers, who replied to a separate inquiry is $12,937, and the average sales $36,573.

According to the tabulated returns, credit sales are on the decrease. Three hundred and thirty-four members reported that credit sales are on the decrease. One hundred and sixty-two members reported that their credit business is increasing, while 192 state that they note no change in conditions. Asked as to the number of jobbers they buy goods from, 308 members buy from two jobbers; 282 members buy from three jobbers; 87 members buy from one jobber. Eighty per cent. of those replying stated that they study the mail order catalogs.

One question, "How are community demands changing?" brought some interesting replies. One hundred and eleven merchants stated that the public is demanding better goods; 17 stated that better service is required; 14 stated that greater variety is needed; 11 reported that they have noticed a need for better prices. Questioned regarding the effect of the advent of the automobile, 193 members stated that

business had been increased; 35 reported a tendency for trade to move to the larger places; 11 members reported a reduction in harness sales.

When asked what the consumer is most interested in, 167 dealers stated price; 136 gave quality first place and 83 are of the opinion that service is most needed.

One of the most interesting questions was, in effect, "are jobbers helping retailers to meet mail order competition?" Out of 573 replies 445 said no, and 128 yes. It is quite evident that there is need for an awakening among some of the hardware jobbers of the U.S. The same might be said of Canada. There are some Canadian hardware jobbers who are giving real practical assistance to the retailers and making it more easy for the retailer to compete with mail order houses. On the other hand there are hardware jobbers who are doing little or nothing in the way of assisting the retailer in any way. In a few exceptional cases their chief hobby appears to be to criticize the trade papers and bewail the fact that things are not as they used to be.

POST OFFICE AS A DELIVERY SYSTEM

THERE is a move on foot in New York City in which all the large stores are interested with the idea of eliminating private delivery system and turning the whole work over to the postal department. When the size of the city to be served is remembered, and in conjunction with that, the fact that nowhere in the world has the delivery system with all its unnecessary overlapping and waste obtained so firm a hold as it has in Greater New York, it is easily seen what an epochal change such an arrangement would be. Yet it is understood that the New York Post Office has signified its willingness to take over this monumental task. Whether this move will actually materialize or not is hard to say, but the very suggestion is of moment. If it is a possibility in New York, it might be far more easily arranged in many Canadian cities.

MENACE OF OVERDUE ACCOUNTS

NURTURED by war activities, conditions that in early 1914 had become dull and depressed, have reverted again to normal, and from that in many instances have climbed beyond the normal into a very exceptional prosperity. With the passing of the idea that the war would be over in six months, and the gradual realization that it has lasted three years and may possibly go on for another two years, there has grown up a feeling of confidence in the stability of present conditions.

It is not the mission of this publication, to say a word that would in any way disturb the public confidence. It is not the mission of this publication to disseminate gloomy views, or to urge the curtailment of business activities There is this to be said, however, by way of warning, that these present appearances of prosperity are built up on war and war's activities; are built up on waste instead of conservation and progress, and that prosperity so built is on no very sure foundation. More than that we have no teaching of experience to guide us. The world has never known a catastrophe of such magnitude. All foretellings of the future are merely guesswork. There are men who bespeak an even increased prosperity in the years of reconstruction to follow the war. There are others who can see only a calamitous paying up for all the great wastage of blood and treasure. Either one may be right. But in these times it is not well to gamble too much on possibilities.

What can the merchant do? He certainly cannot discontinue business or adopt any half-hearted methods. All he can do is to adopt the standpoint that the best conditions will follow the war, and then provide against the possibility that he may be wrong. For one thing he may wisely keep a firm hand on all financial matters. Take the matter of accounts. Whatever the result of the war it is not going to be well for the overdue account. Here is the man, for instance who a week or so ago bought flour at $14.00, suppose that account is let run until that same flour is worth at market quotations say $7.00, such things might well be if the rosiest dreams are realized. Just how ready will this man be to pay this long deferred bill, just what measure of friendship will the merchant have stored up for himself? For his long patience, he will have earned a reputation of a conscienceless profiteer and be fortunate if he can collect his account. In times like these with prices far above normal, which means sooner or later that they must decline sharply, it is suicidal to let accounts run. The purchaser should pay, when he is in the same humor that he was when he made the purchase, and before he has grown to think that the charge is extortionate. Or suppose things are not quite as rosy, and there comes upon us a season of harder times. What then? In these days most people have been earning up to their maximum capacity. They can probably pay now if they ever can, and the merchant should make sure of this. If the customer cannot pay, it is always possible to get small regular payments on account. We are now half way through the year. If you as a merchant have been carrying accounts for extended periods, it is time to cry a halt in this dangerous practice. A good account is an asset, a delayed account quickly ceases to be so. To carry accounts over into the second half of the year is to tempt conditions too far. Clean up your business and keep it cleaned up. Keep your credit with your wholesaler good, and your customers' credit with you equally so. In that way, whether the optimist or the pessimist is right, your business should weather future storms.

EVENTS IN THE TRADE

BUSINESS CHANGES

Roland, Man.—C. S. Jones, hardware, has admitted Geo. Ross as partner.

Tisdale, Sask.—Larson & McIntosh, hardware, have been succeeded by I. M. Cousins.

NEW FIRMS

Westerham.—J. T. Ruggles has commenced the hardware business.

TRADE NOTES

Mossback, Sask.—Brink & Agar are opening a garage and hardware business.

Lachine, Que.—Martin & Morin, hardware, have registered Adelard Martin & Henri Morin.

Hensall, Ont.—J. McDonald, hardware, was recently burglarized and a number of articles stolen.

Vermilion, Alta.—Northern Hardware Co., Ltd., has commenced business in their new branch here.

Winnipeg, Man.—Wingfield Stove Company's store was recently entered by burglars through the plate glass store front.

INDUSTRIAL NOTES

Colborne, Ont.—The Canadian Furnace Co. has increased its capital stock to $1,500,000.

Hamilton, Ont.—The Canada Screw Co. are considering building an extension to their plant.

Ottawa, Ont.—Canada Pipe and Steel Company, Ltd., has increased its capital stock from $300,000 to $600,000.

Vancouver, B.C.—The Vulcan Iron Works will build and machine a shop on Industrial Island, to cost $30,000.

Copper Cliff, Ont.—The Canadian Copper Co. will build a blast furnace and converter to cost $200,000. The Dominion Bridge Co. will supply and erect the steel work.

Montreal, Que.—The Deloro Smelting and Refining Co. have opened up their own sales offices at 315 Craig Street West, Montreal, with B. Horwood as manager.

Sidney, N.S.—The Dominion Steel Corporation has started extensive improvements to the Wabana properties, which will increase the output of iron ore from 800.000 to 1.600,000 tons. The cost of the work is estimated at $1,500,000.

London, Ont.—City Council has accepted proposal of Ajax Rubber Company to guarantee bonds of the company to the extent of $450,000. The company will establish a plant in the city if the by-law is passed by the people on July 31.

INCORPORATIONS

Hamilton, Ont.—Canada Emery Wheels, Limited, has been incorporated at Ottawa with a capital of $50,000.

Walkerville, Ont.—Motor Products Corporation, Limited, has been Federally incorporated with a capital stock of $500,000.

Toronto, Ont.—Auto Top & Equipment Co., Ltd., has been incorporated with a capital of $40,000 to take over the present company of that name.

Hamilton, Ont.—Clemens Electrical Corporation of Canada, Ltd., has been incorporated with a capital stock of $50,000 to manufacture and deal in electrical appliances.

Toronto, Ont.—H. Stainton, Limited, has been incorporated with a capital of $40,000 to conduct a sheet metal business and deal in hardware and metal supplies.

Hamilton, Ont.—The Dominion Distributing Company, Ltd., has been incorporated with a capital of $40,000 to manufacture automobiles and deal in auto's accessories.

Montreal, Que.—Lynn Rubber Manufacturing Co. of Canada, Ltd., has been incorporated with a capital of $10,000 to manufacture and deal in rubber goods, both wholesale and retail.

Toronto, Ont.—Hosmer Stamping and Die Works, Ltd., has been incorporated with a capital of $10,000 to manufacture and deal in metal and metal products and wood products.

Winnipeg, Man.—The Farmers' Supply Company, Limited, has been incorporated with a capital of $250,000 to carry on a general foundry and machine shop business, and to manufacture metal work and woodwork.

Welland, Ont.—Electric Steel and Engineering, Limited, has been incorporated at Ottawa with a capital stock of $2,000.000 to manufacture and deal in iron, steel and other metals, and to operate shops for sale of articles manufactured by the company.

Toronto, Ont.—Canadian Sprinkler Equipment Co., Ltd., has been Federally incorporated with a capital of $50,000 to manufacture and instal fire prevention apparatus and engage in the business of electrical, civil and water supply engineers.

Hamilton, Ont.—Globe Engineering Company has been incorporated with a capital of $100,000 to take over the Globe Electric Machine Co., Ltd., and carry on business as ironfounders, engineers, metal workers and manufacturers of hardware and appliances.

Hamilton, Ont.—Slater & Barnard, Ltd., has been Federally incorporated with a capital stock of $1,000,000 to manufacture and deal in hardware and accessories, tools and machines for working sheet metal and wire, sheet metal stampings, etc. The incorporators are: Norman Slater, Thos. H. Barnard, J. W. King and Wm. R. Drynan, all of Hamilton.

PERSONAL

Fort William, Ont.—J. H. Ashdown, of the Ashdown Hardware Co., of Winnipeg, was a recent visitor here.

Thomas W. Pelman, Gillette Safety Razor Co., has returned to Canada from Petrograd, where he has been looking into business conditions.

VISITORS TO TORONTO

J. Angst, general merchant of McKellar, Ont., was in Toronto on business during the week.

S. L. Adolph, hardwareman of Listowel, Ont., was on a business trip to Toronto during the latter part of last week.

Mr. Silvester of Silvester Bros., Stouffville, Ont., hardware merchants, paid a visit to Toronto during the week past.

MONTREAL NEWS

Mr. Bailey, of the Metallic Roofing Co. of Canada, Ltd., Toronto, was a visitor to Montreal during the past week.

Good news of progress and interesting experiences has been received from Jim Mason, of the staff of Starke Seybold, Limited, wholesale hardware merchants, Montreal. Jim Mason is now with the Aviation Corps at Camp Borden. A photograph of him in his place in the aeroplane making his first flight, proved of great interest to fellow members of the staff.

Extensive alterations are being made to the premises of A. R. A'Bear, hardware merchant, Fairmont Avenue, Montreal. Mr. A'Bear is taking in the adjoining premises, and when the alterations are completed he should have about double the space for business which he has formerly used.

GUNSHOT WOUND IS FATAL

Assiniboia, Sask.—The accidental discharge of a gun in an automobile inflicted wounds which proved fatal to E. Wagner, of the hardware firm of Mazee and Wagner, hardware merchants. Mr. Wagner was on a motor pleasure trip with relatives and others, and at the time of the accident was re-entering the automobile after closing a gate, at a point forty miles southwest of Dollard, Sask. Mr. Wagner was popular in business, an active church worker, and a member of the Masonic and Oddfellow Lodges. The remains were shipped to Iowa for burial.

MARKET FOR CANADA'S GOODS

A resolution proposed by Senator Beaubien at Ottawa has been adopted, urging the Government to advertise Canadian products in France by means of an exhibition train of sample goods for the purpose of obtaining for Canadian producers a larger share of the French market, especially at the cessation of hostilities.

$20,000,000 NICKEL PLANT

Toronto, Ont.— The British-America Nickel Corporation, a $20,000,000 concern, has been formed by the British Government to produce nickel in Canada, and prevent supplies reaching Germany. E. P. Mathewson is general manager of the plant to be located near Sudbury. A $7,000,000 plant has been erected and a number of mines purchased.

NEW PRESIDENT OF GENERAL CAR WORKS

Quebec, Que.—At a recent meeting of the directors of General Car and Machinery Works of Montmagny, Ltd. Charles A. Paquet resigned as president to take the general managership of the plant. D. O. Lesperance ex-M.P. unanimously elected president is also president of A. Belanger Co., Ltd., manufacturers of agricultural implements and stoves with headquarters in Montmagny.

CAR WON BY MONTREALER

In the Campbell's varnish stain window trimming contest, conducted during clean-up week, April 30 to May 5, 1917, throughout the United States and Canada, by the Carpenter-Morton Co., Boston, manufacturers and jobbers of paints, varnishes and paint specialties, the following prizes were awarded: First prize, a Ford touring car, won by A. S. Bissonnette, Montreal, Canada; second prize, $100 in gold, won by Geo. W. Larrabee Co., Kennebunk, Maine; third prize, $50 in gold, won by Jones Bros., Oneida, New York; fourth prize, $10 in gold, won by Hamler's Drug Store, Burlington, Iowa; fifth prize, $10 in gold, won. by J. P Belair, Montreal, Canada; sixth prize, $10 in gold, won by O. B. Weber's Hardware Store, Mattoon, Ill.; seventh prize, $10 in gold, won by Smith Bros., Houlton, Maine; eighth prize, $10 in gold, won by John Strang & Son, Ottawa, Canada.

The photographs of the display were judged from the standpoint of originality, attractiveness and selling value, and the judges were George W. Coleman, director of Ford Hall Foundation; Frank Black, advertising manager for William Filene's Sons Co., and Melville H. Smith, New England manager for the Curtis Publishing Co.

HARDWAREMEN TO HOLD PICNIC

Toronto retail hardware merchants are completing arrangements to hold their annual picnic at Lambton Park on August 1.

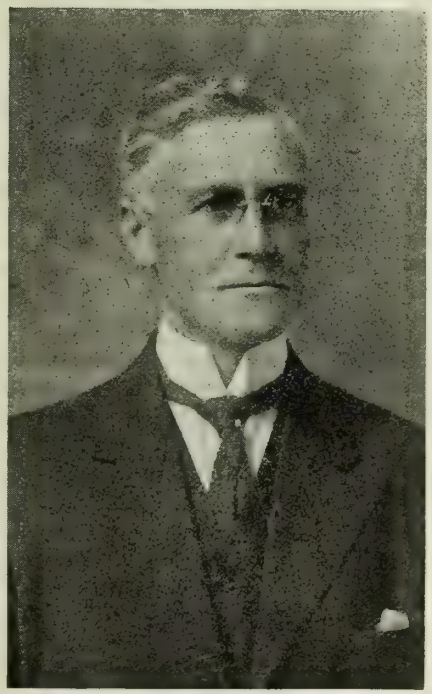
London, Ont., hardware merchants have completed all arrangements for a monster picnic at Port Stanley on July 25.

McBRIDE WINS BEATTY BROS.' CONTEST

H. H. McBride, travelling salesman for Beatty Bros., Ltd., Fergus, Ont., has won first prize in the coast-to-coast contest recently closed by Beatty Bros.

The firm offered $300 in prizes to the salesman scoring the greatest number of points in a given time. Each salesman was credited with points, a certain number of points being allotted to each of their lines. At the end of the contest Mr. McBride was many points ahead of the two nearest.

Mr. McBride has been identified with the hardware trade for many years. He was raised on a farm in Carlton County, but while quite young went to Renfrew and spent 11 years with P. J. Campbell & Co. At the end of that time he joined with a partner and spent five years in the hardware business under the name of Campbell & McBride. Thirteen years ago he moved West and went on the road selling hardware specialties for Rattray & Cameron. Later on he joined the sales force of the Winnipeg branch of F. W. Bird & Sons, and still later was city traveller for the J. A. Ashdown Co.



H. H. McBRIDE,
Beatty Bros.' sales staff, winner of first prize in Beatty Bros.' contest.

He joined the Beatty sales force in Winnipeg last September, with headquarters in Saskatoon, covering as his territory the North-Western portion of Saskatchewan.

Mr. McBride has two sons in the fighting lines, both of whom have been wounded.

AUTO INDUSTRY BOOMS IN WESTERN CANADA

J. L. Middleton, manager of "Motor in Canada," published in Winnipeg, states that the demand for motor cars in Western Canada, is exceeding the supply. As an indication of the progress in the auto business, Mr. Middleton pointed out that at the present moment there are 58,000 automobiles in the three provinces—Saskatchewan with 22,000; Manitoba with 19,000; and Alberta with 17,000. The estimated value of cars and accessories has been placed at $60,000,000.

REVIVING THE GUN CLUB

(Continued from page 28.)

tricians, jewellers, school teachers, salesmen, clerks, all rubbing shoulders, all on the same level.

The enthusiasm has not diminished at all; in fact, it seems to be growing. The provincial tournament is expected to be held at Dundurn, a town some twenty or twenty-five miles from here, and plans are now under way for a big turnout by the members.

The stout man seated in the centre of the picture is our best shot. He weighs over 300 lbs., but his weight does not prevent him from being present at every club shoot, which is held every Friday

A bigger and better Gun Club has been realized.

HOW TO GET AND KEEP BUSINESS

(Continued from page 31.)

per cent. All goods are charged at charge price, but payment inside thirty days gives our customer the cash price. Our customers appreciate this as much as we do. Cash is worth money, we make it worth while for our customers to pay cash, and thus help keep business at home.

Of course we find it necessary to successfully compete with mail order prices on staples. And we can compete to a large extent, as every hardware man knows. This sometimes leaves a small margin but keeps business. This year we believe we have practically eliminated mail order business in woven and barbed wire fencing, and paint. In fencing especially we do not keep a stock but forward our orders and buy and sell for cash. We have side-tracked paint orders on the way to the post office. These conspicuous examples appear to stand out in our customers minds and the result is they get the habit of buying their hardware from us.

Another point of importance necessary to link up a well assorted stock, cash discounts and mail order prices is advertising. We can't keep business at home unless our customers know what service we have to offer. They all know what the mail order people have to offer. Advertising in the local weekly, mailed circulars, letters, etc., personal solicitation all combine in selling our goods and services to our customers.

To sum it up, we find it necessary to have the goods, to give our customers actual service in supplying what they want, to give equal value to every one, so that the man who buys on time pays for it, and the man who pays cash doesn't, and to let our customers know about the goods and services we have to offer.

New Customs Ruling

Not More Than 25 Per Cent. to be Added to Market Value of Goods at Time of Purchase When Imported Within Nine Months—Result of Importers' Protest a Year Ago.

A CUSTOMS Regulation that has just been issued recognizes to a certain extent a contention made by Canadian importers about a year ago when they protested to the department against paying duty on the price of goods based on the market value at the time of shipment. They maintained that they should pay duty on the "contract" price which may have been fixed six or eight months before. The Customs Department has given in to the extent that not more than twenty-five per cent. shall be added to the purchase value to represent the advance in price in the meantime.

The Regulation

"During the period of the war, until otherwise ordered, Customs duties on imported goods subject to an ad valorem rate may be accepted by Collectors of Customs in Canada at the fair market value of the goods at the time of purchase in the country whence exported directly to Canada, with an addition to such value of not more than twenty-five per centum when imported within nine months from the date on which such goods have been contracted for or ordered to be shipped to Canada, notwithstanding any greater advance in the value of the goods prior to their exportation to Canada.

Rudolphe Boudreau,
Clerk of the Privy Council."

The argument of the importers last year when the rule that duty must be paid on the value "at the time of shipment" began to be enforced strictly for the first time, was that this was an injustice to them. For instance the wholesalers bought goods at a certain contract price say in April, and allowing for duty on this purchase price, at once turned and disposed of these goods to the retailer. In July or August or later when the goods were being shipped they were charged a duty say of 30 per cent. on an increased valuation since the goods were bought. If this amounted to 50 per cent. the extra duty would be 15 per cent., which would wipe out the margin of profit, and more. On a 25 per cent. increase the extra duty would add 7½ per cent. to the cost of the goods, for 20 per cent. it would be 6 per cent. more, and so on. The Department at last consents to a maximum increase of 25 per cent. over the purchase price when goods are imported within 9 months.

War conditions are of course the occasion of the regulation being noticed at all. In normal times the two colums, one for the purchase price and the other for the "market" price at time of shipment, were invariably the same, and the average importer duplicated the figures without a thought of their significance.

Win When Market Drops

The Customs authorities state that when the market is on the downgrade the importer will be paying only at the lower price when the goods are being shipped not at the higher purchase price. "Maybe so," the importer remarks, "but that time is still afar off."

OPPOSE FREIGHT ADVANCE

The railways found solid opposition at the hearings before the Board of Railway Commissioners held at Winnipeg last week, for the purpose of considering a proposed freight increase of 15 per cent., and a new freight classification. Representatives of every important industry in Winnipeg presented evidence of a convincing character against the increase and in many cases the proof was so strong as to indicate paralysis of business in certain lines. So many witnesses had to be heard on the subject of revising the demurrage rules and on the reclassification plan that the commission was not able to take up the percentage increase asked by the roads. It was shown by nearly every industry that the proposed new classification, in itself, was an increase in rates more to be feared than the percentage increase. On the demurrage question all shippers stood firmly for an equitable rate, but none believed the $3 a day as a starter after the two free days was justifiable. The Canadian Manufacturers' Association approved of the proposed increase in freight rates.

TORONTO RAILWAY STRIKE

TORONTO is in the throes of a street car strike which in point of inconvenience is the most successful event in the recent history of the city. The eighteen hundred employees of the street railway are clamoring for an increased wage of ten cents per hour and certain other better working conditions, and owing to the failure to compromise between the men and the authorities a strike was declared effective from early on Wednesday morning, which at time of writing shows no signs of letting up.

Recognizing the disastrous effect of such a strike on trade and on the business life of the city, many attempts were made to smooth over the difficulty and keep the cars running. When the company refused the terms of the men, on the grounds that their fulfilment would so exhaust the earnings of the company that it would be unable to show a profit, appeal was made to the Ontario Railway Board, which has power to take over the operation of the railway until the trouble is settled. Further appeal was made by Mayor Church to Premier Borden and to other members of Parliament. As a result of this latter appeal, the Minister of Labor took the matter in hand and sent a representative to Toronto, stating at the time that if necessary a board of conciliation would be formed. A representative of the Amalgamated Association of Street Railwaymen of America used his influence, and other officials urged arbitration under the provisions of the Lemieux Act, or by independent boards—

(Continued on page 38.)

TAKING HIS MEASURE FOR BEEFSTEAK

—McConnell in the *Toronto News.*

Hon. W. J. Hanna is Canada's Food Controller.

THE JUNIOR CLERK'S PAGE

WOOLWORTH---THE SMALL CHANGE MERCHANT PRINCE

The Story of the Building up of the Greatest Retailing Organization in the World.

THERE are few names better known throughout the length and breadth of Canada and the United States than that of Woolworth—the man who has accumulated one of the new world's big fortunes by trading with nickels and dimes, who has made himself the largest retail merchant in the world by catering to needs and wants which the average retailer thinks hardly worth while. Here is the story of the magic career of the five, ten and fifteen cent merchant prince as told by B. C. Forbes in "Leslie's Weekly:"

A barefooted American farm lad made up his mind that he would rather work behind a counter than behind the plow. He was so green and gawky and awkward, so palpably a "hayseed" that, try as he might, no merchant would engage him at any wage. But the boy had such determination and doggedness that he agreed to serve for nothing, living meanwhile on his painfully-earned capital of $50. So complete a failure did he prove at selling goods that in his next job his small pay was reduced instead of increased. But, though he agreed with his boss that he was a misfit as a salesman, he did not give in. He stuck.

To-day he is the largest retail merchant in the world.

Here are some of his last year's sales: 50,000,000 pairs of hosiery, 89,000,000 pounds of candy, 20,000,000 sheets of music, 12,000,000 pounds of salted peanuts, 6,250,000 neckties, 42,000,000 boxes of safety matches, 9,000,000 domestic toys, 21,000,000 sticks of chewing gum, 1,700,000 nursing bottles, 15,000,000 cakes of soap, 5,000,000 phonograph records, 5,000,000 papers of hairpins, 5,500,000 rolls of wax paper—enough to wrap sufficient sandwiches to feed 170,000,000 people; 5,000,000 papers of common pins, 2,250,000 boxes of crochet and embroidery cottons.

Also:

His customers last year exceeded 700,000,000, an average every day of over 2,250,000.

Sales—all over the counter; no orders are filled by mail—last year exceeded $87,000,000 and are this year running at the rate of $100,000,000, representing about 1,500,000 distinct and separate transactions.

He owns a store in every town in the United States of 8,000 population or more.

His stores in the United States and Canada aggregated 920 on January 1st, 1917.

He controls 75 stores in Great Britain and plans to establish hundreds throughout Europe.

He employs between 30,000 and 50,000 men and women in his stores.

His organization is capitalized at $65,000,000—and has a market value of millions more.

He is the sole owner of the highest building in the world, 792 feet high, for which he paid $14,000,000 cash out of his own pocket.

Now you know who this is.

"What is your ambition?" I asked Frank W. Woolworth, creator of the 5- and 10-cent store.

"To open a store in every civilized town throughout the world," was the Napoleonic reply.

And when Frank Woolworth sets his heart upon doing a thing he usually does it, no matter how numerous or how enormous the difficulties, how severe the discouragements or how complete initial failures.

Looking Ahead.

"What is your guiding business policy?" I queried.

"I look always ten to fifty years ahead and plan accordingly."

"And your basic principles?" I next asked.

"Give the people such value that they will save money by trading with you; and treat your employes so well that they will give your customers satisfactory service."

"What was your first important discovery in your journey up the hill of success?"

"When I lost my conceit that nobody could do anything as well as I could myself and learned to entrust duties to other people."

"How do you keep in touch with 900 stores and how do you analyze where new stores should be opened?" I asked.

"We maintain our own census all over the United States and Canada. It is kept up to date so that we know continually just which towns are growing, which ones are standing still and which ones are dwindling. Every movement of people is reported to us and we try to diagnose coming developments. For example, when the United States Steel Corporation decided to build at Gary, Ind., we immediately went in, before fifty houses had been erected there, secured the most desirable location and waited for the population to come. To-day we have two very large and very successful stores there. It was easy to foresee what was coming. Then, by bringing together every month representatives from each of the nine districts into which the United States and Canada are divided we keep posted on what is doing throughout the whole territory. We maintain a sort of day-to-day history of the two countries. Organization and co-operation largely explain our success."

"Isn't your purchase of a large site directly opposite the Public Library on Fifth Avenue, New York, in the very heart of the fashionable district, a distinct innovation, an entirely new departure in the development of your business?" I remarked to Mr. Woolworth, touching a subject upon which the newspapers had been commenting, not to say criticizing, very freely.

"We do things as big as that any day," Mr. Woolworth replied somewhat impatiently. "The trouble is the people in New York don't take a sufficiently broad view. A few years from now Fifth Avenue will be like State Street, Chicago. There are more department stores on State Street and a greater volume of business done there than on Fifth Avenue. Our Fifth Avenue store will be less costly than some of the others. We established a store eight years ago in Chestnut Street, Philadelphia, the most exclusive high-price street in this country; our store is right next to Caldwell & Company, the Tiffany's of Philadelphia, and it has been very profitable. The same thing applies to Washington Street, Boston; Market Street, San Francisco; and Washington Avenue, St. Louis. Many people imagine that only the poorer classes patronize the 5- and 10-cent stores. That was true up to about fifteen years ago, but since then all classes have come to our stores in increasing numbers.

Giving Service.

"The other evening the wife of one of the best-known lawyers in New York told me that she visited our Sixth Avenue store every week and bought things for herself, her children and grandchildren, her purchases last year having totaled over $600. This is by no means an exceptional case. We can sell cheaper than the department stores because of the tremendous quantities we buy. More and more every year we are taking the complete output of manufacturers of different kinds of goods; by keeping their plants running on full time from beginning to end of the year on one thing, the cost of production is reduced to the minimum, so that there are many articles we can sell at 10 cents which cost 25 cents or more in other stores. Then our overhead charge, when distributed over 900 stores, becomes only a very small percentage."

How He Got There.

How did Frank W. Woolworth get there?

This is the first time Mr. Woolworth has been persuaded to tell in detail his early struggles. He dislikes talking about himself, but was finally induced to relate his early hardships. He portrayed neither hero nor martyr. He simply narrated just what he went through. Biography contains no more typically American experience.

"I did not have to overcome any handicap of inherited wealth," he began. "That usually takes all ambition for achievement out of a young man. I was born on a farm at Rodman, N.Y., but we moved to Great Bend, N.Y., when I was seven years old. We were so poor that I never knew what it was to have an overcoat in that terribly cold climate,

I never knew how to skate because I hadn't the money to buy skates. One pair of cowhide boots lasted a year, or rather six months, for the other six months I went barefooted. My parents and theirs, for I don't know how far back, were Methodists, and I was brought up under the strictest discipline.

"The station master at Great Bend kept a two-by-four grocery store in a corner of the freight shed, and I decided to work for him just to get the experience in selling goods and also selling tickets, making out reports and the other simple office work that had to be done there. I became assistant station master —without pay. That was the nearest I ever got to fulfilling my boyhood ambition of becoming a railroad man and an engineer.

"When I went into the store they told me Mr. Augsbury was at home, sick, but I asked where he lived and made straight for his house. He greeted me with 'Hello, Bub. What do you want—a job?' I was a thin, emaciated blonde in those days, and I was wearing farmer's clothes He immediately fired such questions at me as: 'Do you drink?' 'Do you smoke?' 'What do you do that's bad?' I told him I went to church every Sunday and didn't live in a locality where they did very bad things. My heart fell when he declared: 'You are too green; you have had no experience.' He added, however, that he would be in the store in the afternoon and that I might go and see Mr. Moore. Mr. Moore proved very discouraging. Finally, they both cross-examined me together. I imagine I was about the greenest fellow who ever came off a farm. They did not try to hide their opinion that I had probably no ability at all.

"'What are you going to pay me?' I asked.

"'You don't expect any pay, do you? Mr. Moore flashed at me.

"'I don't see how I am going to live without pay,' I explained.

"'That doesn't interest us,' he snapped back. 'You should work a whole year for nothing, as a schooling. You have to pay tuition when you go to school. We will not ask you any tuition fee."

"I asked him to wait until I could find out how little I could get board for, and back I came in an hour and told him that I could get a place for $3.50 a week and that in ten years I had saved $50—all the capital I had of any kind. I said I was anxious to meet them half-way, and that I would gladly work for nothing for the first three months providing they would pay me $3.50 for the second three months. Finally they consented, saying, 'We will give you a trial to see if you are any good.' They told me to come the next Monday morning, but I explained that I couldn't get to the store very early as I would ride down with my father, who was to bring in a load of potatoes, and thus save 33 cents railroad fare.

"After struggling to get a heavy load of potatoes through snowbanks, we arrived at Watertown about half past ten. I left my little bag of clothes at my boarding place—there were no such things as dress suit cases in those days —and reported for duty. Mr. Augsbury was the first one I encountered.

"'Bub, don't they wear any collars in your neighborhood?' was how he greeted me. I replied, 'No.' 'No neckties either?' I again replied, 'No.' 'Is this old flannel shirt the best you have to wear?' he next asked. 'Yes, sir,' I replied. 'Well, you'd better go out and get a white shirt and a collar and a tie before you begin work.'

"I went and got properly rigged up, and shortly after I got back to the store Mr. Augsbury went to lunch. Nobody told me what to do. I hung around, feeling foolish. Most of the clerks went to dinner—lunch, as we call it nowadays—and in came an old farmer and said to me, 'Young man, I want a spool of thread.' I didn't know where they kept the thread, so I went over to Mr. Moore, who was busy at his desk, and asked him. 'Right in front of your nose, young man,' he snapped without looking up from his writing. I pulled out a drawer directly in front of me and sure enough found it full of spools of thread. 'I want number 40,' said the farmer. I never knew till that moment that thread had a number. I fumbled all around the drawer looking for number 40, but could not find it. I appealed to Mr. Moore to know if we kept number 40. 'Certainly; righ in the drawer in front of you,' he said quite sharply. I had to tell him, 'I can't find any.' 'Just as I expected,' he snapped as he got down from his desk and showed me the right kind of thread. He immediately returned to his desk.

"'How much is it, young man?" asked the farmer. I had to turn once more to Mr. Moore. It was eight cents. The farmer pulled out a ten-cent shinplaster. 'Mr. Moore, where do I get change?' I had to ask. 'Come right up to the desk and make out a ticket,' he ordered me. I picked up one of the blanks and studied it all over to see what I could do with it. But I was stumped. "Mr. Moore, I don't believe I know how to make this out,' I had to confess. 'Hand it to me; I will show you,' he replied. Next I had to ask, 'Where do I get my change?' 'There's the cashier right there, can't you see him?' he said impatiently.

"No sooner had the farmer gone out than another came in for a pair of mittens. This time I knew how to make out a check and where to get change.

"But as time passed, never once did I receive one word of sympathy or encouragement from a single soul. The other clerks made my life miserable by constantly poking fun at my ignorance and by always keeping me in the back of the store. Only one treated me with any consideration, a young fellow named Barrett, who later became a wealthy merchant. We remained great friends right up to his death, a little while ago.

"At the end of two and a half years—the name of the firm meanwhile had been changed to Moore & Smith—I was getting only $6 a week, and when I heard of a vacancy in another store I went to apply. But when I saw how higgledy-piggledy everything was I decided to name a high salary, thinking to be turned down. I asked $10 a week, and was astonished when the proprietor, Mr. Bushnell, said, 'All right, when will you commence?' I took the job, and on this big salary I felt justified in getting married. However, I found this store very distasteful. I tried to make it look attractive and I also dressed the windows, but Mr. Bushnell reprimanded me, and told me to confine myself to selling goods. This was my weakest spot.

"After a couple of months he met me in the basement one day—I had to sleep in the basement with another young fellow, armed with revolvers, to protect the store from burglars. He unceremoniously told me there were boys getting $6 a week who sold more goods than I, and that he could not continue to pay me $10 a week. I asked if it would not be a good idea to keep the store in attractive shape and display the goods to the best advantage so as to attract customers. But he replied, 'I don't want you to do anything but sell goods,' and he cut my pay to $8.

"This was a terrible blow. I was almost tempted to give up. I became terribly depressed. I wrote a pitiful letter to my mother. She sent me in reply the most lovely letter anyone ever penned. She finished up many encouraging assurances with this sentence: 'Some day, my son, you will be a rich man.' Somehow the expression of her faith in me buoyed me up. I kept up the depressing struggle until I was near death's door from sickness. For a year I was at home unable to do a stroke of work. I became convinced that I was not fitted for mercantile life.

"About the time I recovered my strength a man sold me a four-acre farm for $900. I had no money, but I raised a $600 mortgage and gave him my note for the other $300. My wife and I began raising chickens, potatoes and everything we could see a dollar in, to make ends meet. After we had struggled along for about four months, Moore & Smith offered me $10 a week to come back and tone up the store.

"This was positively the first recognition I had ever received for the hard work I had put in. My wife remained on the farm until we rented the place and took a three-room home in Watertown. At the end of the first year we had saved $50 in addition to having lent my father, who was very hard up, $20, and also after having paid the bills incidental to the birth of our first baby. It called for frugal management. I worked from seven in the morning till ten every night. I kept on working in this store from then (1877) until I opened my first five-cent store at Utica, New York, on February 22nd, 1879."

TORONT RAILWAY STRIKE

(Continued from page 36.)

but to no avail, and Toronto's thousands still walk or make the best use of improvised vehicles, many of which bear the earmarks of many days gone by and probably some of the antiquated types never saw a street car anyway.

So far, strike conditions have had little effect on retail trade, though some unique situations might develop if the strike continues for any length of time. Down town business is as yet little affected from any standpoint, for employees as a whole are able to arrive pretty well on time, and from the standpoint of custom the regular downtown business element is on hand in any case. In the outlying districts the situation is somewhat different and the retailers in such districts will benefit as a result. It is only natural that for the first few days excitement is at such a point that little buying is thought of, but if the conditions prevail long enough for excitement to subside, it is only logical that the retail merchants in the communities located away from the centre of the city will benefit through the increase of local trade from customers who under ordinary circumstances purchase much of their goods down town in the department stores.

The strike was declared on Wednesday morning, the day of the customary half holiday for Toronto retail merchants, but business in the outlying communities had not reached sufficiently large proportions to warrant these stores remaining open in the afternoon, though such procedure will be adopted if warranted later. With the large downtown stores, some difficulty was experienced in getting the employees to work on time, and in many cases the automobile conveyances of the company were brought into use, and covering the city's main arteries were able to pick up the majority of the employees who met at certain pre-arranged points. Munition plants and large departmental stores followed this plan, and it was no uncommon sight to see large trucks containing numbers of employees caged in behind bars or wire screening.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

DAISY WATER PISTOL

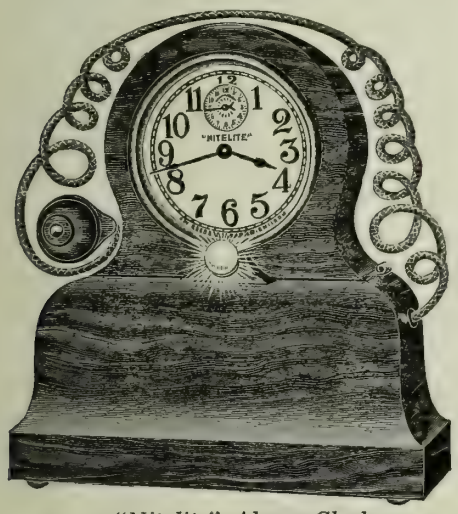
The Daisy Manufacturing Company, of Plymouth, Mich., is putting on the market a new water pistol. It is stated they work just like a regular automatic re-

Daisy Water Pistol.

volver and to the touch also seem like a real revolver. It is made in two sizes, Nos. 8 and 9, in a blued finish. It is capable of discharging a number of times with one filling. They are designed primarily for the amusement of boys. They are made from steel and bear a close resemblance to the more deadly weapon used with metallic ammunition.

"NITELITE" ALARM CLOCK

The "Nitelite" Automatic Electric Light-Alarm Clock is being marketed by F. W. Jansen Clock Company, 215 Randolph Street, Chicago, Ill. Operated with a dry battery, the clock is fitted with an electric lamp operated by pushing the button, which can be located in any part of the room. An electric switch is also provided, and the alarm rings until it is



"Nitelite" Alarm Clock

switched off, thereby making it necessary for the sleeper to arise. Another feature is the combination of a call bell with the electric switch operated by the push button. The clock, it is claimed, serves the manifold purpose of a timepiece, a night light, and an automatic electric signal alarm.

SECURITY WINDOWLOCK

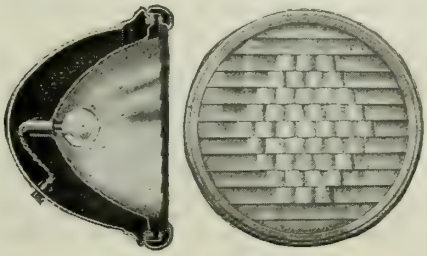
The Utility Specialties Company, 1900 Euclid Avenue, Cleveland, O., is introducing a new product known as the "Security Windowlock," which it is claimed can be applied quickly to any size window by simply fastening with two small screws to the top of the lower sash. In the end of the top or loose member there is a rubber bumper which falls by gravity against the upper sash. When trying to pull down the upper sash the rubber holds it securely and pressure is exerted against the leverage. The same principle applies to the lower sash. This pressure of both sashes against the window frame keeps both windows from rattling. It is made of heavy sheet metal

Security Windowlock

with attractive oxidized copper finish, and each lock is packed with necessary screws and directions.

NEW AUTO LENS

The Way-A-Head Auto Lens is being placed on the market by the Way-A-Head Light Company, 429 Union Arcade Building, Pittsburg, Pa. It is designed to spread the light ahead in a broad path in the middle of the road and to diffuse sufficient light through the frosted glass to illuminate the road directly in front of the car. It is claimed that it does not need a dimmer as the direct light is guided so that it cannot rise above the 42-inch line. The lens has a projecting nozzle of graceful lines. The inner construction is composed of three horizontal partitions with the slight downward angle, making a path to guide the direct light 300 to 500 feet ahead of the car. It is claimed for this device that a sheet of typewritten matter held in the light below the 42-inch line can be read at a



New Auto Lens

distance of 350 feet. The entire lens is made of one piece of glass with the entire inner surface of the lens, partitions and all, frosted with the exception of the path for the direct light, which is clear and polished like three plate-glass windows set between the partitions. The frosted surface gives a soft, diffused light which is easy to look at.

DIMMER AND INTENSIFIER

The Northern Electric Company, Limited, are Canadian distributors for a new combination headlight dimmer and intensifier, which goes by the name of the Van Sicklen. The device, it is said, is primarily for the Ford car, as the magnetos of these cars furnish electrical energy in excess of its headlight requirements, but the speed must exceed 20 miles per hour to ensure this. In slowing down, therefore, the light is lessened and very low speed produces a dim light. The Van Sicklen control system is designed to overcome this condition by providing a suitable light at all speeds. The device comprises a resistance unit wound to give maximum results with a 9 volt, 2 ampere, 15 candlepower bulbs which are the standard equipment of the Ford cars. It is installed under the hood and becomes a part of the car, requiring, it is claimed, no further attention. The control switch is asserted to be strongly made, finished in nickel and black enamel and harmonizes with the standard finish of this class of car. It is mounted on the top of the steering column over the wheel and is operated by the free thumb of the driving hand without any apparent exertion. The necessary wire cable, control switch, resistance unit and screws are furnished with the device, together with a short length of insulating tape and a few drops of solder.

INSPECTED STEEL PLANTS

Mark Workman, president of the Dominion Steel Corporation, with Wm. McMaster, vice-president, and W. G. Ross, a member of the executive committee, have returned to Montreal after a two-weeks' inspection trip of the company's properties at Sydney, C.B., Newfoundland and St. John, N.B. Mr. Workman stated that the Sydney plant looked exceptionally well and was working to capacity. Extensions and improvements are in progress, and the first battery of coke ovens being installed will be ready during the winter. A new blast furnace to be completed in two or three months will increase the output from thirty-five to forty thousand tons per year at the minimum. Last year the total output from the Sydney plant was something like 360,000 tons.

WHAT OTHER PAPERS SAY

SUBDIVISION OF LABOUR IN CUTLERY MAKING.

From the Ironmonger, Eng.

The problem of bringing the "little mester" into line with the factory system in the Sheffield cutlery trade is a hard one, and the roots of the difficulty lie very deep in the past. Subdivision of labour has marked the methods of the industry from time out of mind, and it will not be an easy task to gather into one shop, and under a single management, the descendants of a race of men who have for centuries plied their handicrafts separately, and then at some stage in the production of the finished article have passed it on to another workman. There was an element of co-operation in the old system, but it was co-operation without co-ordination, and its perpetuation is needlessly wasteful. The Builder has been publishing at intervals during the past year articles on the City Companies and their Halls, and has recently reached the Cutlers. As far back as the fifteenth century the making of cutlery was a subdivided industry, and the Guild rules, in a more or less loose fashion, were drawn to control the bladesmiths, the hafters, and the sheathers. Behind them were the cutlers, who dealt in the finished articles. The trade was further complicated by there being two classes of bladesmith, one making sword blades and the other knives, on both of whom waited the grinders. There were also the furbours, or furbishers, a branch of the armourers, while, to crown the lot, the cutlers were often the ivory importers, and so had the hafters under their thumbs.

WAGES AND HOURS.

From Financial Post, Toronto

The labor problem is becoming one of hours rather than of wages. Largely through labor the warring nations will produce the wealth necessary to meet the costs of the war—and the advantages are to those countries which can supply their own needs and profitably supply those of others. Therefore, there is not only the rising scale of wages to be considered, but the fact that the higher the return to labor the shorter the working hours; not only does the product cost more but there is a great deal less of it—a great deal less for export.

Strikes in the American copper industry with demands of $1.00 per hour and a six-hour day indicates the trend of developments. Twenty-five years ago the scale was nearer $1.00 per day for ten hours. Modern machinery in its relation to production has been largely responsible for the readjustment by which labor has increased its value many times over, but there may be a limit to the development in this direction. With a continued drain on manhood for military purposes a state may easily be reached where wages alone will not provide efficient regulation of productive labor—where conscription of labor may have to be considered as well as for raising an army and the funds to finance it. And the problem promises to live after the war.

THE WAR AND BUSINESS.

From National Credit Men's Bulletin, U.S.

Are the wheels of industry to be slackened by reason of the war in which we are engaged? This is the question again and again asked, but here, as so often, new adjustments and alignments in industry are mistaken for a lessening of demand. There is to be no slackening. That is impossible, but instead such a pressure for goods as will make even the demands of the last two years seem light.

True, the demands will be in new directions, a reduction here and there in lines which do not cater to the requirements of a government engaged in a gigantic war struggle, or to a people who require such things as men must have who have a great, serious, all-absorbing task in hand, and have not therefore the time nor the inclination for those ordinary interests and diversions which absorb so much of our time and means.

But work there is to be, a plenty for all, and the dollar will never have exhibited so much nimbleness in men's service. And yet those habits and recreations which have given relaxation and brightness to lives in the past will not and should not be wholly abandoned, for through them we shall be better qualified for that quickened service which we are called upon to perform, and so demand in lines which are active in peace times are not to lose all their impulse.

We cannot have our cake and eat it, and so we cannot be occupied with war and the supplying of the insatiable demands of war, and at the same time be enjoying all the accomplishments of peace. In the readjustment some distress cannot be avoided, yet on the whole, industry is to increase enormously, and it is well for all to be wise in time by shaping their lives and activities that they may be in accord with present day readjustments.

BEWARE THE TAINT OF TREASON.

From the Annalist

At some point interference with the production of essential raw material in a time of war becomes treason. Labor is no freer from the obligation of aiding in the war than is any other element in the nation, and no section of labor can set its interests above those of the nation. It is true beyond doubt that capital has no right to profit by a time of war to lessen the rights of labor, whether organized or unorganized, but also is it true that labor has no right to profit by a time of war to extort from capital, under the guise of serving the national interest, concessions unfair as a whole, and labor which stands in the way of the nation is under a worse suspicion than that of trying to extort an unjust advantage from capital.

It is important that capital should hold itself free from the suspicion of wishing to obtain under the cloak of national emergency concessions which it could not possibly obtain in times of peace, but equally important is it that labor should hold itself free from the possiblity of accusation that it is allied with the public enemy. The chief spokesman of organized labor in the United States has made it plain where he and his organization stand in respect to loyalty to the country. All other organizations of labor should be on their guard to adhere to an equally commendable course.

ONE VIEW ON HOW TO CONTROL PRICES.

From Metropolitan Magazine.

Stimulate production of raw materials by even offering bribes, in the way of guaranteed high prices, to all producers of these materials; because many such producers are weak financially or timorous temperamentally and will not produce their maximum unless they see a certainty of successful sales before them.

Force the rapid transit of materials, raw and manufactured, along the railways and through the warehouses and into the places where the ultimate consumer buys them.

Prevent the accumulation of excess profits in the hands of exceptionally fortunate producers and middlemen—and also prevent undue consumption by exceptionally fortunate ultimate consumers—by taking the bulge out of their pocketbooks by taxation.

See to it, through the direct action of the Government as the only possible effective arbitrator, that the workingman, in his claim for an increase of wages to meet the inevitable increase in the cost of living, which no government anywhere has ever been able in war-time to prevent, shall get a settlement of his claim not by strikes but by mathematics—by actual computations of prices and of wages, made and declared by the representatives of the whole people.

THINKS WINDOW GLASS WILL BE HIGHER

The Johnston Brokerage Co., of the United States, in a recent market letter says: The temporary dullness in the market has perhaps caused some of the jobbers to lose intimate touch with the window glass supply, and it might be fitting to advise you that stocks in the hands of the manufacturers are lighter than they have been for several years. At all of our Eastern plants, a complete inventory from actual count in the warehouses shows there is one-third less glass at the factories than there has been in any year for the last five years. In round numbers, in our factories there are 600,000 boxes of window glass. A very ordinary demand will clean this out to the last box in sixty or ninety days, and a little speculative buying on the part of the jobbers will move it in very short order.

Glass is going to be higher, and there will be an advance very soon; that you can depend upon. If the factories operate as favorably as they did in 1916-1917, the increase in costs would not be less than 33 per cent., and it is pretty fair to predict that new glass, to meet these increased costs, will sell at the start of next blast at that much higher price to meet operating conditions. But it is well known that the serious troubles are going to be with fuel and labor; these alone will be sufficient to curtail the output greatly. Most of the factories are dependent absolutely on natural gas for fuel, and with the indication that this fuel will be extremely uncertain, many plants are going to be helpless with the first touch of cold weather, and they will

(Continued on page 52)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

The past week has witnessed another heavy quota of changes in hardware prices, all of which have been in an upward direction. Wrought pipe is one of the important lines that has been increased in price. Manufacturers are experiencing difficulty in getting materials for this line of goods. Iron washers have also been moved to higher levels. Black sheets are in firm position and dealers intimate there is a strong probability of some gauges being increased in price in the near future. The above changes are sufficient to indicate the trend in the steel and iron products.

New lists and discounts have been issued on handles of all kinds, together with neckyokes, whiffletrees and doubletrees. In some instances the advances are slight, while in other cases the advances are heavier. This is the first change to take place in handles for some time past. A new list has been issued on shoe findings which provides for a substantial increase. Cooper's nails and barrel nails have also been advanced. Padlocks, night latches, door closers and trunk locks are among the lines that have been changed in an upward direction. Picks, mattocks, grub hoes and crowbars have all been altered upward. Other lines in which higher prices have been recorded include spades and shovels, hat and coat hooks, batteries, cow bells, butter ladles, butter bowls, rolling pins, potato mashers, butter spades, food choppers, horse pokes, levels, screw-drivers, bevels, dog chains, tie-out chains, auger bits, car bits.

Linseed oil is in firmer market, due to a considerablee advance in the price of flaxseed. Turpentine held in steady position. An advance has been recorded in fancy glass lines. Business in hardware lines has been good during the week.

MONTREAL MARKETS

MONTREAL, July 11.—One of the most important changes in price this week is that of iron pipe. The shortages and difficulties in the manufacture of this line have been troubling the market much of late and the advance was not unexpected. There are several changes of interest in the shelf goods lines. Lanterns are up $3.50 per dozen. Iron washers are again up, and galvanized wire has altered to firmer prices. Shoe findings are advanced also. Clay and rock picks, crowbars and other lines of less importance but of interest are found to have firmed up this week. A beginning of the demand for sporting goods, loaded shells, guns etc., has been noted in some quarters. Business in general is reported good but activity is not so marked at this season of the year.

Shelf Goods And Other Lines Advance

Montreal.

SHELF GOODS ETC.—Again there is a series of advances in various lines of interest to the hardware retailer handling shelf goods rapidly in quantity or even more slowly. Under present conditions goods may easily be sold at a loss unless changes are closely looked for.

Disston's Saws

Advances were predicted for Disston's saws, and these have come into effect, but wholesalers are held still awaiting the figures. No fewer than two distinct advances took place within a week since last writing and a third change is impending cancelling all previous information.

Files Advanced

Disston's files are now 40 per cent. off, and Globe 50 per cent. off. Advances in Kearney & Foote files were recorded last week.

Horse Rasps Up

Horse rasps (all lines) have advanced this week, and are now quoted at 62½ per cent. off.

Glaziers' Points

Glaziers' Points (zinc) have gone up to 22 cents a pound, and some firms are selling zinc coated at 24 cents.

Tire Bolts Advanced

Tire bolts have advanced to 35 per cent. off, and wrought iron are now plus 10 per cent. Formerly these were net list.

Cotton Rope Again

Cotton rope is again advanced. Now 3/16ths costs 48 cents a lb., ¼ inch and up 46 cents.

Cow Bells Higher

Cow bells have advanced to 20 per cent. off. These were formerly 35 per cent. off.

Crow and Clawbars

Crow bars are now $7.50 a 100 lbs. Clawbars, $9.20, and wrecking bars $8.25 per hundred lbs.

Pick Mattocks Up

Pick mattocks have advanced to $9.00 per doz. there have been advances also in clay-picks and rock picks as follows: Clay-picks 5/6 lbs. $8.35 per doz.; 6/7 lbs. $8.90; 7/8 lbs. $9.45; 8/9 lbs., $10.; 9/10 lbs., $10.80 per doz.

Rock picks. 5/6 lbs., doz. $8.85; 6/7 lbs. $9.40; 7/8 lbs., $9.95; 8/9 lbs. $10.50; 9/10 lbs., $11.30 per doz.

Tacks Have Advanced

Tacks etc., as per revised tack list dated Jan. 1st, 1916, have advanced to 60 and 15 this week.

Stanley Rule & Level Co. Lines

There have been advances amounting to ten per cent. in Stanley Rule and Level Co's. guages, levels, screwdrivers, and try squares.

Steel Registers Up

Tuttle & Bailey steel registers are up ten per cent.

Loco Jack Screws Advanced

Locomotive jackscrews are up twenty per cent., and the Champion Blower and Forge Co's. forges and drills are up about 20 per cent.

Parker Vises Up

An advance of ten per cent. is reported in Parker vises.

New Shoefindings' List

Predicted last week, a new shoefindings' list has been issued. It is given in a panel elsewhere in this issue.

Lanterns Have Advanced

An important advance is that of lanterns which have advanced by $3.50 per dozen making the cold blast line formerly $8.50 per dozen now $12.00 per doz. Other lines are advanced equally sharply.

Iron Pipe Advances In Strong Market

Montreal.

IRON PIPE.—Following the advances in iron and steel, and the general firmness of the market for the raw materials it was anticipated that iron pipe might advance. The advances have taken place, effective July 5, and the new prices will be found in current quotations and in separate panel elsewhere in this issue. The new price of standard buttweld, 1 inch black is $12.07 per 100 feet, and for

galvanized $15.22. For standard lap-weld 2 inch black the price is $29.23 while for galvanized it is $35.71 per 100 feet.

Galvanized Wire Has Advanced This Week

Montreal.

NAILS, WIRE, ETC.—Standard steel wire nails are still quoted at $5.50 base, and cut nails at $5.75. Galvanized wire has had some advances this week. Plain galvanized wire is quoted this week at No. 8, $6.95; No. 9, $6.50; No. 11, $6.80, and No. 12, $6.65; No. 13 is $6.75 per 100 lbs. Galvanized coil spring wire is quoted $6.55 per 100 lbs. for No. 9, and $6.70 for No. 12. Barbed wire is $6.50 base, and plain twist $7.00. These advances have been brought about by the increasing cost of materials and of manufacture, and duly predicted in HARDWARE AND METAL of late.

Iron And Steel Exceedingly Strong

Montreal.

IRON AND STEEL.—There have been no further changes in iron and steel staple lines since the recent advance. The market shows strength still in every particular, and production is far behind demand in all large scale industry. That further advances are not unlikely is the feeling, for the former standards of market trend have been outstripped and with high prices prevailing everywhere expectations are not for declines in iron and steel. All articles manufactured from iron and steel are showing this steady trend to firmness, and hardware retailers do well to watch the main markets as well as the minor ones.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0.17½-0 18
Black Diamond tool steel, per lb.	0.17½-0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0.17½-0 18

Sheets Show Every Sign Of Firmness

Montreal.

SHEETS, PLATES, ETC.—There is little or no improvement in the situation as regards sheets and plates. Advances in several lines were indicated last week. This week black sheets have advanced again in a quarter where they were obtainable at lower rates last week owing to advantageous buying earlier. An advance of $1.25 was made. This brings the ten gauge up to $11., the lowest price available from the principal sources in Montreal at present. Charcoal tin plates are advanced considerably, and American cokes are also firmer. All sheets, plates, and rolled metal goods based on steel are in firmer market than ever now.

SHEETS, BLACK.

	Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Stove And Range Advances Delayed

Montreal.

STOVES AND RANGES.—The advances which were announced in last week's issue of HARDWARE AND METAL had not come into effect at Montreal at that time in all stove and range manufacturing houses, and while it is no doubt certain that they will be in effect in this direction probably before publication of this, the changes had not been made at time of writing. Owing to the greatly increased cost of manufacture, the advancing markets for iron and all materials used in making stoves, coal difficulties affecting foundries, etc., a firmer market for these lines is inevitable. Still there has been reluctance over advancing prices of stoves, some manufacturers feeling that the point may soon be reached where consumers will fight shy of purchasing new stoves.

WROUGHT IRON PIPE PRICES

Effective July 5, 1917

	Black	Galvanized
Standard Buttweld	Per 100 feet	
⅛ in.	$ 5 00	$6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 94
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10L in.	256 00	320 00
10 in.	329 60	412 00

WROUGHT NIPPLES

4" and under, 45%

4" and under, running thread, 25%.

4½" and larger, 40%.

STANDARD COUPLINGS

4" and under, 35%.

4½" and larger, 15%.

Prices—Ontario, Quebec, Maritime Provinces

Gasoline Steady; Coal Oil Quiet

Montreal.

GASOLINE AND COAL OIL.—There have been no alterations in quotations for gasoline and coal oil in Montreal this week up to time of writing, and the market tendency is still steady. Gasoline was quoted at 32½ cents per Imperial gallon ,coal oil Royalite at 17 cents per Imp. gal. and Palacine at 20 cents per Imp. gal. No predictions of greater firmness were being made but in present times, firmness was quite in the line of expectation, and reductions were not anticipated.

Market For Rope Has Quiet Period

Montreal.

ROPE TWINE ETC.—This is the quiet time for rope, cordage, and twine, according to manufacturers, but more activity is ahead as the fall approaches. With a steadily firm outlook just now the markets remain as at last week's reporting. Best Manila is at 37 cents basis, and sisal and lathyarn at 26½ cents. The general firmness in the fibre lines continues. There may be more strength for these markets in future, but predictions are not being made at present. Manufacturers state that difficulties besetting the business of importing raw materials show no signs of improvement. Importations of rope from the British Isles have been maintained fairly steadily in spite of shortage of space and of ships.

Still Dull Market For Lead Products

Montreal.

LEAD PRODUCTS.—Again the market for the lead products is dull, and no price changes are recorded. While the market for lead in the ingot, keeps easier there will be no further advances in the manufactured lines based on lead. Demand is also dull, though in all lines of usually steady business there is fair activity for the season. Quotations are as under.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	Plus 20%	
Lead wool, lb.	0 19	....
Lead sheets, 3½ sq. ft.	0 19	....
Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	....	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40
Solder, wiping, lb.	0 32	0 40
Solder, wire, lb.	....	0 44
Zinc sheets, per lb.	0 23	0 26

Old Iron Firm; Auto Tires Higher

Montreal.

OLD METALS.—Only one department of the old metal business can be called in any way active just at present. Iron of all kinds is scarce, and in considerable demand. Prices however have not altered for old iron, and the activity may be lessened before long as reports from the United States tell of a falling off in this direction. The other old metals are in weaker market. Red brass is down half a cent. Light brass is also down half a cent. Heavy copper has declined a cent. There is greater firmness in the rubber market at least as regards auto tires. These are half a cent a pound higher. The outlook in the old material market at this season is quieter. This

market is in a waiting mood to some extent while the ingot metals are inactive.

Tea lead	$ 0 08	.....
Heavy lead pipe	0 10½	.....
Yellow brass	0 15½	0 16
Red brass	0 22	.....
Light brass	0 11	.....
Scrap zinc	0 07½	.....
Heavy copper	0 26	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06½	.....

Ingot Metal Markets Show No Recovery

Montreal.

INGOT METALS.—Again the week's report is of dull conditions in the ingot metal market. Quotations of most of the metals in ingot have not altered this week, but spelter is weaker, and antimony and aluminum are shaded down. In general demand is very slight for all metals. The market is in waiting mood.

Tin Remains Firm

TIN.—Featureless but holding firm the market for tin is much the same as it was last week. Quotations are given at 64 to 66 cents per pound for large orders, and as high as 68 to 70 for smaller business.

Copper Still Troubled

COPPER.—Strikes continue to vex the copper production districts. The market for the metal has remained stationary, however. Prices are certainly no firmer. From 36 to 37 cents a pound were the quotations. Smaller business might find higher figures.

Lead a Shade Easier

LEAD.—Not actually changed in price quotations, lead is still a slight shade easier in market tone. Quotations are still 15 cents for fairly large business, and 16 to 17 cents for smaller orders.

Spelter Weaker

SPELTER.—In spelter is found the most decided weakening. Quotations are now at 12½ to 13 cents, a decline of half a cent, and demand is very inactive.

Antimony Dull and Easier

ANTIMONY.—Dullness characterises the market for antimony, and the quotation range of last week loses its higher figure. For antimony in ordinarily large orders 25 cents would be quoted.

Aluminum Down

ALUMINUM.—In absence of any considerable demand and aluminum is down to quotations of from 68 to 70 cents.

TORONTO MARKETS

TORONTO, July 12.—The past week has been another heavy one from the point of view of number of changes. Important lines have been affected and the changes all show advances. Some of the lines that have been affected are shoe findings, batteries, cooper nails, barrel nails, padlocks, night latches, handles of all kinds, tire bolts, mattocks, clay and rock picks, iron washers, wrought pipe, lanterns, cow bells, woodenware, such as butter ladles, butter bowls, rolling pins, potato mashers, butter spades, rules and tapes, door closers, grub hoes, horse pokes, food choppers. As will be noted, the increases embrace many lines. This is but an indication of what the higher prices in steel and iron are working in the way of price changes. Business has been good during the week, the greatest difficulty being to get the goods to meet the requirements of the trade.

Hat And Coat Hooks And Shoe Findings Up

Toronto.

SHOE FINDINGS, HOOKS.—New list prices have been announced on shoe findings, which provide for an increase of approximately 10 per cent. An advance was recorded in carpet tacks and capped goods last week. New net list prices will be found in panel form elsewhere in this issue. Hat and coat hooks have been advanced 5c per gross, making the price per gross on 3-inch coppered wire now 95c. Nickeled coat and hat hooks in 3-inch size are quoted at $1.50 per gross.

Cooper Nails And Barrel Nails Advance

Toronto.

NAILS, WIRE.—Higher prices were recorded on cooper nails and barrel nails during the week. The former are now quoted at net list, as compared with the former discount of 12½ per cent., while the barrel nails are now quoted at 15 per cent. advance on list, the former price being 5 per cent. advance on list. Through a typographical error last week in the market report, the price of standard steel wire nails to Walkerville, Windsor and Sandwich was given as $5.57½ f.o.b., factory points, with carload rate of freight allowed to the above points. This price should have been $5.47½ to Walkerville, Windsor and Sandwich, which price was given correctly in the current quotations. Locally the price of wire nails remained unchanged at $5.45 per hundred pounds base. Cut nails are still quoted at $5.80 per hundred pounds base. Wire is in a firm position, there being no intimation that lower prices are likely to prevail for some time in the future.

Padlocks And Night Latches Have Increased

Toronto.

PADLOCKS, NIGHT LATCHES.—Advances ranging from 5 to 7½ per cent. have been made during the week in all lines of padlocks and night latches. Door closers and trunk locks are included in the lines that have been advanced. Makes on which the higher prices are effective include Yale & Towne, Slaymaker, Corbin, Eagle, Miller. These changes follow on the heels of advances recently made in padlocks and night latches.

New List And Discounts On All Classes Handles

Toronto.

HANDLES. — Canadian makes of handles of all kinds are now sold by new list and discounts, which provide for small increases in some lines and more in others. All hickory handles are now sold at a discount of 45 per cent. off new list, while all other woods, such as maple, ash and oak, are quoted at 50 per cent. off list. The same applies to whiffletrees, neck yokes and doubletrees, the discount being 45 per cent. for hickory and 50 per cent. on all other kinds of wood. This is the first general increase to take place in handles for a considerable length of time.

Pearson Horse Pokes Up

Pearson horse pokes have been advanced 50c per dozen, which now makes the selling price $9.50.

Picks, Mattocks And Crowbars All Higher

Toronto.

PICKS, MATTOCKS, CROWBARS.—Higher prices have been made effective on rock and clay picks. Clay picks are now selling at the following quotations: 5 to 6 lbs., $9 dozen; 6 to 7 pounds, $9.65; 7 to 8 pounds, $10.30; 8 lbs. only, $10.55. Rock picks are quoted: 7 lbs., $10.80 doz.; 8 lbs., $11. Pick mattocks from 3 to 6 lbs. are quoted at $10, while long cutter mattocks of 6 lb. size are quoted at $10 dozen. Crowbars have been increased to $8 per 100 pounds, an advance of $1.20. Grub hoes in 3½-lb. class are now quoted at $7.85 dozen.

Wrought Iron Pipe Has Again Moved Up

Toronto.

IRON PIPE.—Further advances have been recorded on wrought iron pipe amounting to two points on some sizes and four points on other sizes, an increase of from $4 to $8 per ton. Some sizes of pipe continue to be short. Manufacturers are experiencing difficulty in getting raw materials. Wrought nipples and standard couplings have also been advanced in price through the changing of the discounts. Wrought nipples, 4 inches and under, are now quoted at 15 per cent. off list; 4½ inches and larger, at 40 per cent., and 4-inch and under running thread, 25 per cent. Standard couplings, 4-inch and under, are quoted at 35 per cent. off list, and 4½ inches and larger at 15 per cent. New net prices on wrought pipe will be found in panel elsewhere.

Tire Bolts And Batteries Advance

Toronto.

TIRE BOLTS, BATTERIES.—Tire bolts have been advanced in price, the selling price now being 35 per cent. off

list, as compared with 40 per cent. formerly. Dry batteries have been advanced in price approximately 10 per cent. Ignitor in lots of less than fifty are now quoted at 33½c each; lots of 50 to 125 at 32c each, and in barrels of 125 at 30½c each. XCell regular are quoted ½c under the above prices.

Woodenware Makes Advance Of 10%

Toronto.

WOODENWARE.—An advance of approximately 10 per cent. has been made in the price of woodenware of various kinds, including such items as butter ladles, butter bowls, rolling pins, potato mashers, butter spades. Daisy butter molds are now quoted at $1.80 per dozen, which is an increase of 20c per dozen.

Cow Bells Up 10 Per Cent.

An increase of 10 per cent. has been made effective in cow bells, the new prices prevailing on No. 7 is now $1.90, No. 3 at $4.65 per dozen, and No. 4 at $3.85 dozen.

Auger Bits And Car Bits Show Increase

Toronto.

AUGER BITS, CAR BITS.—New discounts were issued on Irwin auger bits, Irwin car bits, and Irwin boring machine auger bits, which provide for a substantial increase. Auger bits are now quoted at 22½ per cent. off list, while car bits are quoted at 30 per cent. off list. Net prices on Irwin boring machine auger bits are as follows: 1-inch, $12.65 dozen; 1¼-inch, $16 dozen; 1½-inch, $20.25 dozen; 2-inch, $27 dozen. Some concerns are quoting from the old list, No. 10, issued in 1905, while other concerns are quoting from the new list issued within recent months.

Tie-Out Chains And Trace Chains Higher

Toronto.

CHAINS.—Higher prices were made effective on tie-out chains, trace chains, and dog chains during the week. Trace chains are now quoted at net list instead of 12½ per cent. discount as formerly, while tie-out chains are quoted at 50 per cent. off list, the former discount being 60 per cent. Dog chains have also been advanced, and the following are the net prices on 6-foot: 1/0, $3.10 dozen; 2/0, $3.50 dozen; No. 1, $2.70 dozen; No. 2, $2.55; No. 4, $2.40 dozen; No. 6, $2.30; No. 7, $2.25 dozen.

Iron Washers Have Been Moved Higher

Toronto.

IRON WASHERS.—Due to the advancing condition of the iron and steel market, higher prices have been made effective on iron washers, and new prices are now as follows:—¼-inch, $21.80 per 100 lbs.; 5-16-inch, $18.50; ⅜-inch, $16.30; 7-16-inch, $13.55; ½-inch, $13; 9-16-inch, $12.15; ⅝-inch and 11-16-inch, $11; 13-16, 15-16 and 17-16-inch, $11.70. Full boxes are now quoted at 10 per cent.

New Net List of Shoe Findings

The following is the new net list prices of shoe findings which has just gone into effect. An intimation that new advanced prices were forthcoming appeared in a recent issue of HARDWARE AND METAL.

SHOE RIVETS

In 1-lb. Papers.

Steel Wire.

							per 100 lbs.
16 Ge. and Heavier							
3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$20.60	16.80	16.00	15.50	14.25	13.50	12.50	11.60
17 Ge. Add $0.90							
18 " " 2.00							
CLINCH POINT							
3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$20.50	17.30	16.50	16.00	14.75	14.00	13.00	12.10
17 Ge. Add $0.90							
18 " " 2.00							
COBBLERS' RIVETS							
3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$22.50	18.50	17.50	17.00	15.80	14.80	13.75	12.90
17 Ge. Add $0.90							
18 " " 2.00							

Brass Wire.

3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$77.25	73.50	72.25	71.25	70.65	69.95	69.35	68.85
17 Ge. Add $1.50							
18 " " 3.50							
CLINCH POINT							
3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$78.75	75.00	73.75	72.75	72.15	71.45	70.85	70.35
17 Ge. Add $1.50							
18 " " 3.50							
COBBLERS' RIVETS							
3½/8	4-4½/8	5-5½/8	6-6½/8	7-7½/8	8-8½/8	9/8-11½/8	12/8-17/8
$88.30	84.45	82.55	81.40	80.70	79.90	79.20	78.65
17 Ge. Add $1.50							
18 " " 3.50							

Bulk Shipment

Less 25c Nett for quantities of 100 lbs. One size.

HEEL OR SHOE NAILS.

14 Ge. and Heavier 4/8 and Longer. In Bulk .....$14.15 per 100 lbs.
In 1-lb. Papers ..... 14.65 " "
15 and 16 Ge.....add 65c to above price. In 100-lb. quantities, one size.
17 Ge. .....add $1.60 to above price. In 100-lb. quantities, one size.

SWEDES IRON

14 Ge. and Heavier, 4/8 and Longer. In Bulk .....$14.90 per 100 lbs.
In 1-lb. Papers ..... 15.40 " "
15 and 16 Ge. .....add 65c to above price. In 100-lb. quantities. One size.
17 Ge. .....add $1.60 to above price. In 100-lb. quantities. One size.

SLIVER POINT

All sizes, $14.90 per 100 lbs.

Hard Steel nails .....$20.40 per 100 lbs. Army Heel Plate nails .....$15.15 per 100 lbs.
Wood Heel nails ..... 20.40 " "

HOB AND HUNGARIAN NAILS

In 1-lb. Papers.

11 12-13 Ge. and heavier,	3/8 and shorter.....	$15.40 per 100 lbs.
	3½/8 and longer.....	14.90 "
14 "	3/8 and shorter.....	16.50 "
	3½/8 and longer.....	16.00 "
15 "	3/8 and shorter.....	17.30 "
	3½/8 and longer.....	16.80 "

If in Bulk deduct 50c Nett.

CHANNEL NAILS

In 1-lb. Papers.

⅝ and longer .....$17.40 per 100 lbs. 3½/8 .....$18.90 per 100 lbs.
4½ 8 ..... 17.90 " " 3/8 ..... 20.90 " "
4/8 ..... 18.40 " "

TACKS

In 1-lb. Papers or Bulk.

	Shoe or Hand	Pullers	Replacing	Machine Welt	Machine McKay	
½ oz.	$30.20	....	....	....	$31.15	per 100 lbs.
¾ oz.	27.80	....	....	....	29.30	"
1 oz.	25.20	....	....	....	28.30	"
1¼ oz.	24.80	....	....	....	27.40	"
1½ oz.	24.00	24.90	....	....	26.80	"
1¾ oz.	23.30	....	....	....	26.15	"
2 oz.	22.75	23.90	25.80	24.50	25.50	"
2½ oz.	21.75	23.40	24.80	24.15	24.50	"
3 oz.	21.15	22.90	24.40	23.90	....	"
4 and Larger	20.15	22.80	23.90	23.40	....	"

Insole Machine Tacks, charge same as Machine Welt.
Insole Hand Tacks, charge same as Pullers.
Wood Heel Tacks, 5/8 and 6/8, $23.90 per 100 lbs.

SHOE TACKS

In Dozens.

1½ oz. and smaller	$ 36.00	per 100 dozen	4 oz.	$ 70.00	per 100 dozen
2 oz.	43.00	"	5 oz.	83.00	"
2½ oz.	49.00	"	6 oz.	96.00	"
3 oz.	56.00	"	8 oz.	125.00	"
3½ oz.	63.00	"	10 oz.	155.00	"

PACKING EXTRAS (Add to List)

All Goods packed in ½ lb. Papers.....$1.00 per 100 lbs.
All Goods packed in less than ½ lb. Papers ..... 3.50 "
All Goods packed in less than ¼ lb. Papers ..... 4.50 "

TERMS 2% Cash in 30 Days.

DELIVERED IN STORE:
Montreal, Toronto, Hamilton, Galt, Morrisburg, Quebec, Kitchener.

FREIGHT ALLOWANCE:
Actual freight not exceeding 25c per 100 lbs. on shipments of 200 lbs. or over allowed from Montreal, Toronto, Hamilton and Galt.

on list instead of net list as formerly. For 50 lbs. of one size the price is $2 per 100 lbs. less than above net prices.

Lanterns Advance $3.50 Per Dozen

Toronto.

LANTERNS.—A big advance has been made effective in the price of lanterns, amounting to $3.50 per dozen on most makes. Short globe are now quoted at $12 per dozen; Jumbo at $14.50 per doz.; japanned dash at $14.50 per dozen, and searchlight dash X-ray at $15.25 dozen. Little Bobs is quoted from $3 to $4.25, and japanned with copper well at $17.25 to $17.75 per dozen. This is one of the heaviest advances yet recorded in this line.

Car Strike Causes Big Gasoline Consumption

Toronto.

GASOLINE, COAL OIL.—Oil companies report that with the cessation of the street car service in Toronto there has been an extra heavy consumption of gasoline. The jitney service that has been inaugurated as a hurry-up transportation measure to relieve the situation in Toronto has meant the pressing into service of almost every conceivable type and style of car. Consumption of gasoline on the first two days of the strike has been the heaviest two days for many weeks past. The price of gasoline in the face of the big demand is in a very firm position locally. It is still being quoted at 31½c per gallon and 32c. During the week the price of gasoline barrels, half-barrels and coal oil barrels has been raised from $2 to $3 each. Barrels for lubricating oils have been advanced to $2.50 each.

Gauges, Levels And Screwdrivers Up 10%

Toronto.

GAUGES, SCREWDRIVERS, LEVELS.—An advance of 10 per cent. has been announced in all lines of Stanley Rule and Level Company's make. These include levels, gauges, screwdrivers and bevels and other articles of their manufacture. The prices of the Stanley Works, such as butts, have been withdrawn and new and higher prices are expected to be issued in the near future.

Food Choppers Up

An advance of 10 per cent. has been recorded in the price of Russian food choppers, which makes the net selling price as follows: No. 0, $1.45 each; No. 1, $1.75; No. 2, $2; No. 3, $2.80.

Butterfield Goods Up

All lines of Butterfield goods have been advanced in price. The line includes stocks and dies, die plates, pipe cutters, taper caps, pipe taps, etc.

Bar Door Hangers Higher

Storm King and safety hangers have been advanced as much as $1.30 per doz. in certain instances. The range of prices on this line is now from $10.25 to $10.60 dozen.

Coal Tar Goes Back

One concern that recently advanced their price on coal tar to $10.80 per barrel has returned to the former price of $5, as they have fairly large stocks on hand.

Some Sizes Black Sheets Very Firm

Toronto.

SHEETS, PLATES.—There is a continued firm position on both black and galvanized sheets. There is a strong probability that on gauges Nos. 10 and 28 there will be an advance in the near future, as stocks of these sizes are not heavy, and dealers are unable to place orders for replenishment. Other gauges are in fairly good supply and may hold steady. Galvanized sheets were in continued firm market, with the lower prices disappearing almost entirely. The market quite generally is now at $12 on the 10¾-oz. Arrivals of black sheets during the week have been light..

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$10 50
12 gauge	10 05	10 60
14 gauge	9 95	10 65
16 gauge	10 00	10 75
18-20 gauge	9 80	10 30
22-24 gauge	9 85	10 35
26 gauge	9 90	10 40
28 gauge	10 00	10 50
29 gauge	10 10	....
3-16 inch plate	....	11 10
¼-inch boiler plate	....	11 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.	....	$12 00
U.S. 28	....	11 70
U.S. 26	....	11 40
22 and 24	....	11 25
18 and 20	....	11 10
16	....	10 95
14	....	10 85

F.o.b. Hamilton, Toronto.

Conductor Pipe And Eavetrough May Go Up

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There is a very firm market for eavetrough and conductor pipe, as manufacturers state the finished product at present prices is selling for less than the flat sheets. It is highly probable these lines will be advanced in the near future. Corrugated sheets, which are closely allied in manufacture to eavetrough and conductor pipe, are in continued firm market. The concern that had withdrawn prices last week was still out of the market at the time of writing. Demand for corrugated sheets is reported to be keeping up fairly good. One concern is not quoting for immediate delivery on metal siding and shingles, as they are unable to fill further orders for a week or ten days hence.

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Prices on gauge Nos. 24, 22, 20 and 18 given only when required by dealers.

Iron And Steel Demand Keeps Up

Toronto.

IRON AND STEEL.—There is still an insistent demand for iron and steel in spite of the high prices. This apparent demand is no doubt accentuated by the curtailment of available source of supply through the heavy demands of the United States Government and her Allies for steel and iron products of all kinds. Locally prices remained unchanged.

Toronto.		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel	....	5 75
Spring steel	7 00	8 00
Mining tool steel	16 50	18 00
Sheet cast steel	26 00	35 00

Boiler Tubes May Hold Steady In Price

Toronto.

BOILER TUBES.—Although there is a very firm position in boiler tubes in the United States which would warrant an advance in the local market if prices were based on those prevailing in that market, still there has been no inclination to advance by local dealers. There has been a lot of inquiry for boiler tubes, but present prices are already at a high level, and are tending somewhat to curtail consumption. For this reason dealers are endeavoring to keep prices steady without further advances.

1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½-inch	38 00	33 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	51 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead And Zinc Products Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—There was a steady condition so far as prices are concerned for lead and zinc products, due to the weaker market for lead in the United States. Locally the demand for these products is reported good. As to the turn the market may take in the immediate future there is considerable doubt.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 41½	....
Solder, commercial, lb.	0 40	....
Solder, wiping, lb.	0 40	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Heavy Zinc Prices Are Down

Toronto.

OLD MATERIALS.—Prices being paid by dealers in old materials were quoted down 1c per pound on heavy zinc. There is weakness in the market for old materials, due to the amount being offered and to the slackness of demand from the consuming mills.

Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.11	.....
Yellow brass	0.15¼	0.15½
Red copper	0.22½	.....
Light brass	0.10	.....
Heavy zinc	0.07½	.....
Heavy copper	0.25½	0.26½
Old cast iron, per ton	....	25.00
Stove plate, per ton	16.00	17.00

Old rubber, boots and shoes..	0.08½	.....
Overshoes, lumbermen's rubber boots	0.06½	.....
Auto tires	0.06¼	.....
Bicycle tires	0.05½	.....

Ingot Metal Markets Easier In Tone

Toronto.

INGOT METALS.—There has been a slightly easier tone to the ingot metal market during the week. Lead and copper have eased off slightly in price.

TIN.—The tin market is the only one that has shown any marked strength during the week. The U. S. market has shown considerable strength, and spot Straits is scarce. Locally the price is 63c-65c lb.

LEAD.—The lead market has been somewhat easier during the week. Locally the range of prices has declined to 14¼-15c lb.

SPELTER.—No price change is noted locally, although the U. S. market has been dull and lower. The local price remains at 11½c-12½c lb.

COPPER.—The market is quiet, and reports from the United States indicate that there is great uncertainty as to future developments. Local prices remain at 63c-65c lb.

ALUMINUM.—The situation in aluminum is unchanged, with quotations still at 67c-68c lb.

ANTIMONY.—The U. S. market is weak and stagnant. The price locally remains at 25c lb.

PIG IRON.—The pig iron market in the States continues very firm, and prices are still advancing. The general situation is practically unchanged, but there is considerable uneasiness in some quarters about the possibility of Government regulation of pig iron prices. The local situation is unchanged, as domestic pig irons are still off the market.

Rope Trade Is Now Developing

Toronto.

CORDAGE, TWINE.—Now that the haying season is here, although the weather has been anything but favorable for hay-making, the demand for hay fork rope has been developing during the past week. Stocks of fibre in the United States are reported to be improving and almost up to normal years. With such a condition prevailing, cordage men are not anticipating that a further advance in Manila products will be necessitated in the near future. The market is holding firm but steady. The United States Government proposes to regulate the sale of hemp, jute and sisal, and their products. Some cordage men are inclined to doubt whether sisal could effectually be regulated since it is produced in territory outside of the United States, which is practically the only available source of supply.

Furnaces And Gas Ranges Advance 10%

Toronto.

STOVES, ENAMELWARE.—Following the advance recorded in coal and wood ranges last week, the prices on furnaces and gas ranges have been marked higher in price to the extent of 10 per cent. This was the same amount of advance recorded in stoves. There is a continuation of shortage of supplies in gas, electric and oil stoves. Shipments of stoves and ranges are now going forward on orders that have recently been placed. Certain lines of oil stoves are in very firm market, and advances would not come as a surprise. Enamelware is holding steady at the recent advances, with a fair demand for these commodities.

Correction Respecting Adamson Vulcanizers

Toronto.

VULCANIZERS.—We desire to make a correction respecting the announcements on the new list prices for Adamson vulcanizers. In last week's issue the old list prices of these vulcanizers were inadvertently given as the new list prices, which are to become effective July 15. Following are the new list prices, which become effective on July 15: Model M, $1.75; Model T, $2.50; Model U, $3.50; Model S, $15. In the Model M the advance amounts to 25c, Models U and T, 50c increase, and for Model S, $3 increase on list prices. The new list prices are subject to the usual trade discounts. The manufacturers state the increases have been due entirely to the present high cost of raw materials. All orders placed with jobbers to be shipped before July 15 are to carry previous list and discount prices. This line of goods has in the past been sold at the same list and discount prevailing throughout the United States, according to the manufacturers, which thereby eliminated the payment of duty approximating 40 per cent.

LONDON MARKETS

LONDON, Ont., July 10.—There have been many important price changes during the week's business in London and surrounding district continues seasonably good with most lines of summer goods moving out well. Prices generally are firm with the exception of linseed oil, which has dropped again. Advances are recorded on many lines including babbit metal, solder, wire hooks, horseshoes, files, picks, mattocks, iron washers, auger bits, hammers, glazier points, tapes, and tire bolts. Collections are fair. Many travelers and salesmen are preparing for their vacations.

Babbitt Metal; Solder; Hooks; Hammers Advance

London.

BABBIT METAL.—An advance of 5 cents per pound has been made on prices of babbit metal during the week, bringing new prices to 40c per lb. for Spooner's Finest; 35c for No. 1; 30c for No. 2; 27c for No. 3 Nicoluminum.

Solder Higher

Further advances have also been made on solder prices and new quotations are 41 cents per lb. for half and half.

Wire Hooks

Wire hat and coat hooks have also advanced to a price of 95 cents per gross for coppered, 3 inch size.

Hammers

An advance of about 20 per cent. has been made during the week on prices of Maydole hammers.

Horseshoes And Files Advanced

London.

HORSESHOES.—An advance of 50 cents per 100 lbs. on horse shoes has been made, bringing prices to $5.65 per 100 lbs. for iron shoes No. 2 and larger; $5.90 for iron shoes No. 1 and smaller; $6.10 for steel shoes No. 2 and larger; and $6.35 for steel shoes No. 1 and smaller.

Files Advance

An advance of about 10 per cent. has been made on files, bringing new discounts to the following: Globe, 50 per cent. off standard list; Black Diamond, 37½ per cent. off; Nicholson, 37½ per cent. off list.

Glazier Points Up; Also Tapes And Rules

London.

GLAZIER POINTS.—An advance of 2 cents per lb. has been made on glazier points, bringing new prices to 22 cents per lb. for all sizes. In half pound papers the points sell for 11 cents per paper.

Lufkin Tapes and Rules

Advanced figures from 5 per cent. to 25 per cent. have been made on prices of Lufkin tapes and rules.

Iron Handles

Mrs. Potts' iron handles have also gone higher and new prices are quoted at $1.25 per dozen.

Wrought Nipples

An advance has also been made on wrought nipples of 10 per cent., bringing new discount to 45 per cent. off list.

Picks, Mattocks, Bolts, Washers, Bits, Advance

London.

PICKS, MATTOCKS.—Advances have been made during the week on prices of picks, mattocks, hoes, and crow bars as follows: Clay picks, 5 to 6 lb., $8.50 per doz.; in 6 and 7 lb., $9 per doz.; edge mattocks, $9.50 per doz.; pick mattocks, $9.50 per doz.; grub hoes, $7.75 per doz.; crow bars, 7½ cents per lb.

Tire Bolts

Prices on tire bolts have advanced, bringing new discount to 35 per cent. off standard list.

Wrought Iron Washers

Wrought iron washers have also advanced and new prices add 10 per cent. to list.

Auger Bits

Irwin auger bits have advanced during the week and new discount is 25 per cent. off list.

Disston Goods Up; Rope Unchanged

London.

DISSTON GOODS.—An advance of from 5 to 10 per cent. has been made on prices of Henry Disston goods, including hand saws, try squares, sliding tee bevels, trowels, etc. New prices on D8 hd. saws, are as follows:—$22.29 per doz. for 18 in.; $24.89 per doz. for 20 in.; $27.39 per doz. for 22 in.; $29.38 per doz. for 24 in.; and $30.85 per doz. for 26 in.

Rope Unchanged

Prices on rope are unchanged during the week at previous quotations of 37c base for pure manila; 31c for British manila; 31c for New Zealand hemp, and 26½c for Sisal.

Stanley Goods Up; Glass Prices Revised

London.

STANLEY RULE AND LEVEL GOODS.—An advance has been made on prices of Stanley Rule and Level Company's goods, including gauges, levels, screw drivers, try squares, and sliding bevels. The advance amounts to about 10 per cent.

Glass

Glass prices on cut lights have been advanced bringing new discount from 50/5 per cent off to 40/10 per cent. off standard list. There has been no change in prices on Single Diamond and Double Diamond at 50/10 per cent. off at the case price.

Net Prices On Tacks At New Discounts

London.

TACKS.—Following are given some net prices on best selling sizes in tacks figured out at the new discount of 60/15 per cent. off:—

	Doz. Papers
Blued carpet, 6 oz.	$ .54
8 oz.	.68
10 oz.	.82
Tinned carpet, 6 oz.	.63
8 oz.	.80
10 oz.	.97
Cut tacks, 1 oz.	.25
1½ oz.	.29
2 oz.	.30
2½ oz.	.34
3 oz.	.36
4 oz.	.44
6 oz.	.57
8 oz.	.72
10 oz.	.87
12 oz.	1.01

Clout Nails

Some new net prices on clout nails are being quoted as follows:—

	Blued per lb.	Tinned per lb.
3/8 size	.22	.27
4/8 size	.18	.22
5/8 size	.17½	.22
6/8 size	.16½	.20
7/8 size	.15	.19
1" and larger	.14½	.18½

Nails; Mowers; Files; Paris Green Firm

London.

NAILS.—Nail prices have been firm during the week at unchanged quotations. There is a good demand for nails at following prices: $5.45 per keg base for wire nails, and $5.75 base for cut nails.

Mower Knife Files

Carborundum mower knife files, No. 57 size, are listed at $9, less 15 per cent.

Paris Green Firm

Paris green is unchanged during the week at following quotations:—

	Per lb.
½ lb. packages	.59¼
1 lb. packages	.57¼
25 lb. drums	.55¼
50 lb. drums	.55
100 lb. drums	.55

Linseed Oil Drops; Turps; White Lead, Firm

London.

LINSEED OIL.—A further drop has been made in prices on linseed oil. This drop of 5 cents per gal. brings new prices to the following:—

	Raw	Boiled
1 to 2 bbls.	$1.22 per gal.	$1.25 per gal.
3 to 5 bbls.	1.21 per gal.	1.24 per gal.
6 to 9 bbls.	1.19 per gal.	1.22 per gal.

Turpentine

Turpentine prices are unchanged during the week at former prices of 63c per Imp. gal. in 1 bbl. lots; 62c in 2 to 4 bbl. lots, and 70c in 5 gal. lots.

White Lead in Oil

Prices on white lead in oil are unchanged at quotations of $19 per 100 lbs. for pure lead in ton lots, and $19.30 per 100 lbs. in less than ton lots.

Miscellaneous Lines Remain Unchanged

London.

POULTRY NETTING. — Prices on poultry netting are unchanged at previous quotations of 30 per cent. off for Canadian makes.

Harvest Tools

Prices on harvest tools are similarly unchanged in firm market at 33 1/3 per cent. off standard list.

Spades and Shovels

Discounts on spades and shovels are unchanged at 35 per cent. off for firsts, 20/10 per cent. off for seconds, and 12½ per cent. off for fourths.

Screen Wire

Screen wire, painted black in 100 ft. rolls is unchanged at $3 per 100 sq. ft., and $3.05 in 50 ft. rolls; bronze wire is quoted at 14c per sq. foot.

Lawn Hose

Lawn hose prices are unchanged at 14c per ft. in ½ in. size; 19c for ¾ in. size, and 28c for 1 in. size, in corrugated hose. Prices are less 5 per cent. in full reels of 500 ft.

Iron Pipe Advances; Shoe Findings List

London.

IRON PIPE—SHOE FINDINGS. — Higher prices are being quoted on iron pipe, and a new list has been issued on shoe findings. Details of the new prices are reproduced in panels elsewhere in the report of the markets.

ADVANCES ON SPADES AND SHOVELS AND RIM LOCKS

Late Thursday afternoon important price changes were announced on spades and shovels. The new discounts follow. The list price on Hollow back shovels, No. 2 black 4ths has been changed from $10.50 to $11.50. Following discounts are now in effect:—

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Plain back shovels	30%	20 and 2½%	5%
Draining tools	30%	30%	....
Hollow back scoops	10%	....	net list
Hollow backs, sand shovels and coal shovels	30%	....	net list
Riveted back scoops	7½%	7½%	7½%
Jones miners spring point riveted shovels, lists Nos. 42 and 43	7½%	....	....

Above discounts apply whether goods are sold in carload or less than carloads.
The above dsicounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining tools, No. 2 black	19.00	18.00	.....
Hollow back scoops, No. 2, black	16.80	.....	13.80
Sand shovels, No. 3, black	18.50	.....	11.50
Hollow back shovels, No. 2, black	18.00	.....	11.50
Coal shovels, No. 2, black	21.50	.....	14.00
Riveted scoops, No. 2 black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished	$1.00 per dozen net
Half polished	50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.
Freight will be equalized on railway rates only.

All lines of rim locks and rim lock sets, both cast iron and steel have been advanced in price. Pottery knobs have also advanced. New prices were not available at time of going to press.

FREIGHT EMBARGO

Possible congestion of traffic at the port of Montreal is responsible for an embargo issued by the G.T.R. on all carload freight for export via this port. Exceptions made affect freight consigsed on account of the Imperial Government, and carload freight, when specific steamship space has been secured, and acceptance authorized by officials of the general Foreign Freight Department, either at Montreal or Toronto.

WEEKLY PAINT DEPARTMENT

Flax Crop Estimated 15 p.c. Greater

Representative of New York Trade Reporting Bureau After Trip Through Western Canada and United States Thinks Conditions Favorable so Far For a Heavier Yield Than Last Year.

INTEREST is being manifested in the condition of the flaxseed crop of Western Canada, as it has a pertinent bearing on the price of linseed oil, and through it, many commodities into which the oil enters in manufacture. In an interview with HARDWARE AND METAL, H. H. Seidler, of the Trade Reporting Bureau of New York City, who has just returned from a trip through the Canadian West and through the Western United States, the statement was made that the acreage would be approximately 15 per cent. greater in Western Canada this year than last year. "Through interviews with elevator men and others in the Canadian West, I gathered that they were of the opinion the increase in flax would be in the neighborhood of 15 per cent.," said Mr. Seidler. "During the first part of June the Grain Growers' Guide of Winnipeg estimated the acreage at 8.3 per cent. greater than last year. Elevator men and others in the West whom I interviewed were of the opinion that this estimate was low and that the acreage would be fully 15 per cent. above that of last year. If unfavorable weather conditions do not intervene there is every evidence that the crop will be considerably heavier than last year. I also visited the States of Montana and North Dakota, which are the two largest flax producing sections of the United States. In conversation with elevator men and others in that district I found the estimates of the increased acreage there ran all the way from 10 per cent. to 25 per cent. It is probably safe to assume that the increase will amount to at least 15 per cent. Seeding in the Western United States in flax is very late this year, as it was just completed during the latter part of June. There was lack of rain in Montana during the latter part of June, but what has been the condition since that time I am unable to say. At that time, at any rate, they were in need of rain in the Western United States."

Government Report Soon

At the time of writing, the Canadian Government had not issued a report on the condition of flaxseed for July, but it was expected that it will be issued in the near future. In anticipation of a heavier crop of flaxseed during the present year the market for the October option has shown a steadily downward price during the month of June. On June 1 the October option at Winnipeg reached the high point of $2.74, but on the previous day, May 31, it had been down as low as $2.53. This price on May 31, however, was a mere fluctuation in the market, as the price had prevailed well up around $3 throughout the month of May. On June 11, the October option had reached $2.94. Since that time it has fluctuated somewhat, but the tendency has been in a general downward trend until on July 6 it had reached $2.53 per bushel. Tuesday and Wednesday advances were recorded in the October option when it reached $2.77 per bushel. Of course, much may happen between now and the time when the crop is harvested, and this phase of the situation should be borne in mind.

Linseed Oil Low in Canada

As compared with the price of linseed oil in the United States, the price in Canada at the present time is comparatively low. In New York City the base price on raw linseed oil at the time of writing is $1.15 per gallon in carload lots. When it is remembered that the standard gallon of the United States is the wine gallon, which is one-fifth of itself smaller than the Canadian Imperial gallon, it will be seen on the same basis the price of raw oil in Toronto should be in the neighborhood of $1.38 per gallon on the carload basis. As a matter of fact, the carload basis quotation is in the neighborhood of $1.13 per gallon. This would make a difference of 25c per gallon in the price in Canada as compared with the United States. Canadian oil men are at a loss to account for this difference in price. One man closely in touch with the Canadian situation ventured the opinion that perhaps the American crushers are not disposing of their oil cake to as good advantage as the Canadian crushers. It is a matter for mild surprise the way the local demand for oil cake has kept up. While some Canadian crushers report the demand for oil cake has fallen off considerably within recent weeks, other crushers again assert that it has kept up remarkably well. The manufacturer able to dispose of the oil cake to advantage is able to make a better price on the oil. The crusher able to make the better price on oil naturally dominates the situation to some extent.

The opinion was expressed that the seed may be higher in the United States than it is in Canada. Flaxseed in the United States for future delivery has been somewhat higher than it is in Canada. For instance, on June 29, October option at Duluth sold at $2.80, whereas in Winnipeg the same day the quotation was $2.62 per bushel. This has been about the relative difference between Canadian and American seed for some time past. There is a difference in the cost of the seed at the two points due to transportation and other charges which could account for the difference in the seed. There is apparently not a sufficient difference to account for the difference in the price of oil.

Uncertainty in Market

There has been an element of uncertainty in the market and there has perhaps been a disposition on the part of Canadian crushers to take business at prices that seemed favorable rather than wait and perhaps get lower. With a heavy crop of flaxseed this year prices would undoubtedly be easier.

At any rate there has been a disposition to endeavor to book business and this competition has no doubt had something to do with sending the Canadian market to a lower level than in the United States.

FIBRE CONTAINERS TO CONSERVE TIN PLATE SUPPLIES

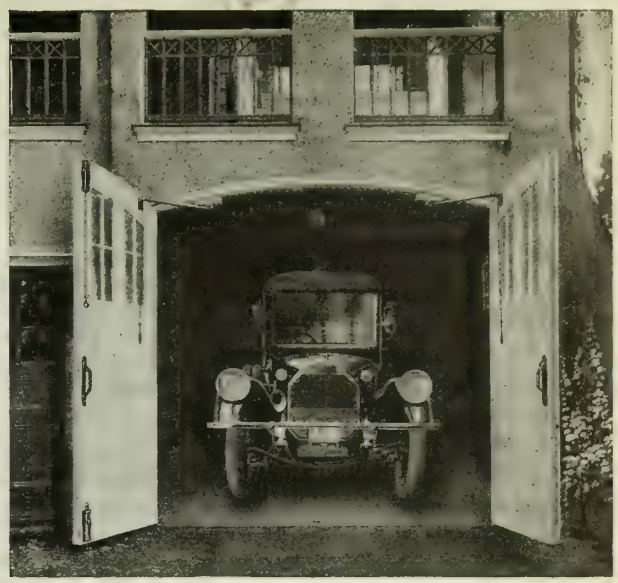
The substitution of fibre containers for tin cans is a question which is receiving much attention by the United States Departments of Agriculture and Commerce, owing to the shortage of steel required for war purposes. It is pointed out that tin plate is 98 per cent. steel and 2 per cent. tin, and that under the present circumstances it is difficult for the tin plate mills to secure sufficient supplies of steel to turn out the usual quantity of tin plate required for the manufacturing of tin cans and other purposes. There is a shortage also owing to the difficulty of getting supplies from the United Kingdom.

It is contended that the substitution of fibre containers for the great number of tin cans used for the retailing of "ready-to-eat" foods, would do much to conserve supplies as well as to bring down prices.

Warranted Pure

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO



THERE'S only one really sensible way to equip a garage and that is to use hardware that is made especially for garage use. In this way every piece functions properly.

STANLEY GARAGE HARDWARE

is made for garages. It is of sturdy design, of correct proportions and good workmanship.

STANLEY Garage Door Holder No. 1774 locks the door *open* preventing injury to the car entering or leaving.

STANLEY Butts and Hinges make certain that the doors swing smoothly and easily.

The STANLEY LATCH and Pull Handle provide a comfortable way to open and close the door.

Every garage should have STANLEY Garage Hardware! Every garage builder is therefore a prospect of yours.

To-day write for the interesting book, "Selling More Stanley Garage Hardware." It is free on request.

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Co.
Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 11.—There is an uneventful condition of market this week as regards the principal products used in the paint trade. Following the advances of recent date, mixed paints appear to be in demand from several quarters, but there is no unusual activity to report. Neither is there any falling off of activity more than usual at this season. Linseed oil is a little firmer this week in tone, but quotations had not altered. Turpentine is steady. White lead in oil and putty are unchanged. Glass is unchanged, and the only hint regarding shellac is the hope expressed that before long this may be a little easier in price than it has been of late. Business is for the time of year reasonably active, but the season's usual quietness is noted.

Mixed Paint Demand Good For Season

Montreal.

MIXED NUTS.—Since the advance in prices for mixed paints there has been quite brisk business in many quarters. Certainly no manufacturer has noticed any falling off in demand due to the advances which were inevitable, and had been held off as long as possible. Reports indicate that there was less consumption of paint during the spring owing to unseasonable weather for out of door painting, but domestic paints were used quite freely. At present there is a general feeling of brisker business on the whole than the season as a rule justifies. It is not the most active season for paint trade, but manufacturers are filling orders actively. The outlook now as to prices is for a period of steadiness at the recent advances. For the future it is not possible to make any prophecies.

Linseed Oil Firmer, But Still Uncertain

Montreal.

LINSEED OIL.—There was a stronger tone to the linseed oil market this week, although prices have not altered to any appreciable extent. Owing to further weakness which developed in the end of last week, and early this week prices had sagged in some quarters to as low as $1.15 and $1.17½ per Imperial gallon in one to four barrel lots. One cent less was being quoted for five to nine barrels lots, and these prices were the lowest heard of, lower even than last week's quotations. That the stronger tone beginnig to be felt would probably do away with these low prices was an opinion voiced, and the outlook in linseed oil from the crushers' point of view was towards more strength. By no means over-abundant supplies of seed are coming into Montreal, and practically all the supplies that are coming in are coming by rail, not by water. It has been a source of some anxiety to crushers to solve the problem of transportation, and at time of writing there was no great certainty that water transportation for much flax-seed would after all be available. This dribbling in of supplies of seed has a tendency to keep the market uncertain. No news of importance affecting the general outlook was available this week, and the firmness of tone mentioned was the only outstanding feature to record.

	Per Imperial Gallon	
Linseed Oil—	Raw	Boiled
1-4 bbls.	$1.20-$1.24-$1.30	$1.22½-$1.26½-$1.33
5-9 bbls.	1.19- 1.23- 1.29	1.21½- 1.25½- 1.32

Turpentine Steady; Outlook Similar

Montreal.

TURPENTINE.—With reports from Savannah still indicating a steady tone to the turpentine market, the local condition as regards this oil was unchanged from that prevailing last week. In some quarters a hint of easier tendency was heard, and quotations were showing a slight tendency towards lower levels. In the main, however, the tone was steady, and from the largest sources of supply quotations given were unchanged from those published last week from the same sources. The outlook was regarded as steady. Business is reported normal for the time of year.

Turpentine—	Per Imp. Gallon
1-4 barrels	$0.63-$0.65-$0.68-$0.69
5-9 barrels	0.61- 0.64- 0.67- 0.68

White Lead In Oil Remaining Steady

Montreal.

WHITE LEAD IN OIL.—Since the recent advance white lead in oil has become quiescent, the market for the metal having been a little less active of late, and the oil being easier during recent days. A firming tendency in linseed oil lately may lead to firmer tone for products, but the market for white lead in oil keeps steady at the recent advanced quotations. Owing to better weather demand has been better, but there is nothing abnormal in market activity at present. Quotations are as last week, that is for 1 ton lots $18.80 per 100 pounds; and for lots of less than one ton $19.10 per hundred pounds.

Putty Unchanged And Steady Tone

Montreal.

PUTTY.—The market for putty is still steady and unaltered. Whiting supplies are coming forward with the inevitable irregularity due to war conditions at sea, but sufficient supplies can be secured to prevent any immediate anxiety. Linseed oil having been easier in tone of late, putty has shown no untoward tendencies to advance, and the outlook is steady for the present. Quotations are as given last week. For standard putty, bulk in barrels, $3.60 per hundred pounds for less than ton lots. In hundred pound drums the price is $4.05 per hundred pounds.

TORONTO

TORONTO, July 12.—There was a firmer situation in the linseed oil market during the week due to considerable advances in flaxseed. Advances were recorded in the oil from the low levels in conformity with the situation in flax. Turpentine was in steady market. Demand for mixed paints is continuing fairly good although the continued rainy weather has been detrimental to painting and the stocks used have not been as heavy as manufacturers anticipated better weather would occasion. White lead in oil remained unchanged in the face of a weather condition in pig lead. One of the lines to change in price is fancy glass where an increase of approximately 33 1/3 per cent. has been made. This commodity is now sold list and discount, the former prices being net. Window glass and plate glass remained unchanged but in firm market. Putty held in steady position.

Flaxseed Went Up; Linseed Oil Follows

Toronto

LINSEED OIL.—There was a decidedly firmer tendency in the linseed oil market during the week due to the climbing tendency of the flaxseed. While raw linseed oil was quoted as low as $1.15 per gallon in single barrel lots during the week prices quite generally were advanced Thursday morning, the range at that time being from $1.20 to $1.27 per gallon. On Tuesday and Wednesday of the present week advances in flaxseed amounted to 14c over Monday

A group of ads. that have appeared in farm papers, newspapers and magazines.

We are Glad to Spend Many Thousands of Dollars in advertising to Aid B-H Merchants

No effort is spared to help our merchants sell B-H products easily and often. These advertisements represent a heavy expenditure, but one we are glad to make on your behalf. As you will observe, on examining the illustration, these announcements have appeared in magazines, farm journals and newspapers.

In addition to this publicity, we are sending to consumers over a quarter of a million pieces of direct mailing literature.

It is our hope that this advertising campaign will aid you to still further increase your profitable paint sales.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

Quotations on the October option while a gain of 18¾c was recorded on the cash flaxseed at Winnipeg. Local oil men were of the opinion that the upward tendency may have been due to heavy buying of seed as there has been considerable interest on the part of crushers within recent days. Reports on the condition of the crop in the West have not been made public as yet by the Government. While it is anticipated quite generally that the acreage will be ahead of last year there are factors of weather which may militate against a possible increase in production through larger sowings. The situation is one of uncertainty and much depends on weather conditions in the West in the near future. Locally the demand has been good for oil, much of which is for future delivery. We quote:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.20-$1.27	$1.23-$1.30
3 to 5 bbls.	1.19- 1.26	1.22- 1.29
6 to 9 bbls.	1.18- 1.25	1.21- 1.28

Turpentine Production In South Is Heavy

Toronto.

TURPENTINE.—With production of turpentine in the Southern United States mounting up and no prospect of an outlet through export the situation continued one of easy tone in the market so far as prices are concerned. Locally there was no change, prices holding at the narrow range of 62½c to 63 per gallon in single barrel lots. Receipts of turpentine at the three large centres of Savannah, Jacksonville and Pensacola from April 1 to July 5 amounted to 96,982 barrels as against 105,763 barrels last year. This is a decrease this year as compared with last for the new crop of 8.3 per cent. Scarcity of labor in the South is having its effect on production. But while production has been less there has been no export demand for this commodity and this is the big factor in the market at present which is tending to keep prices down.

	Per Imp. Gal.
1 barrel lots	$0.62½-$0.63
2 to 4 barrels	0.61 - 0.62
5-gallon lots	0.80½- 0.71

Weather Not Very Favorable For Painting

Toronto.

MIXED PAINTS.—Weather during the past week has been anything but favorable for outside painting but some manufacturers assert the demand still keeps fairly good. Features that are pointed to as helping along inside painting are the absence of flies and dust at this season of the year. Higher prices apparently have not interfered with the trade and dealers anticipate that a bigger demand would have developed with better weather for outside painting.

White Lead In Oil In Stationary Market

Toronto.

WHITE LEAD IN OIL.—With a weaker market for pig lead the market on white lead in oil showed no further inclination to move upward. There is much uncertainty as to the course of the pig lead market due to the fact that some of the large producers have sold to the United States Government at prices considerably below prevailing market. Linseed oil at the time of writing is in firmer tone, but how long this will last is also uncertain. This is a factor that reacts on the white lead in oil. Demand for the commodity still continues light.

Fancy Glass Has Made Big Advance

Toronto.

GLASS, PUTTY. — An Advance amounting to approximately 33 1/3 per cent. has been made effective on some ranges of fancy glass. This class of glass was formerly quoted net per foot but with the making of new prices, list prices with discount have been adopted by dealers. The new discount is 33 1/3 per cent. off list. Window glass held steady in price for the most part during the week, at a discount of 50 and 10 per cent. off list. One dealer has put an advance into effect partially and is quoting at 50 per cent. off list in certain instances. It is intimated that higher prices are to be looked for when the new wage scale is negotiated by the blowers with the American manufacturers. Plate glass remained unchanged at the advance announced last week, discounts being from net list to 10 per cent. off.

Putty held in steady market, prices remaining unchanged at quotations given in current quotations.

FANCY GLASS PRICE LIST.

The following new prices have been issued on fancy glass. The discount from this list is 33 1-3 per cent. for the glass cut to the exact size as required. Special prices will be made on large quantities or stock cases. Prices are F.O.B. Toronto, Montreal, London.

	Per sq.ft. Cut sizes
1-8 Ribbed or rough rolled glass	.21
3-16 Ribbed or rough rolled glass	.28
1-4 Ribbed or rough rolled glass	.40
1-4 Ribbed or rough wired glass	.50
Sheet prism, up to 42 in. high	.50
Sheet prism, 42 to 60 in. high	.75
Figured rolled glass, white	.35
Figured rolled glass, colored	.45
Chipped glass, 21 oz.	.45
Cathedral glass, white	.30
Cathedral glass, colored	.35
Ground glass, 16 oz.	.30
Ground glass, 21 oz.	.35
Enamelled glass, 16 oz.	.40
Enamelled glass, 21 oz.	.45
Plain colored glass, 16 oz.	.40
Plain colored glass 21 oz.	.50
1-4 Polished wired plate glass, up to 3 square feet	$1.50
3-7 square feet	1.85
7-11 square feet	2.55

Prices of larger sizes on application.

PRICES OF FOLLOWING ON APPLICATION

Opal glass
Acid and wheel cut glass.
Fancy enamels and sand cut
Tile prism.
Thick plate glass.

ORGANIZATION TO OUST GERMAN TRADE FROM MEXICO

Very important financial interests in the City of Mexico propose the establishment of a great agency business which will handle only products of the British Empire. The intention is especially to occupy the field formerly filled by Germans in supplying Mexico with manufactured goods and other products which Mexico is obliged to import. The organizers wish to get in touch with Canadian manufacturers and exporters of Canadian products. Further information can be obtained by applying to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

CANADA'S REVENUE UP

The returns to the Department of Finance, Ottawa, for the first three months, ended June 30, of the present fiscal year, show a total revenue of over sixty-three million dollars, as compared with fifty millions for the same period last year. On the other hand, the capital expenditure of the Dominion has declined three millions, chiefly on public works and railways and canals account. The ordinary expenditure, which includes interest upon the war debt and pensions, is practically the same as last year.

THINKS WINDOW GLASS WILL BE HIGHER

(Continued from page 40.)

not be equipped to use coal, oil or other fuel.

You can figure out the possibilities. We have already advised our friends to buy every box of glass that they had the money to pay for and the room to store, and to carry it for the fall and winter trade; it will not only pay liberal carrying charges, but a very handsome profit. We don't consider this speculation, but merely preparing yourselves to do business. The increased costs in every line, transportation troubles, and a multitude of other evils that have happened to us in the past will be here again next season, but the principal troubles have been referred to as labor and fuel, and they should be borne in mind. Estimates from reliable sources vary as to the possible output for next year, but there will be a falling off of some place from 25 to 50 per cent. Not only will glass sell at a higher price, but there will be a change in the boxing charge at the commencement of next fire, to take care of the increase in the cost of lumber, nails, packing material, etc.

No investment in glass should be made unless the purchaser has absolute confidence in these statements and in the market conditions, but the good merchant is going to wait until his stock is needed, and then sell it at the market price. If he does this for the next twelve months, notwithstanding the talk of diminished volume, he will have one of the best years in his history.

It is also our belief that when there are any changes made in the selling discounts in future, there will not be the customary advance notice sent out to allow purchasers to cover at the old prices.

Paint With Business-Building Qualities and Big Profits

Over half a century of high quality paint-making has gained the full confidence of the consumer for RELIABILITY of our lines. They bring a steady patronage.

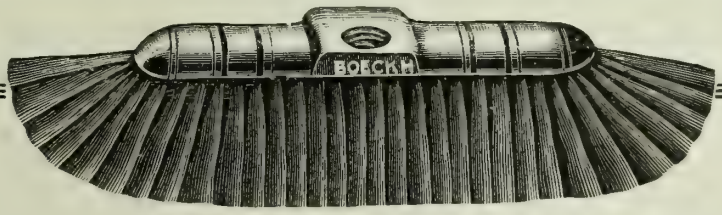
JAMIESON'S
PURE PREPARED PAINTS

A WORD ABOUT PROFITS—Even though a product is a good seller it is not of much account to the dealer unless it pays a fair profit—our paints pay HANDSOME PROFITS.

Link up with us without delay. Write for our proposition—sure to interest you.

R. C. JAMIESON & CO., Ltd., Montreal, Canada

ESTABLISHED 1858 **Owning and Operating P. D. DODS & CO., Limited**



Here Is Your Profitable Line
BOECKH'S HAIR FLOOR BROOMS

The Hair Floor Broom because of its durability and economy is finding increasing favor with housewives. BOECKH'S HAIR BROOMS win the sale over the cheaper brands because of the EXTRA QUALITY in Material and Workmanship. There is long life to a Boeckh Broom with the Boeckh guarantee of maximum service.

Get behind this line—there is profit for you, satisfaction for your customer.

BOECKH TRADE MARK EST^D 1856 TORONTO

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

BOECKH TRADE MARK EST^D 1856 TORONTO

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless'303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Common, 60%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.	....	11 25
No. 3, doz.	....	12 15
No. 4, doz.	....	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. ....$1.35-$1.65
Cut Lace Leather, lb. ....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. 0 15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 60
3 sections, 6 ft., doz.	7 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards.	Per doz.
F.o.b. Stratford.	
No. 1—18 in. x 24 in.	7 00
No. 2—18 in. x 28 in.	7 65
No. 3—20 in. x 30 in.	8 00
Ironing Boards.	
Size 12 x 60 ins., doz.	8 00
Size 14 x 60 ins.	9 00
Folding, 14 x 58 ins., doz.	21 00
Sleeve Boards.	
Basswood, stationary, doz.	2 25
Folding, per doz.	3 60
Boards, Stove.	

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ..... Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	17½%
No. 800	15 %
No. 838	17½%
No. 808	17½%
No. 804	20 and 10%
No. 802, 842, 844	25 %
Nos. 810 and 814	12½%
Nos. 820 and 910	25 %

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—⅛, $15; 3-16, $10.75; ¼, $8.40; 5-16, $7.85; ⅜-¾ inch, $7.25.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER

	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$52 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	50 00	54 00
Copper sheet, tinned, 14x60 in., 14 oz.	52 00	56 00
Copper sheet, planished, 14x60 base	58 00	60 00
Braziers' in sheets, 6x4 base	52 00	55 00

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	$10 50	$9 50

	Apollo	Crown	Gorbals
	Galvanized		
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	30 00
IX, 20x28 base, 112 sheets	32 50
IXX, 20x28 base, 56 sheets	17 00
IXXX, 20x28 base, 56 sheets	18 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$13 75
20x28 IC, double box	27 50

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	15 75
IXX, 14x20 base	16 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

BINDER TWINE

FOR IMMEDIATE SHIPMENT

Write or wire, our expense, for quotations.

SHIPMENT SAME DAY AS ORDER RECEIVED

Kirkwood & Sons
34 West Front St.
TORONTO

First Choice of Homebuilders for Fifty Years

The marked preference of home builders, and the endorsement of discriminating painters makes an ever increasing demand for Berry Brothers' varnishes.

House owners and home builders have learned that the permanency of beautiful interiors depends not only upon the skilled treatment of woodwork, floors, walls and ceilings, but upon the use of the right Finishes.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finishes, and Luxeberry Wall Finishes are a few of the quick selling "Berry" products that have enjoyed the confidence of architects, decorators and house owners for over half a century.

You can make your varnish business grow by pushing Berry Brothers' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

(580)

Doing Our Level Best

A WORD TO THE WISE IS SUFFICIENT

Labor shortage and scarcity of raw material are apt to retard production at this time. But our customers can rely upon us to give their orders the same minute attention that has always characterized our efforts in the past. If there is any delay at any time it will occur only through conditions beyond our control.

While conditions may affect delivery it will not interfere with the quality of our products—Taylor-Forbes standard will always be maintained.

Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY, LIMITED, GUELPH, CANADA

If interested, tear out this page age and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 55
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	14 40
Masons, 5 lbs. and over, per cwt.	16 55
Masons, 5 lbs. and under	18 75
Napping, up to 2 lb.s	20 65

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees 45% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, 50% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-16.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 10% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 10% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above ⅝ in., per lb.	7¼
Extra hooks for above, ¾ in., per lb.	7

F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$2 65	$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	10 50
Sad irons, plain, 6 lbs. up	8 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	19c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$3.00- 4.25
Copper, well japd., doz.	17.25-17.75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90	1 00
Cold blast	....	1 00
Cold blast, short ruby	....	3 25
Cold blast, common ruby	....	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

RAMSAY'S SHINGLE STAINS

Known for Their Wonderful Penetrating Properties and Richness of Color.
The Right Shingle Stain to Shingle Stain Right.

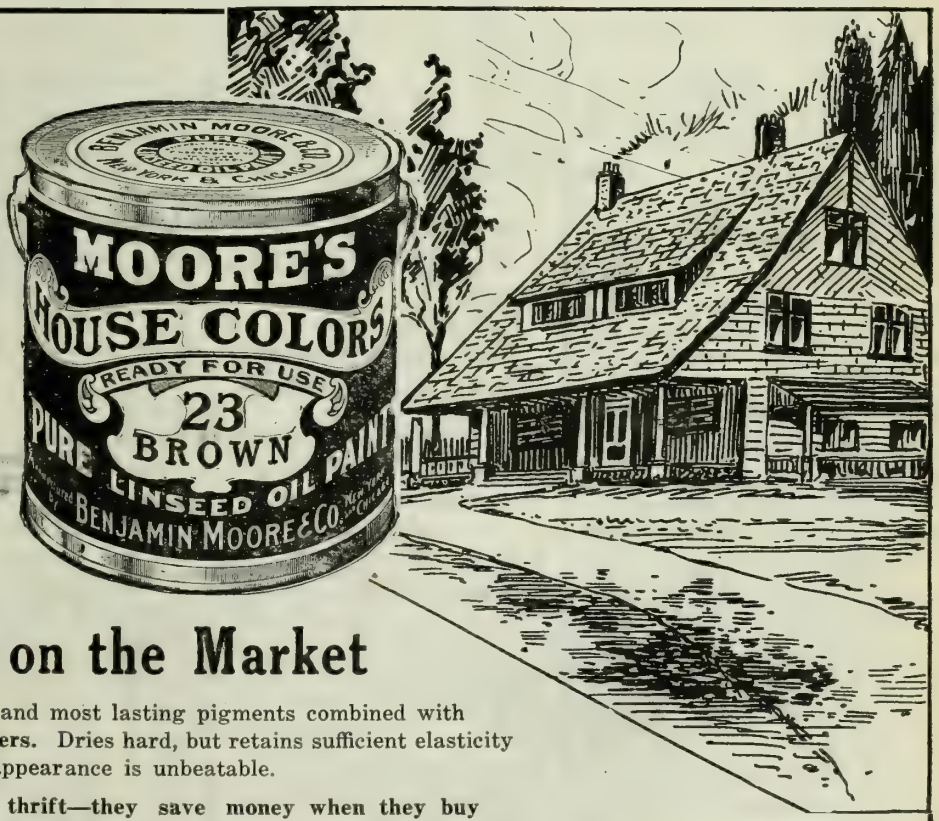
A. RAMSAY & SON CO.

Toronto MONTREAL Vancouver

Economy!

HELP YOUR CUSTOMERS PRACTICE A WAR-TIME NECESSITY

Sell Them the Benjamin Moore Products



Our methods of conducting business enables us to sell a high quality product at a low price. Our HOUSE COLORS represent the

Best Paint Value on the Market

Our paint is made from the very best and most lasting pigments combined with **Pure Linseed Oil and the best liquid dryers.** Dries hard, but retains sufficient elasticity to prevent cracking and peeling. Its appearance is unbeatable.

Help your patrons to practice thrift—they save money when they buy Benjamin Moore Products. Write for agency proposition.

Benjamin Moore & Company, Limited, West Toronto

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (American)	20 00
Clipper, U.S. (spun)	21 00
U.S. Navy (Eng.)	18 50
Plumbers	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	....	8 85
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Black Galvanized
Per 100 feet

Standard Buttweld

Effective July 5, 1917.

⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	85 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	5.00-10 80

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis.	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

Per 100 lbs.

10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$13 20
18-20	12 55	12 55	13 40
22-24	12 25	12 25	13 60
26	12 25	12 25	13 80
28	13 00	13 00	14 28
10¾ oz.	....	....	14 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

The Practical Paint for the Farmer

The paint that works easiest, covers best, and is most durable and most economical is the paint that makes permanent customers of the farmers.

C. P. Homestead Liquid Red

is a practical paint prepared to give that protection against severe weather that farm buildings need. It's a paint worthy of the C.P. Trade-Mark—the mark of the highest quality in paint.

Impress this on those customers who want paint for barns, fences, water tanks, sheds, etc. Make it known to factory owners. Tell them about this paint and why it saves them money.

It all means more paint sales for you.

The C.P. Agency is an interesting and profitable proposition. Write us about it to-day.

The Canada Paint Company, Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Ave., Winnipeg

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

For Ontario, Quebec and Maritime Provinces.

	1st Grade	2nd Grade	4th Grade
Shovels	35%	20 and 10%	12½%
Draining Tools	35%	35%	.....
Hollow Back Scoops	15%	.....	7½%
Hollow Backs, Sand Shovels and Coal Shovels	33 1-3%	.....	2½%
Riveted Back Scoops	12½%	12½%	12½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	12½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 3, black	18.50	.....	11.50
Hollow Back Shovels, No. 2, black	18.00	.....	10.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished .....$1.00 per dozen net

Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

Freight will be equalized on railway rates only.

SWEEPERS, CARPET Bissell's

Boudoir .....Doz. $31 00
Champion Nic 25 00
Champion Jap 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing.... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing.. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., ball-bearing 34 00
Parlor Queen 37 00

F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)

Grand Rapids Vac., ...doz $77 00
Household Vac. 63 00
Superba Vac. 92 00

F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN

Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50

F.o.b. Stratford

"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50

F.o.b. Montreal

TACKS Discount

Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted April 23, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Ordinary brands, 33 1-3%.
Samson, 25 and 5%.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.

Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75

F.o.b. Newmarket

VALVES %

Ground work 35-53
Compression work, standard.. 55
High grade 48
Cushion work 49
Fuller work, standard..... 54
High grade 47
Basin cocks, No. 0 standard.. 53
High grade 49
Nos. 1 and 2, standard 49-53
Bath cocks 55
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 60
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 60
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 [illegible]
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18 ..... 7 20
No. 19 ..... 7 70

Hay Wire in Coils

No. 13 ..... 6 80
No. 14 ..... 6 90
No. 15 ..... 7 05
No. 16 ..... 7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots net.

Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 ..... 5 00
Nos. 32-34 ..... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering..... 0 16

Oiled and Annealed Wire

No. 10 ..... $6 66
No. 11 ..... 6 72
No. 12 ..... 6 80

Wire Bale Ties

No. 12 ..... $6 75
No. 13 ..... 6 85
No. 13½ 6 90
No. 14 ..... 7 00
No. 15 ..... 7 20
No. 16 ..... 7 45

Fence Wire. Toronto

Barb $6 95
No. 9 pl. galv. 6 55
No. 12 pl. galv. 6 70
No. 13 pl. galv. 6 85
No. 9 coil sp. 6 60
No. 12 coil sp. 6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in..... 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo -	Net prices dozen	Coes—	Net prices dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

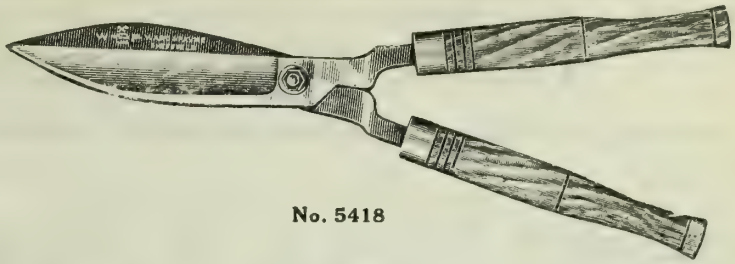
Stillson—

6 in.	11 00	18 in.	27 60
8 in.	12 45	24 in.	40 00
10 in.	13 80	36 in.	74 50
14 in.	19 35	48 in.	100 00

Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.

WARD & PAYNE, SHEFFIELD

SOLE MANUFACTURERS



No. 5418

TRADE MARK

W P

GARDEN SHEARS,

THE CELEBRATED FAST HANDLE

If you have not stocked the above Shear, we respectfully ask you to give it a trial; you will never buy any other.

Satisfaction is double-sure—and the profits good.

The great feature is the FAST HANDLES; they cannot come off with ordinary use, and anyone who is in the habit of using a garden shear will know what a boon this is, especially with border and lawn shears. They are fitted with box hoops which cannot come off, no matter how much the wood may shrink, and the spring washers give an elasticity to the shear which cannot be obtained with ordinary bolt and nut.

Send your inquiries for full particulars to

CANADIAN REPRESENTATIVES:

Alexander Gibb, St. Nicholas Building, Montreal

Sherman F. Ainslie Spadina Avenue Toronto

Timco Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retails $2 25 a Quart Tin.

Packed in half dozens. Carriage prepaid to all points east of the Rockies on orders for half dozens or more.

Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

THE TIRE IMPORT CO., LIMITED

544 YONGE ST. TORONTO

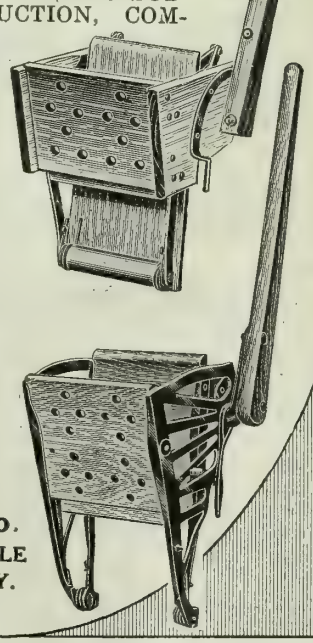
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE N.Y.

If interested, tear out this page age and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	14-16	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1 75
Acme, 20 lbs., each	2 00
Acme, 25 lbs., each	2 35

F.o.b. Montreal, Toronto, London.

COATING

Cement Coating	$2 25 $3 38

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	7-12c
Burnt Umber, 100 lbs.	7-12c
Raw Sienne, 100 lb. kegs	7-12c
Burnt Sienna, 100 lb. kegs	7-12c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100-lb. kegs	4-5c
Canadian red oxide, bbls.	0 01⅝
Super magnetic red	2¼-2½c
Canadian red oxide, lb.	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	36-45
Golden ochre, pure	20-22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	0 26
Signwriters' black, pure	27-36
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB	1 70

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50 and 10%. Cash 2%. F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated. $1.35 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 40	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$14 50 $14 70
Genuine, 100-pound kegs, per cwt.	15 25 15 45
Less quantity	.... 16 50

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

White and tints—5-lb. packages, per 100 lbs., $7.20.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	2 90
Moore's Floor Paint	2 60
Moore's Egyptian Paint	2 40
Moore's Sani-Flat	2 60
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	[illegible]
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN	Per 100 lbs. Munro's	C.P. Co.	Bergers
600-lb. bbls.	....	$53 75	$54 50
250-lb. kegs	53 75	54 00	54 75
100-lb. drums	54 75	55 00	55 75
50-lb. drums	54 75	55 00	55 75
25-lb. drums	55 00	55 25	56 00
1-lb. 100s. pks.	57 00	57 25	58 00
1-lb. 100s. tins	59 00	59 25	59 00
1-lb. 100s. tins	59 00	59 25	60 00

Prices f.o.b. Toronto, Hamilton London.

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.o.b. Montreal, Toronto.

PUTTY	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 30	4 70
Bladders, in bbls.	4 40	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal. $4-$4.25.

Gum Shellac, TN, 67-80c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 18½
XX Quality	$0 16½
XA Quality	0 15
X Quality	0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Quality I	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 50
Johnsons	0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.25
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$2 10 $2 15
Barrels	1 90 2 00

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL'S
Motor Car Varnishes

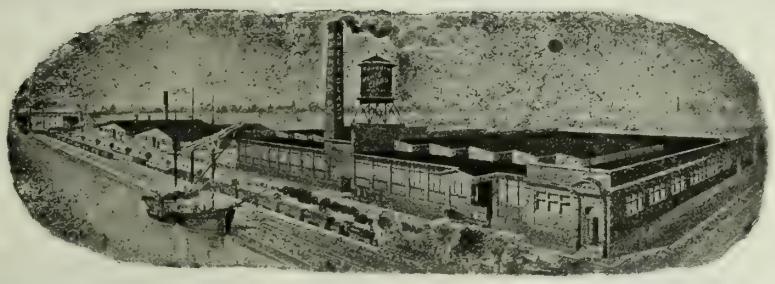
We have everything needed for automobile varnishing, from start to finish. Particular care and study have been given to this line and we have no hesitation in saying that these varnishes are unequalled.

Write for special educational booklet dealing with Motor Car Varnishes.

Part of the complete Dougall Line of Quality Varnishes

The Dougall Varnish Company, Limited, Montreal

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

TRADE MARK

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interest ed File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.20.

ANVILS

Peter Wright, 80 lbs. and up, 20c per lb.; clip horn, 21c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $6.25 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $4.75 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil, 3-16 in., $12.50; ¼, $9.75; 5-16, $8.85; ⅜, $8; 7-16, $7.75; ½, $7.50; 9-16, $7.50; ⅝, $7.40; ¾, $7.25; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 20; Imperial, 30, 12½; Premier, 20; Colonial, 30, 12½; white, 50, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

17½% advance on net list, except heavy tubs and heavy pails, which are 7½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, $1.35 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.25; No. 2 and larger, $6.00; snowshoes, No. 0 to No. 1, $6.50; No. 2 and larger, $6.25; steel, No. 0 to 1, $6.70; No. 2 and larger, $6.45; featherweight, $7.85.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; 1 in., $6.40.

IRON GALVANIZED	Apollo	and "Fleur de Lis"
10¾ oz. or 28 Eng.	$13 00	$13 00
28 Am. or 26 Eng.	12 70	12 70
26 Am. or 26 spec.	12 40	12 40
24	12 25	12 25
22	12 25	12 25
18 and 20	12 10	12 10
16 Am.	11 95	11 95

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.15 dozen. Mrs. Pott's improved, $1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$8 75
No. 20, X-ray	12 50
No. 22, Dash-board	11 25
Short Globe, doz.	8 75

LEAD PIPE, $17.40

LEAD WASTE, $18.40

LINSEED OIL

See weekly report.

MATTOCKS

Picks, $7.75; cutter, $7.75.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 20c; Ideal Thresher, 37c; "B" Castor machine oil, 24½c; Buffalo engine gasoline, 35c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 20c; "Engoline" engine coal oil, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 10½c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.35; Stephen's House, $3.10; Stephens' Floor, $2.70; Silkstone, $2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $7 per dozen.

WROUGHT IRON PIPE Per 100 Ft.	Black	Galv.
¼ inch	$ 5 63	$ 7 97
⅜ inch	5 72	8 06
½ inch	7 34	9 14
¾ inch	9 27	11 70
1 inch	13 73	17 28
1¼ inch	18 57	23 40
1½ inch	22 19	27 95
2 inch	29 84	37 62
2½ inch	47 84	60 12
3 inch	62 55	78 66
3½ inch	77 40	.....
4 inch	91 70	.....
4½ inch	108 00	.....
5 inch	126 00	.....
6 inch	163 80	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $11.50; full polished, $12.50; 18 x 24, half polished, $11.50; full polished, $12.50; 20 x 28, half polished, $11.50; full polished, $12.50.

PLOW SHARES ..... 10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 26½c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 50
14 gauge	10 75
16 gauge	11 00
18-20 gauge	10 30
22-24 gauge	10 35
26 gauge	10 40
28 gauge	10 50

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $11.50 per doz.; D.H. Rd. Pt., $11.50 per doz.; L.H., Sqr. Pt., $11.50; L.H. Sqr. Pt., $11.50; D.H., Rd. Pt., $11.50; Bulldog and Jones, D.H., Rd. Pt., $12.35; D.H. Sqr. Pt., $12.35; L.H., Rd. Pt., $12.35; L.H., Sqr. Pt., $12.35; Black Cat and Crescent Scoops—No. 4, $13.70 doz.; No. 6, $14.60; No. 8, $15.55; No. 10, $16.50; Moose and Jones Scoops, No. 4, $15.15; No. 6, $16; No. 8, $16.85; No. 10, $17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.60 at Fort William, $6 Winnipeg; galvanized staples, $6.40 Fort William, $6.80 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base, spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅝ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50, 1¼ in., $6.50; 1½ in., $$7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$27 00
20 x 28 I.X.	29 00
20 x 33 I.C.	32 00
20 x 33 I.X.	34 25
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 5% on list; full boxes, iron, net list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Ft. William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $47.65 per doz.; Eze, $51.50 per doz.; Bicycle, $57.80 per doz.; Ajax, $115.40 doz.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

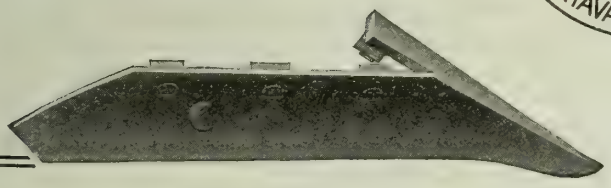
We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

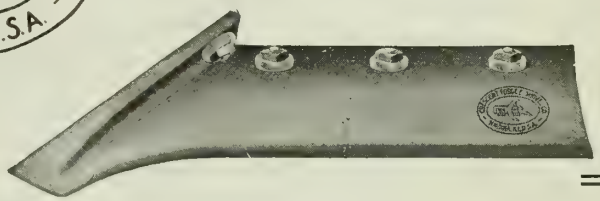
SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.





CRESCENT PLOW SHARES

"The Best Share For Every Plow"

CRESCENT Plow Shares offer the widest variety in type. They are better finished than the originals. With a stock of Crescent Plow Shares on hand you will be ready to supply your customers and give them entire satisfaction. Get your order in now and be ready for your customers with the goods. We can give your orders immediate delivery from our large stock. Ask for latest list and prices.

Made in Over 600 Patterns.

Get the Latest Lists from ACKLAND'S

Crescent Forge & Shovel Co.

Look for and Buy by this Trade Mark

HAVANA, ILLINOIS, U.S.A.

Sold in Canada by D. ACKLAND & SON, Ltd. WINNIPEG MANITOBA

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

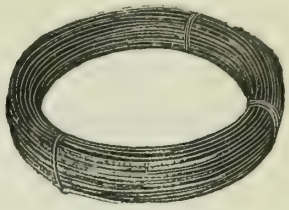
Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

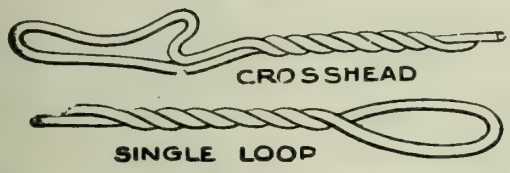
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Headquarters for High Carbon

Bale-Ties and Baling Wire



Also Manufacturers of **NAILS and WIRE** all Kinds



The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

Selling Camp Supplies?

"Stratford" Lawn Chair No. 17

Here's a Profitable Line!

Now is the time to stock well and display the Camper's requisites.

We Manufacture

Camp Cots, Camp Chairs and Lawn Chairs of all Kinds and Famous "All Wooden" Folding Chairs.

Sell a line that has a high reputation for "class" and serviceable features, a line that also pays good profits—that's ours.

Stratford Camp Cot No. 40

Get in Touch with Us

The Stratford Mfg. Co., Limited
Stratford, Canada

Ask Us For

Wrapping Papers

10,000 Rolls and Reams and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

WINNING THE BUYER'S FAVOR

THE best possible buyer is not made an actual buyer at a single step It is is one thing to win the buyer's favor for an article and another to make adjustments incident to closing the sale. Winning the buyer's favor is the work of trade paper advertising. Under ordinary conditions it should not be expected to do more.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

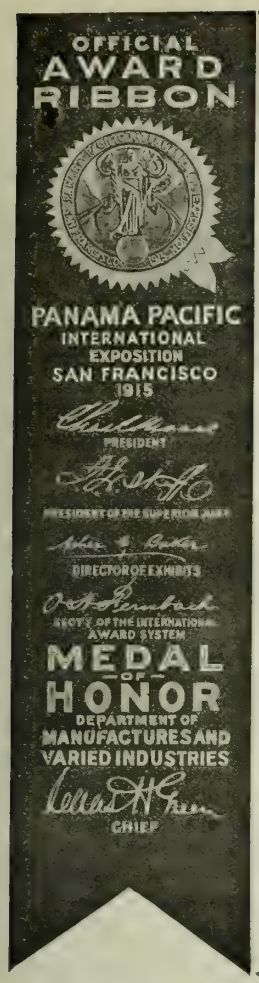
Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.



TRIMO TOOLS

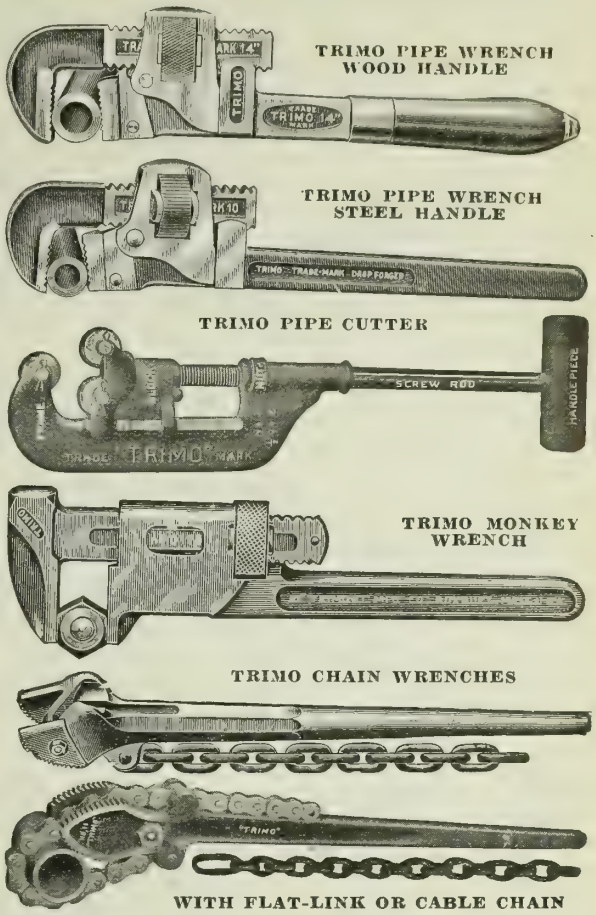
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

An Oft-Repeated Profit.

Advertisements of ***Sani-Flush*** are messages of sanitation for the home and emancipation from a disagreeable task for the housewife. There are many, many women in Canada who feel they can't keep house without

Sani-Flush

When a woman once buys it and tries it, she comes back for more. Not just once, but over and over again. She uses ***Sani-Flush*** regularly, just as she uses bluing and starch.

So you make an oft-repeated profit. ***Sani-Flush*** is a good year-round seller and a proved repeater.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the coninent with a condensed advertisement in this paper.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

MADE BY

A. SHAW & SON, London, England

Hale Brothers, Canadian Agents, 3 St. Nicholas St., MONTREAL

Say you saw it in Hardware and Metal

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Yes! it does pay to sell "DELTA" FILES

Dealers find that the co-operation we give them makes files sales easy and helps to bring new business to their stores.

DELTA FILES once sold to a customer establish a permanent good-will—the Extra Durability and Lasting Cutting Edge of these files prove of great advantage to the user, cutting down file expenses.

The dealer who sells his customers *Delta Files* establishes a good-will toward his store that brings the customer back for other articles. Thus do these files help to establish pleasing relationship between the dealer and his customers.

Let us send you full particulars of our agency proposition and our co-operative helps.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shiped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

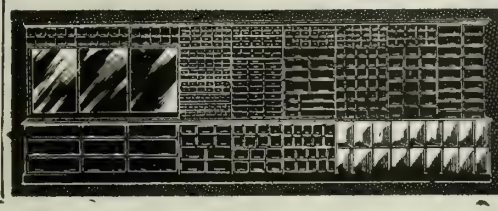
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Bridge
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.
Valentine & Co., New York and Toronto.

Paint, Cement Coating
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto

Paint, Flat Wall
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Floor
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, House Colors
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg
Valentine & Co., New York and Toronto

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal
Valentine & Co., New York and Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO

5 Queen Street Tel. Main 4308
MONTREAL

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

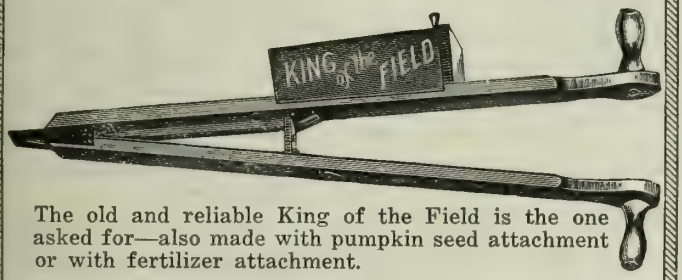
CHESTER, CONN., U.S.A.

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works

LONDON, CANADA

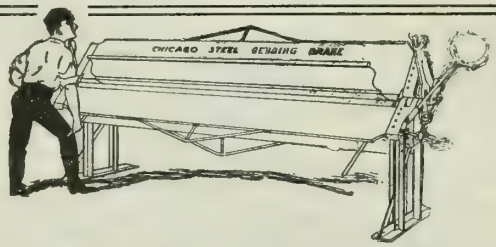
Corn and Bean Planters



The old and reliable King of the Field is the one asked for—also made with pumpkin seed attachment or with fertilizer attachment.

OTTERVILLE MFG. CO., LIMITED

OTTERVILLE, ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this pand keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Canadian National Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

Latches
The Stanley Works, New Britain, Conn.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Hoyt Metal Co., Toronto.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. E. Beauchamp & Co., Montreal. Winnipeg
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead Traps and Bends
Hoyt Metal Co., Toronto.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto.
Northern Electric Co., Montreal.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

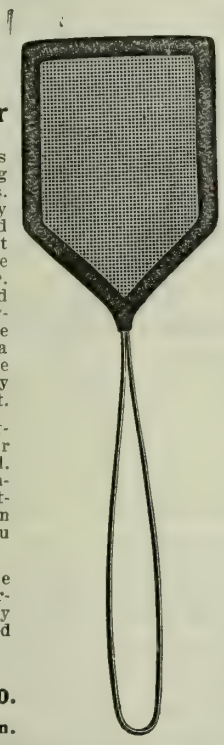
Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

Atlas 10 Cent Fly Swatter



This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

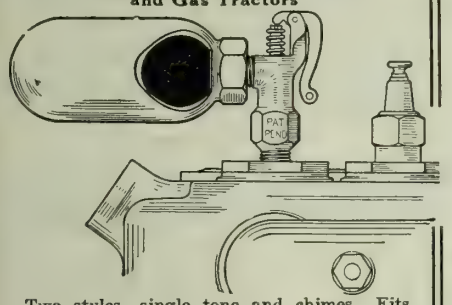
Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

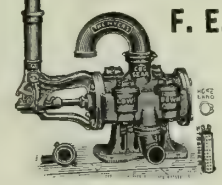
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

NOVA SCOTIA STEEL & COAL CO., Limited,

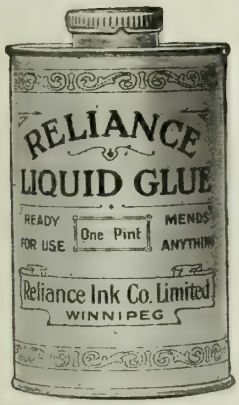
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

DON'T STOP ADVERTISING.

Keep your name to the front, so that you are in the market for the business that is going and for the new business that is coming. Do not let the world think that you have "gone under."

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain

Toronto

OPINION NO BETTER THAN INFORMATION

FORTUNES have been lost, and are being lost, by men who have made or make bad investments, because of insufficient information, who take capricious opinion—their own or others'—as their guide in buying or selling.

"A man's opinions is no better than his information."

Paste this in your hat, on your desk—anywhere and everywhere as a good working principle.

Then follow the lead of this saying by having each week The Financial Post of Canada.

There you will get informed opinion—by many men trained to get at facts, to get ample information, and to interpret their knowledge lucidly.

In THE POST each week, you will find authoritative and well informed opinion—lots of it—grouped under these and other heads—Steel, Milling, Transportation, Pulp and Paper, Light and Power, Textiles.

You will find much else bearing on investments. THE POST will help you to acquire the broad and balancing mind or the well-informed banker or business man.

Issued every Saturday, $3 per year. Sample copy gladly sent on request.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto.
Telephone Main 7324.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

CLASSIFIED LIST OF ADVERTISEMENTS

Spring Shackle Bolts
Canadian Winkley Co., Windsor.

Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stable Fittings
Beatty Bros., Fergus, Ont.

Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Fittings, Steel
Dillon Mfg. Co., Oshawa, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd. Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros. Fergus Ont.
Dillon Mfg. Co., Oshawa, Ont.

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers,
National Machinery & Supply Co., Hamilton.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

STENCIL INKS
MEDALS
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

POULTRY
LEG BANDS & EAR TAGS FOR STOCK
25¢
Poultry Leg Bands and Ear Tags for Stock. Tag your stock and mark your poultry. Best means of identification for Sheep, Cattle and Poultry. Name, address and number stamped on tag. Samples and prices on request.
THE RIDEAU SPECIALTY CO., Smiths Falls, Ont.
H. B. ROSS

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

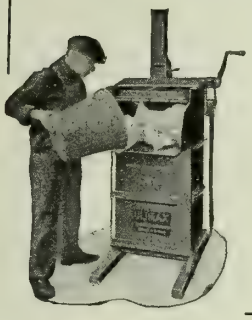
Prestcot PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.
WRITE TO-DAY

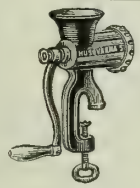
BATH ROOM FITTINGS
AUTO ACCESSORIES
K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

Tell the Advertiser where you saw his Advertisement.

Waste Paper Balers



"CLIMAX"
ALL STEEL
Turn your waste paper into money. 12 sizes. $22.50 up
Send for Catalog.
Climax Baler Company
Emerald St.
Hamilton, Ont.



FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite
Prices Rite
Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

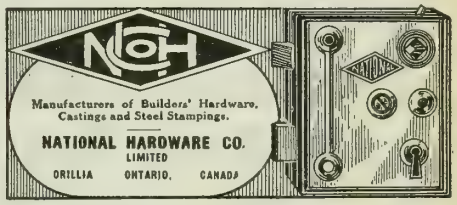
BEAR BRAND **LAMP BLACKS**
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST., NEW YORK

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

A QUALITY LAMP Behind Every Label
MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton Canada

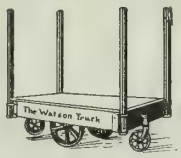
SPRAYERS
We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.
THE COLLINS MFG. CO.
415 Symington Ave., Toronto

Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.



This space $1.00 per insertion on yearly order.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.



Strong, Easy-Running Trucks
Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.
John Watson Mfg. Co., Ltd.
Winnipeg

TWEED
SANITARY ODORLESS CLOSET
Needed in every home without sewer connection. Easily installed. Fully guaranteed.
The Steel Trough & Machine Co., Ltd.
145 St. James Street, Tweed, Ont.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Ackland, D., & Sons 65
Acme Waste Mfg. Co. 75
Adamson Mfg. Co. 19
American Rolling Mills Co. .. 18
American Shearer Co. 4
Atlas-Metal & Alloys Co. of Canada, Ltd. 6
Atlas Mfg. Co. 77
Atkins, E. C. 82

Barnett, G. & H., Co. 63
Barton Netting Co., Ltd., The. 16
Beatty Bros., Ltd. 10
Beaver Board Co. ..... Inside front cover
Berry Bros. 55
Boeckh Bros. 53
Brandram-Henderson Co. 51
Buck Bros. 16
Buffalo Specialty Co. 19
Butler, Geo. 20

Cameron & Campbell 73
Canada Linseed Oil Co. 49
Canada Metal Co. 14
Canada Paint 59
Canada Steel Goods Co. 6
Canadian Carbon Co. 15
Can. Consolidated Rubber Co.. 24
Can. Tube & Iron Co. 71
Canadian Tungsten Lamp Co.. 79
Canadian Warren Axe & Tool 8
Canadian Wooden Ware Co.... 80
Caverhill, Learmont 21
Cartwright, C. C. 77
Champion Spark Plug 1
Channell Chemical Co. 26
Chatillon & Sons, John..... 20
Chicago Spring Butt Co. 23
Climax Baler Co. 79
Coghlin, B. J., Co., Ltd..... 71

Collette Mfg. Co. 16
Collins Mfg. Co. 79
Commercial Underwriters Co... 83
Cummer-Dowswell, Ltd. 16

Davidson, Thos. 4
Delta File Works 73
Disston, Henry, & Sons 12
Dominion Belting Co. 79
Dominion Cartridge Co. 17
Dominion Sheet Metal Co..... Inside back cover
Dougall Varnish Co., Ltd., The 63

Excelsior Plate Glass Co. 23
Factory Products 20
Forgan, R., & Co. 79
Francis-Rand Mfg. Co. 5

Gipe-Hazard Mfg. Co. 75
Greenfield Tap & Die Corp.... Inside front cover
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 79
Hutton, Jas. 75
Hygienic Products 69
Hyslop Bros. 11

International Nickel Co., The. 73

James Bros. 79
Jamieson & Co., R. C..... 53
Johns-Manville, Canadian H. W. 13

Kinzinger, Bruce & Co., Ltd... 79

Progressive Mfg. Co. 71

Ramsay, A., & Sons 57
Laidlaw Bale Tie Co. 67
Lamplough, F. W., & Co..... 79
Landers, Frary & Clark 2
Leslie, A. C. 26
Lewis Bros., Ltd. 3
London Bolt & Hinge Works.. 75
London Rolling Mills Co. 73
Lufkin Rule Co..Inside back cover

Manitoba Bridge & Iron Works 65
Martin, The L., Co. 75
McComb, J. H. 71
McDougall, R., Co. 23
Megantic Broom Co. 23
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 57
Morin, J. H. 77
Morrison, James, Brass Co... 8
Myers, F. E., & Bros..... 77

National Hardware Co. 79
Newman, Wm., & Sons 12
Nicholson File Co. 10
Northern Bolt, Screw & Wire Co., Ltd. 79
Nova Scotia Steel & Coal Co. 77

Oakes & Son Co. 12
Oakey, John, & Sons 77
Otterville Mfg. Co. 75
Owl Metal Co., Ltd. 77

Parmenter, Bulloch Co., The.. 79
Penn, A. C., Inc..... 15
Pink, Thos., & Co.Inside back cover
Plewes, Ltd. 79

Plymouth Cordage Co. 7
Port Hope File Mfg. Co..... 22
Prairie City Oil Co. 22
Reeder Weeks Co. 19
Reliance Ink Co. 77
Renfrew Machinery Co. 20
Rideau Specialty Co. 79
Russell-Jennings Co. 75

Shaw, A., & Sons 71
Sharratt & Newth 73
Spielmann Agencies 79
Stanley Rule & Level Co. 14
Stanley Works 49
Starrett, L. S., & Co. ..... Inside front cover
Steel Bending Brake Co. of Can. 75
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine..... 79
Stevens-Hepner 22
Still Mfg. Co., J. H..... 22
Stratford Mfg. Co. 67

Tallman Brass & Metal Co.... 80
Taylor-Forbes Mfg. Co. 55
Tire Import Co. 61
Toronto Plate Glass Importing Co. 63
Trees, Samuel, & Co. 80
Trimont Mfg. Co. 69

Ward & Payne 61
Watson, John, Mfg. Co. 79
Wheeler & Bain 77
White Mop Wringer Mfg. Co. 61
Wilckes-Martin-Wilckes Co. ... 79
Wilkinson & Kompass 80
Woods, Walter, & Co. 67
Wrought Washer Mfg. Co. ... 69
Wrought Iron Range 82

Big Wash Board Values

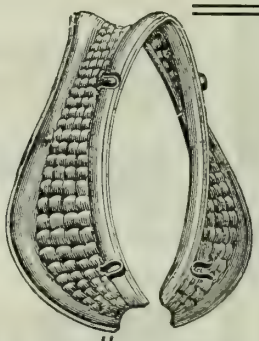
Values that will attract the attention of every good housewife are very evident in our wash board lines. Stock them.

CANUCK (Glass). SUPERIOR SOLID GLOBE and COMPETITOR GLOBE in Metal or Zinc. WASH-DAY SURPRISE and ECONOMY in metal.

CANADIAN WOODENWARE CO.

Manufacturers of Washboards in Zinc, Glass and Metal

ST. THOMAS, ONTARIO



Good Profit Here

SWEAT COLLARS

We have them in all kinds and sizes —Stuffed Pads, Brown and White. All Yellow, Red, Felt Edge, Ventiplex and all Felt.

Write for description and prices.

THEY SELL

SAMUEL TREES & COMPANY, Limited

Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Arctic Metal

Our customers do not figure the cost of ARCTIC METAL by the pound, they estimate by the life of the metal.

Try it and prove it for yourself.

We guarantee every pound.

Tallman Brass & Metal Co.

HAMILTON, ONT.

Wanted

SITUATIONS VACANT

WANTED — FIRST-CLASS HARDWARE salesman, sober and honest; must have good references. Good salary to right man. Can commence at once. Southwestern Sask. Address Box No. 475. Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED TRAVELLING MAN DESIRES new connection in hardware, stove or paint line. Good connection in Ontario. Box 474, Hardware and Metal.

FOR SALE

FOR SALE—1,000 LBS. GOLD LEAF (600 FT.) binder twine, at 18½c per lb. N. Willard & Co., Prescott, Ont.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

AGENCIES WANTED

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

Stopping an advertisement to save money is like stopping a clock to save time. Advertising is an insurance policy against forgetfulness —it compels people to think of you.

Why the Wrought Iron Range is Best Seller

A **Wrought Iron Range**, like the **HOME COMFORT**, gets better from the moment the first fire is lighted in it. It tightens up all over—and—stays tight.

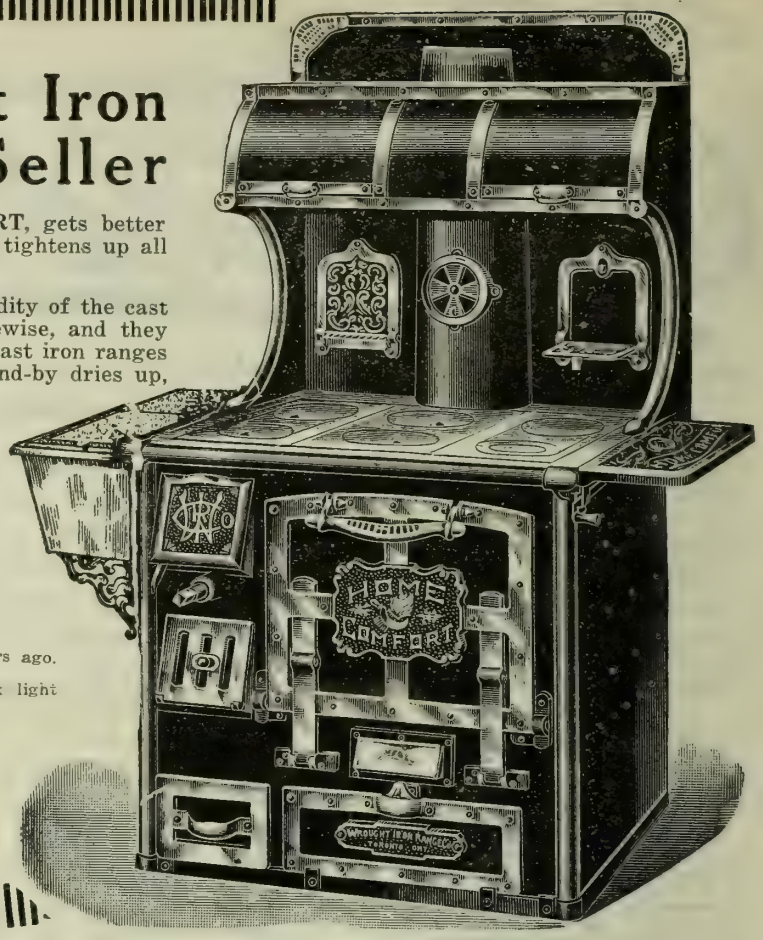
The **Cast Iron Range** loosens up, owing to the rigidity of the cast iron. It expands and contracts, and bolts do likewise, and they corrode, and in the end something snaps. Also in cast iron ranges a black cement is used to fill up cracks, and by-and-by dries up, loosens and falls out.

Then the heat of the oven leaks out through these cracks. The moisture in the food being cooked is sucked out and escapes, and the range as a cooker steadily deteriorates.

A **"Home Comfort,"** on the contrary, being made of steel will bulge when heated and go back to the old position when cooling. This takes the strain off the rivets, which actually tighten with use and age.

A cast iron range has the life of about seven years, and then will probably have to be renewed. **A "Home Comfort"** will last 20 years and longer. Hundreds of Home Comforts are in use to-day that were purchased over 20 years ago.

Get our agency proposition—good profits and you may stock light as you please.



Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

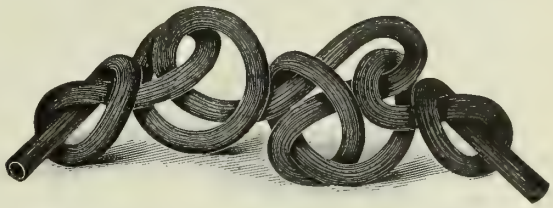
THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

"Multiped"

The Garden Hose That Doesn't Kink

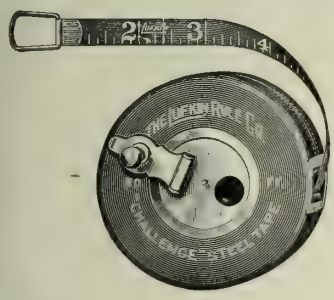


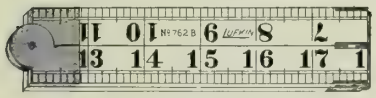
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

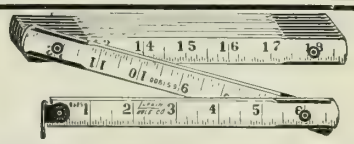
MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver







BOXWOOD RULES

SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk Number One Hundred and Eight

If you would like to have our lists of "SECONDS" mailed monthly, send your name. These sheets are as good as lots of primes. We give all details as to sizes. Of course, they don't carry "PREMIER" stamp; that's reserved for the BEST GALVANIZED SHEETS MADE ANYWHERE.

TINKER TOM.

Look for Talk No. 109 next week.

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

TRADE MARK

Starrett

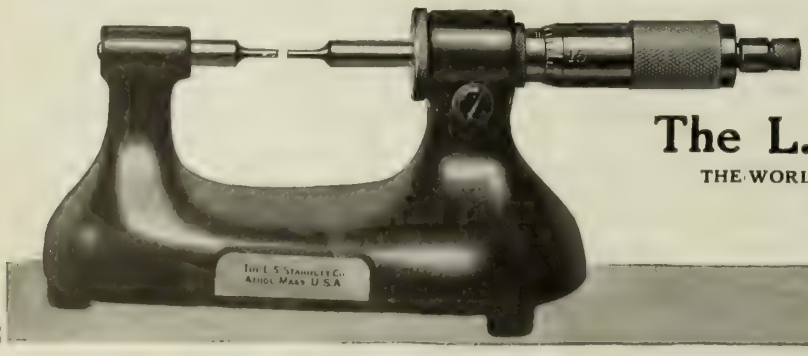
REG. U.S. PAT.

Bench Micrometer

Here are facts that will interest manufacturers in their inspection work.

In the first place the Starrett Bench Micrometer Caliper, because of the lock nut, can be used as a gage to determine the accuracy of duplicate parts of any size up to an inch. You will notice, it has a heavy base and a three-point support so that it will stand firmly on any surface.

It is readily adjustable for wear, too, a most important feature. Just bring the points together, turn the graduated sleeve with the small spanner wrench until the lines marked zero coincide—and there you are. You have a gage that may be used to maintain the accuracy of parts of a thousand different sizes—and it is always accurate.



Send for free catalog No. 21MA describing 2100 styles and sizes of fine tools.

The L. S. Starrett Co.

THE WORLD'S GREATEST TOOLMAKERS

Athol, Mass.

42-687

HARDWARE AND METAL

Vol. XXIX No. 29 — PUBLISHED EVERY SATURDAY SINCE 1888 — July 21 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

CANADA DRY CELLS, LIMITED WINNIPEG, MAN.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

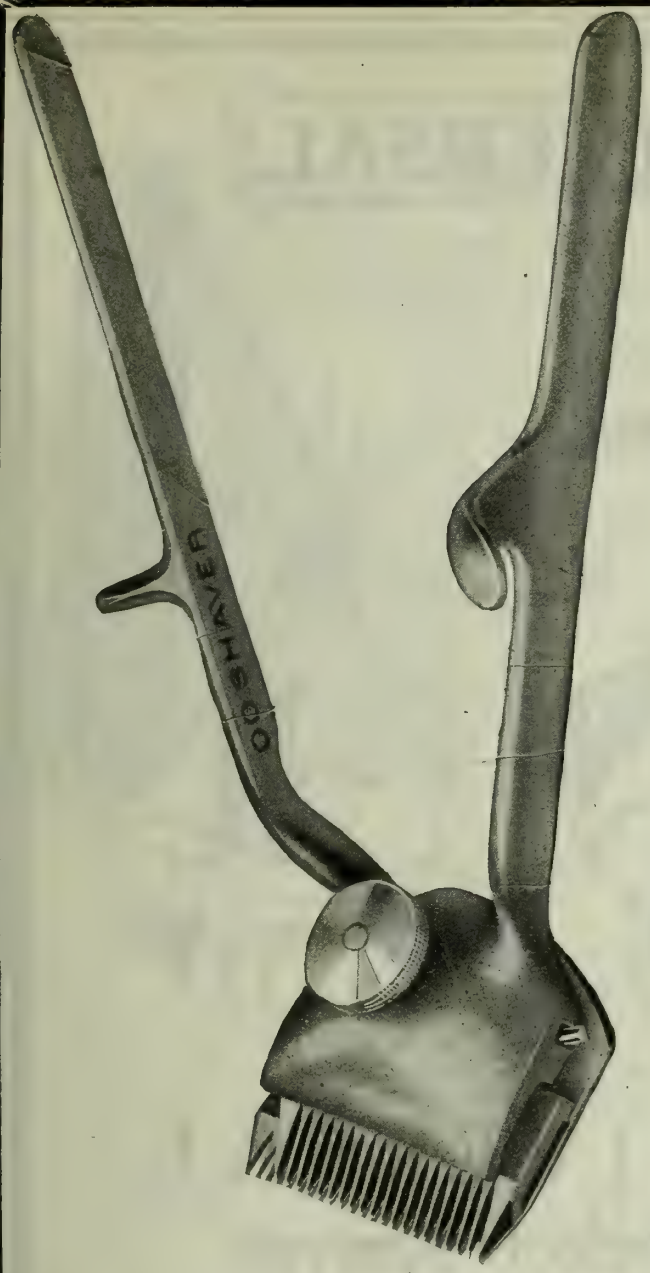
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL

TRADE MARK



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

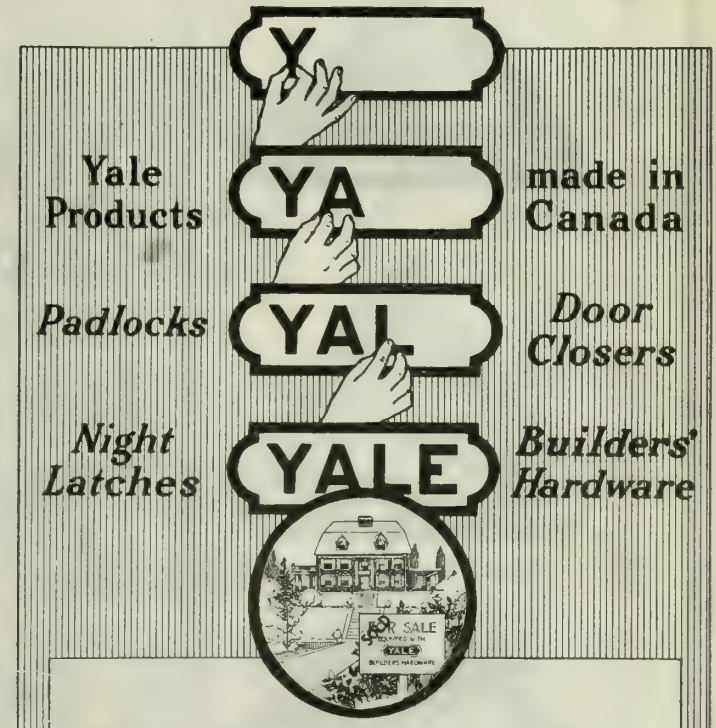
The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.



The Yale line is an easy selling line. The prestige and high quality of Yale Products make them a reputation-builder and profit-creator for the dealer who stocks them.

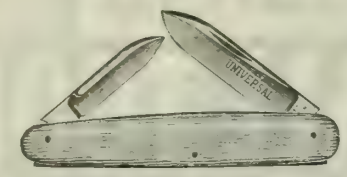
The name "Yale" helps make the sale.

Canadian Yale & Towne, Limited, St. Catharines, Ont.

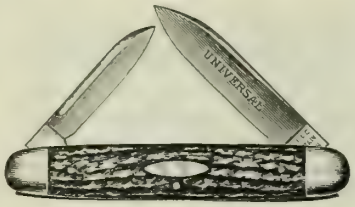
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

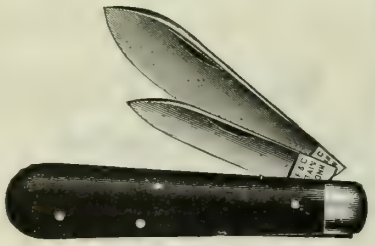
L. F. & C.



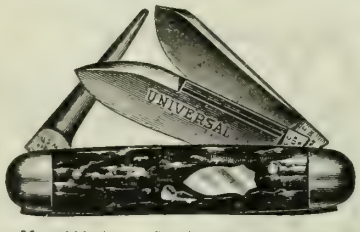
No. 52107. White Ivory Handles.



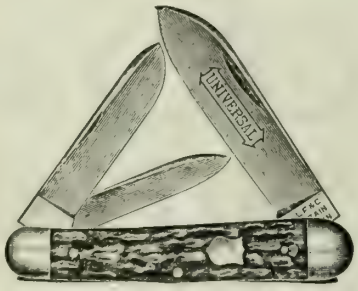
No. 02191. Perfected Stag Handles.



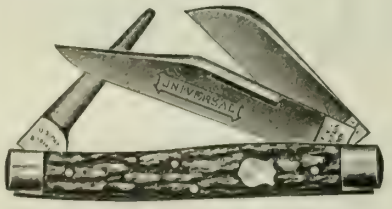
No. 32237. Ebony Handles.



No. 00216½. Perfected Stag Handles.



No. 03736. Perfected Stag Handles.



No. 00643. Perfected Stag Handles.

UNIVERSAL
Pocket Knives

Men put their money into Pocket Knives for what they can get in return.

Fine appearance and handy patterns find place in their regard, but first of all the knife must stand the test of service.

Universal knives made by master cutlers since the early days of American industry bear a world-wide reputation for strength and durability.

With this famous line upon your shelves you do not have to waste time explaining the merits of each piece.

To the average customer "Universal" already stands for all that is best in Pocket Cutlery.

A. MACFARLANE & CO., MONTREAL
Canadian Representatives

LANDERS, FRARY & CLARK
NEW HAVEN, CONN.

If interested, tear out this page and keep with letters to be answered.

ARE YOU HANDLING THE

"GOLD COIN"

(Trade-Mark Reg.)

Ceiling and Wall Board

For Building Purposes?

BEST for the merchant to handle

BEST for the builder to use

"GOLD COIN" Wall Board in the Attic

Is cheaper than properly applied lath and plaster, and is better because it will not crack when the building settles, or from shock or vibration.

Any man who is handy with tools can make use of GOLD COIN WALL BOARD in a thousand different ways, as it is easy to handle.

Many brands sell at much higher prices. None are better.

"GOLD COIN" Wall Board in the Library

WE CARRY A VERY LARGE STOCK IN THE FOLLOWING SIZES.

32 INCHES WIDE

Nos.	3272	3284	3296	32108	32120	32132	32144
Length, Inches	72	84	96	108	120	132	144
Sq. feet per Sheet	16	18 2-3	21 1-3	24	26 2-3	29 1-3	32
Sheets in a Bundle	16	15	12	11	9	9	8

Weight per 1000 sq. ft. about 600 lbs.

CHEAPER THAN PLASTER

APPLIED IN ANY SEASON

LEWIS BROS.

LIMITED

MONTREAL

The price is moderate

Write for full particulars.

Wholesale Hardware

QUICK SERVICE

Largest Stocks and Biggest Assortment of any house in Canada

If interested, tear out this page and keep with letters to be answered.

Quick Hot Water at a Big Saving of Gas

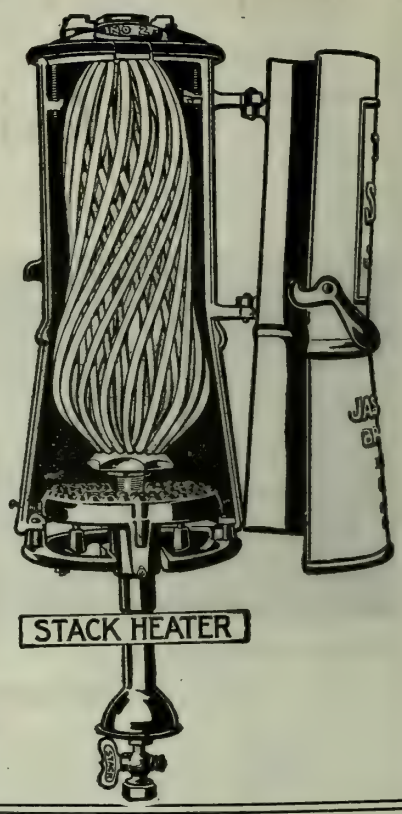
ONE MINUTE AFTER THE

Stack Gas Water Heater

IS LIT IT GIVES HOT WATER AT THE TAP

This is actually the most durable and long-lived Copper Coil Gas Water Heater made—it is the easiest and quickest to instal.

Costs but little more than the ordinary heater, but the extra cost is quickly covered by the savings effected.



EASILY SOLD BIG PROFITS

James Morrison Brass Mfg. Co., Ltd.

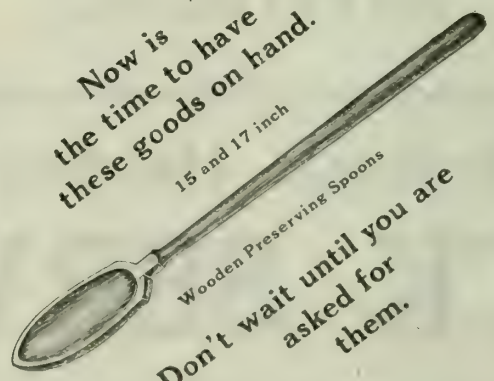
93-97 ADELAIDE STREET WEST, TORONTO

Enameled Preserving Kettles and Berlin Pots

MADE IN OUR FAMOUS

COLONIAL, PREMIER AND BRITANNIC WARES

Preserving Kettle in sizes from 2 to 30 quarts

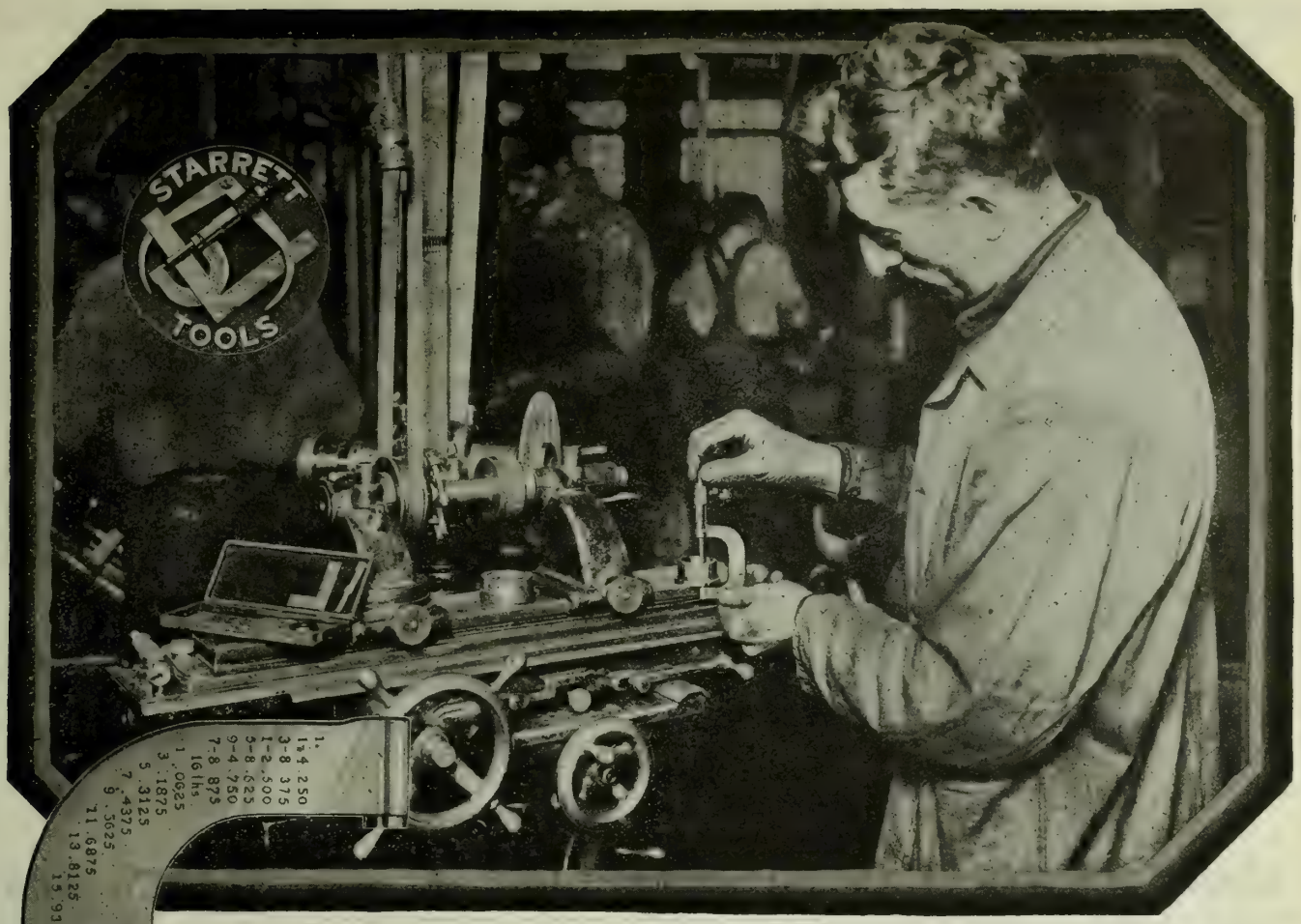


Kitchener Pot in sizes from 1 to 18 quarts

The Thos. Davidson Manufacturing Company, Limited

Montreal Winnipeg Toronto

If interested, tear out this page and keep with letters to be answered.



Where Quality Comes First

Where quality must be made certain, machinists use tools of known accuracy. They are also very careful to use the tools especially adapted to the work in hand.

It makes little difference what sort of work it is, if accuracy is the first thing, you can be sure of it with

TRADE MARK

Starrett Tools

REG. U.S. PAT. OFF.

There are 2100 styles and sizes of these fine tools. One or more of them matches every demand for the fine work needed in a well-made product.

So turn your sales efforts to completing the tool equipment of machinists who come to your store. Use that Catalog. Let it help you in selling the Micrometers, Vernier Height and Depth Gages, Vernier Calipers, Rules, Squares, Calipers, and the rest.

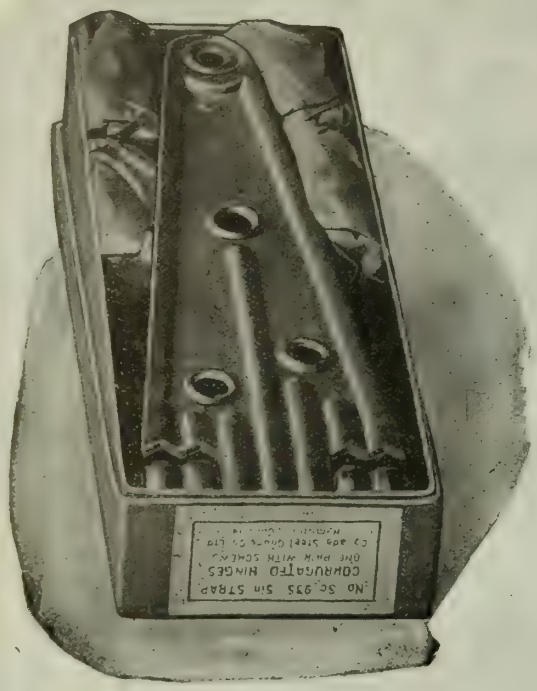
Catalog No. 21MA on request.

The L. S. Starrett Company

THE WORLD'S GREATEST TOOL MAKERS

Athol, Massachusetts

42-705



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

MORE important than the fact that intelligent advertising means economy to the trade and the final purchaser, is the fact that good advertising protects both the merchant and his customers.

The man who has put a name on his product and advertised it cannot afford to sacrifice reputation for temporary economies. That is why advertised products are usually the best in their line.

Before you build your home

You will save many dollars, avoid many mistakes, and add vastly to the satisfactoriness of final results if you make yourself thoroughly familiar with the book—

Building a Home

By Desmond and Frohne

These two men are editors of the *Architectural Record,* the leading paper in its field on this continent. The book is full of sound sense, and is inspiring and educational. Many fine illustrations assist the text.

The price, post paid, is $1.65 ($1.50 at our office). This price is as nothing in comparison with the value of the book to those planning to build.

The MacLean Publishing Co., Limited
143 University Avenue -:- Toronto, Ontario

Upon the satisfaction of the users of

Samson Farm Tools

depends the future of our Samson Line.

That is why we make it a point to see that quality is the first consideration.

They are highly satisfactory—satisfactory to the dealer who sells them, and to the man who uses them.

HOWLAND'S
SAMSON
QUALITY
H. S. HOWLAND SONS & CO
LIMITED
TORONTO

H. S. HOWLAND, SONS & CO.
Limited

WHOLESALE HARDWARE

TORONTO

If interested, tear out this page and keep with letters to be answered.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

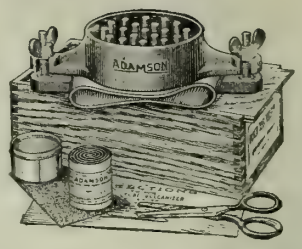
All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

ADAMSON

Model "T"
FOR INNER TUBES ONLY



No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.

IT'S QUICK

A complete outfit, with repair gum, ready for instant use.

Model "T" Mailing weight 4 lbs. $2.50

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

BRASS SNARE WIRE

A soft brass wire—Nos. 21, 22, 23 and 24 gauge.

Put up in one and two-ounce coils; five pounds in a bundle.

The Autumn will bring a brisk demand for snare wire. Order a supply well in advance. Prices on request.

Other products supplied the hardware trade.

NAILS	TACKS	SCREWS	BOLTS
WIRE	DOOR PULLS	HAT AND COAT HOOKS	SHOT
FENCING	HORSE SHOES	NUTS	COTTER PINS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

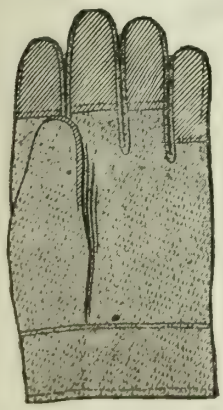
They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

TAPATCO
REGISTERED BRAND TRADE MARK



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

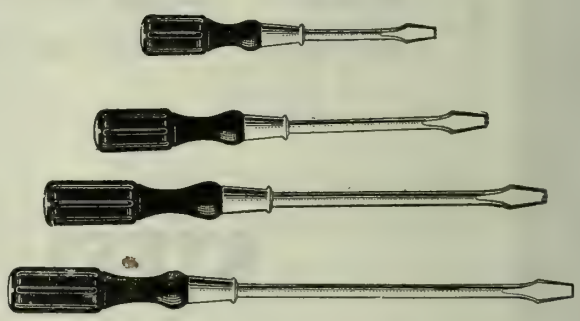
Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for **strength** and **durability.**
Blade, Shank and Head are of one piece of steel.

The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.

"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

Closed But Not Slammed

The long stroke and the large plunger give more power to the Rixson and ensure the Rixson-checked door closing surely, and without a slam.

THE days of slamming doors are fast going—the **Rixson** door check is bringing in a new era.

For sixteen years the **Rixson** door check has been on the market and has proven its worth beyond a doubt. There are several reasons and they're good ones, too.

First—The **Rixson** construction is such that it is almost indestructible and will stand for years where others fail.

Second—The **Rixson** seldom gets out of order like so many checks, because the spring requires no winding or adjusting whatever, thus avoiding the tampering of the greenhorn, which is more often the cause of breakages.

Third—No matter whether the thermometer is hitting the high spots at 100 in the shade or shrinking up at 40 below, the **Rixson** works just the same. No temperature is too hot or too cold for the lubricating oil used in the **Rixson** door check.

Fourth—The long stroke and the large plunger of the **Rixson** give uniform, powerful compression, ensuring sufficient strength to force the door past the latch. This is where many door checks fail.

Fifth—All working parts of the **Rixson** are immersed in the specially prepared lubricating oil which prevents rusting or wearing from friction.

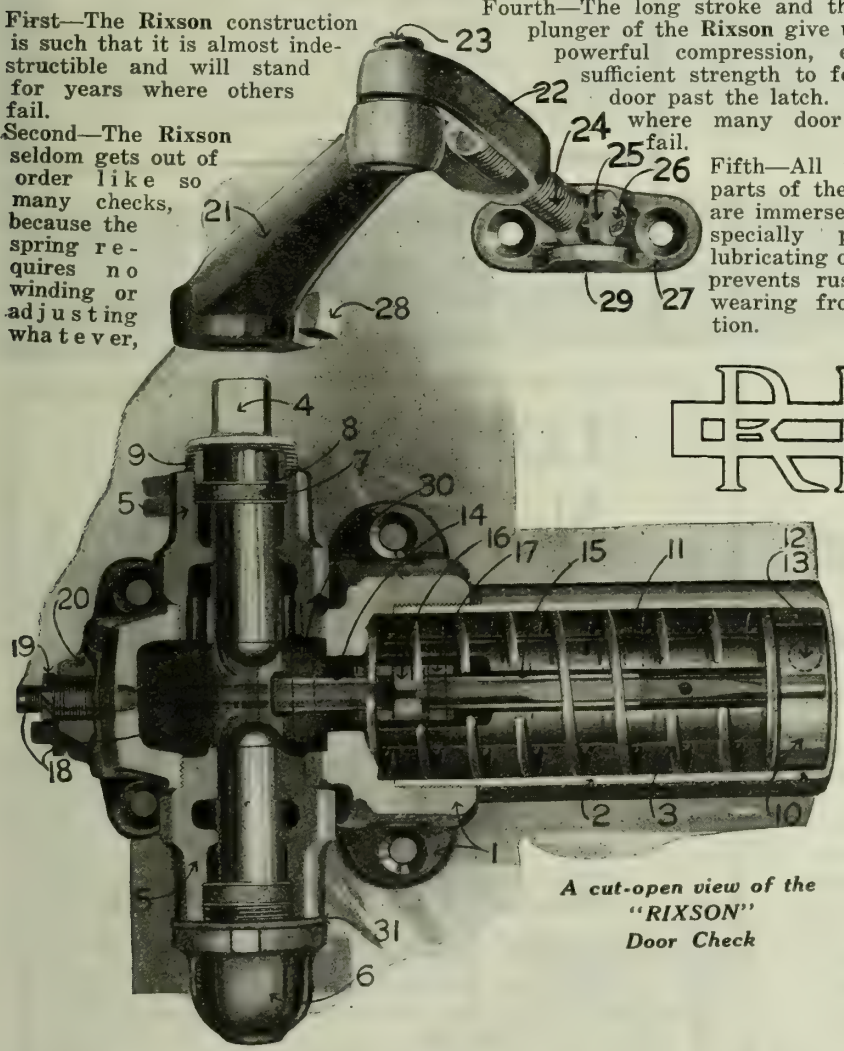
Sixth—There are no rights and lefts to the **Rixson**—a boy can apply it as easily as a man, no chance to go wrong.

We have the exclusive manufacturing rights for the **Rixson** door check and other **Rixson** lines for Canada—all of a very high quality and of proven worth. Wholesale and retail hardware houses are invited to get in touch with us.

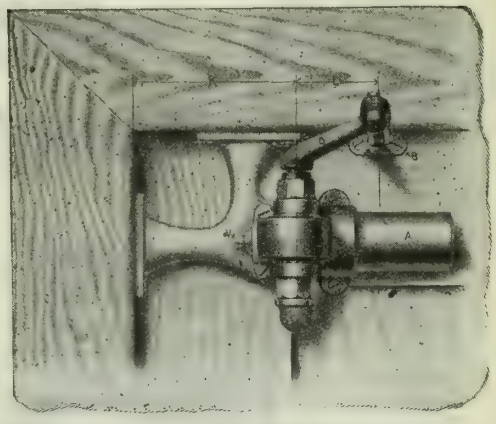
Write for circular and discounts.

A Note to Hardware Salesmen:

The more you know about the **Rixson** door check the more you will be convinced that it's the one you should push. Make a specialty of the **Rixson** for the next few months. Watch our advertising in HARDWARE AND METAL for selling points.



A cut-open view of the "RIXSON" Door Check



Shows how the "RIXSON" Check is attached to door

Toronto Lock Manufacturing Co.

FACTORIES: PATTERSON PLACE - - TORONTO, CANADA

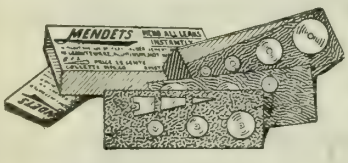
Manufacturers of Builders' Cabinet and Structural Hardware

If interested, tear out this page and keep with letters to be answered.

Every Housewife is a Sure Buyer of

MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada

Cane's Wash Boards

Best for the money

Our complete line of washboards enables you to give each customer just the washboard they favor.

DIAMOND KING—Glass rubbing plate.
IMPROVED GLOBE—Zinc rubbing plate.
IMPROVED GLOBE—Tin rubbing plate.
ORIGINAL GLOBE—Extra heavy back, zinc rubbing plate.
ORIGINAL GLOBE—Extra heavy back, tin rubbing plate.
WESTERN KING—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

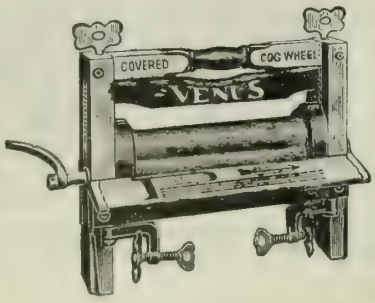
The All Canadian Washboard—an all wood, all service, long life, best-for-the-money washboard.

Get this profitable line from your jobber, also our complete line of Pails, Tubs, Clothes Pins and other Woodenware.

The WM. CANE & SONS COMPANY, Ltd.
Manufacturers
NEWMARKET ONTARIO

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

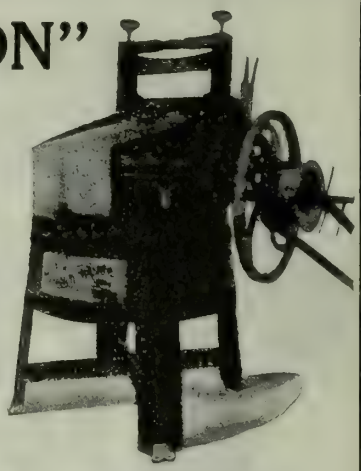
Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL
LIMITED
HAMILTON - - CANADA

"LONDON" No. 4

FAMILY
Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.
London, Ontario

If interested, tear out this page and keep with letters to be answered.

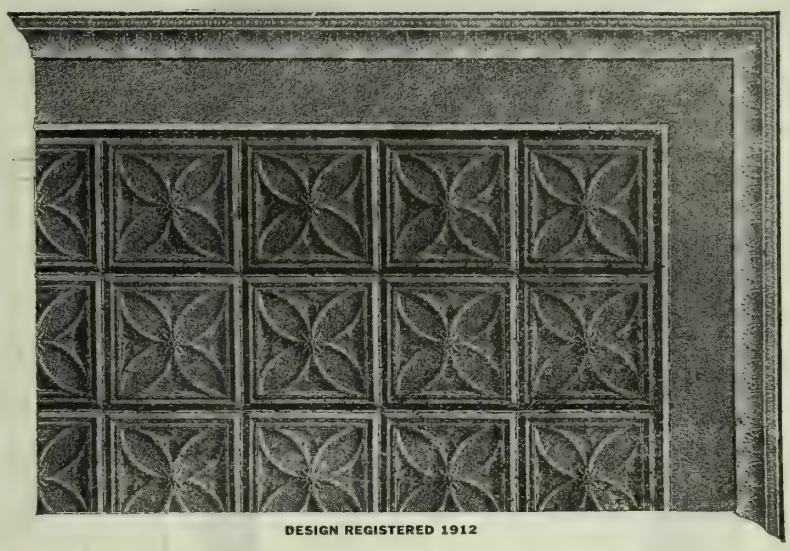
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

HANDSOME COMBINATION DESIGNS

"M-R-Co." Ceiling and Wall Plates, Cornices and Mouldings can be interchanged and any desired combination quickly and beautifully worked out. Good profit for you because easily laid and in demand as soon as shown.

Get in on this profitable business—write us to-day for illustrations and prices.

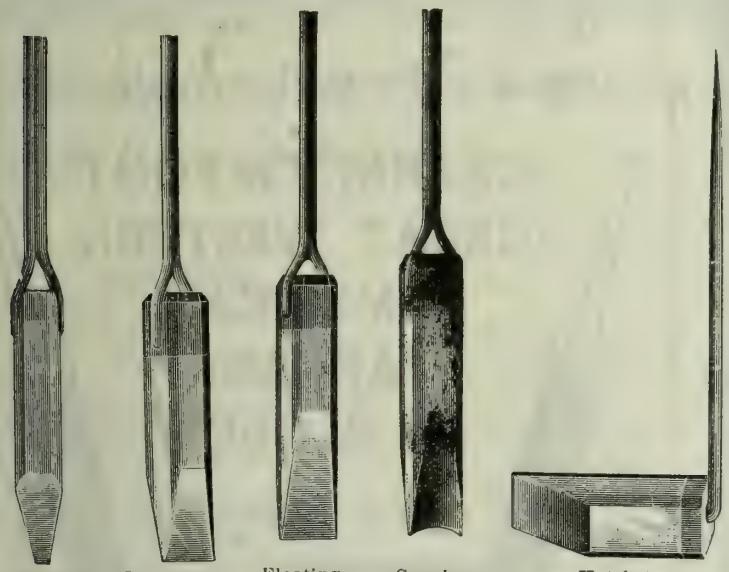


DESIGN REGISTERED 1912

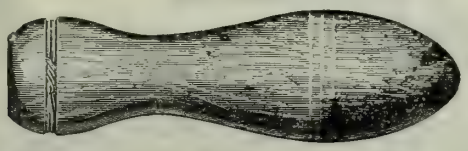
The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Soldering Coppers

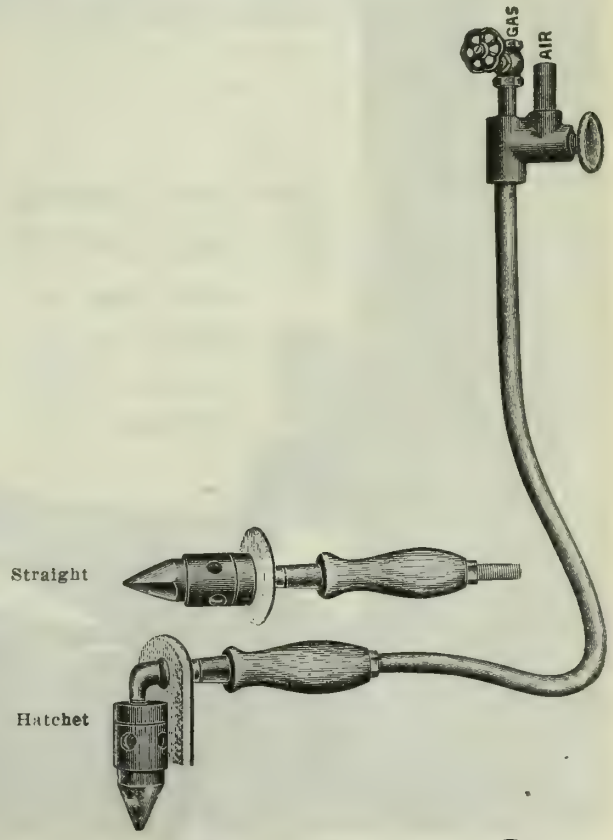


Soldering Copper — Bottoming Copper — Floating Copper — Capping Copper — Hatchet Copper



Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

Simonds Saws

Sell Saws that will Build Business

Simonds Crescent Ground Cross-Cut Saws cut easier and quicker than other brands, and therefore they sell more easily than other brands. They are worth more and their selling price is higher than other brands, but the woodsman willingly pays the additional cost because he knows he is getting a saw that satisfies. Your profit is greater on the higher priced saw. Your customers have a better opinion of your store when you sell the higher priced saw.

We also manufacture a complete line of Hand Saws, Hack Saws, and Files.

Simonds Canada Saw Co., Limited

95 St. Remi St.
MONTREAL, Que.

Vancouver, B.C.
St. John, N. B.

STANDARDIZED CUTTING QUALITIES

Since the one purpose of a file is to cut, the toughness, regularity and sharpness of the teeth are all important.

A capable mechanic can positively "feel" these qualities in a "Famous Five" file.

The sharp, keen edged teeth arranged in uniform rows, plus its even balance, tells him at once it's a good, serviceable tool.

It is these qualities that have made "Famous Five" Files Standard Grade Tools everywhere.

That's why it pays to sell them.

Specify them when ordering

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

If interested, tear out this page and keep with letters to be answered.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

To manufacturers who use linseed oil—

The Blue Barrel

The time is ripe now to place your order for 1918 linseed oil requirements.

Livingston Service is yours for the asking. It's the service that ensures the quality that best suits the requirements of your special formula—the service that gives you delivery with the utmost dispatch without depreciation of quality.

This service is made possible by our tanking and ageing system, thereby carrying large stocks of all grades ready for delivery.

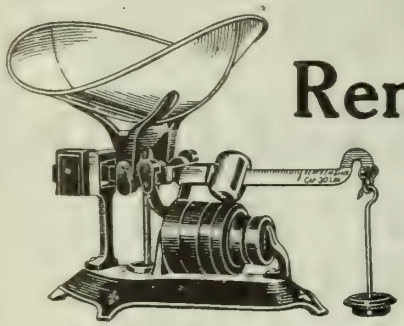
Entrust your formula with us and you will be giving your patrons a double guarantee of quality. The Livingston brand is your guarantee of a uniform, high quality linseed oil.

Specify the oil in the blue barrels.

THE DOMINION LINSEED OIL COMPANY, LIMITED

BADEN TORONTO MONTREAL

If interested, tear out this pand keep with letters to be answered.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

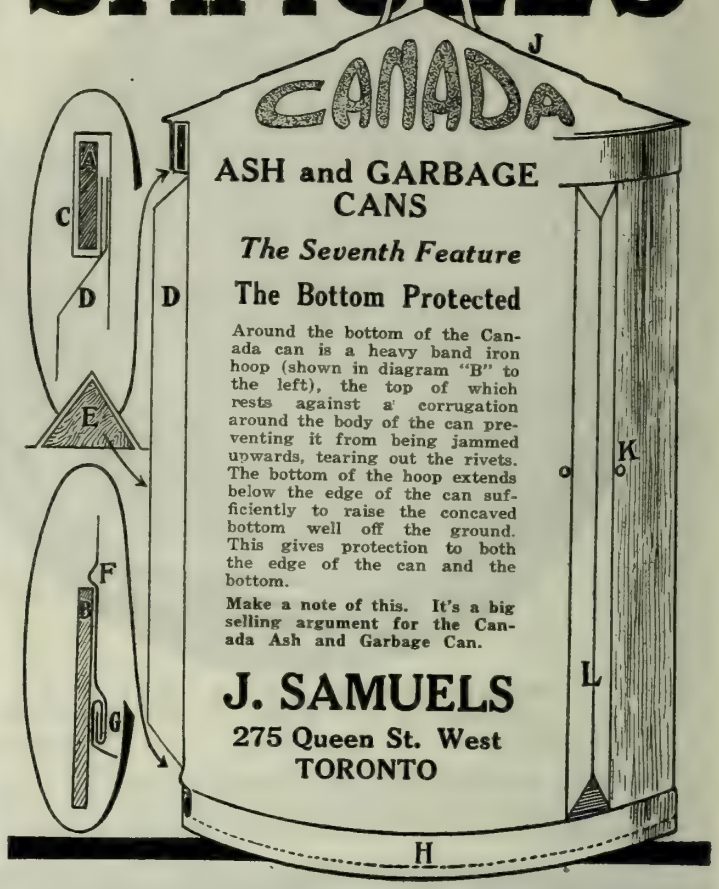
Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

SAMUELS



ASH and GARBAGE CANS

The Seventh Feature

The Bottom Protected

Around the bottom of the Canada can is a heavy band iron hoop (shown in diagram "B" to the left), the top of which rests against a corrugation around the body of the can preventing it from being jammed upwards, tearing out the rivets. The bottom of the hoop extends below the edge of the can sufficiently to raise the concaved bottom well off the ground. This gives protection to both the edge of the can and the bottom.

Make a note of this. It's a big selling argument for the Canada Ash and Garbage Can.

J. SAMUELS

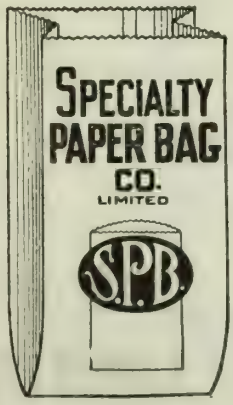
275 Queen St. West
TORONTO

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES



Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.

Department M.

247-255 Carlaw Ave., Toronto, Canada

P H

TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

The only ALL CANADIAN FILE

Port Hope File Mfg. Co., Limited
Port Hope, Ont.

ASK YOUR JOBBER

If interested, tear out this page and keep with letters to be answered.

Ask Us For

Wrapping

Papers

10,000 Rolls and Reams and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.

St. Thomas, Ont.

TOOL STEEL AND STEEL WIRE

Best Polished Silver Steel
Best Quality Steel Plough Rope Wire
Piano Wire
Needle Wire
Spring Wire
Hackle Pin Wire
Umbrella Wire
Hard and Tempered Flat Wire, for Busks
Steel Wire for Metal Fret Saws
Galvanized Wire for Hawsers and Submarine Cables

J. SHIPMAN & CO., LTD.

ATTERCLIFFE STEEL WORKS & WIRE MILLS,
SHEFFIELD, Eng. Telegrams: "Shipman Sheffield." Telephone: Cent. No. 465.

Agent: Mr. Sherman F. Ainslie, 193-195 Spadina Ave, Toronto, Ont.

Codes: Liebers, and A. B. C. 4th and 5th Editions.

If interested, tear out this page and keep with letters to be answered.

BINDER TWINE

FOR IMMEDIATE SHIPMENT

WRITE OR WIRE, OUR EXPENSE, FOR QUOTATIONS

SHIPMENT SAME DAY AS ORDER RECEIVED

KIRKWOOD & SONS, 34 West Front St., TORONTO

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

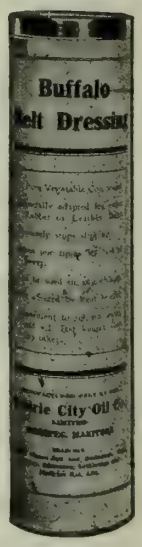
Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Maintaining Taylor-Forbes Celebrated Quality Under All Conditions

There are numerous difficulties put in the way of manufacturing through the stress and strain of the war. There is a dearth of skilled labor and raw materials are difficult to get. The Taylor-Forbes Company is affected like all other manufacturers, but our extensive resources gives us a big advantage and we wish to inform the trade that we are able to keep the celebrated quality of our goods right up to the standard.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

PUMPS

SELL THE KIND IN BIG DEMAND

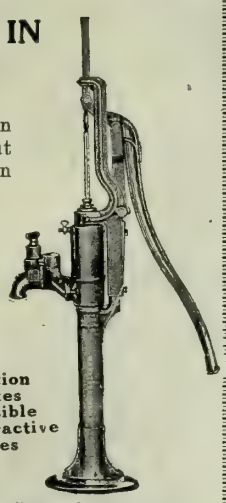
Not only are wood and iron pumps in big demand, but they pay nice profits on each sale.

We carry on Hand a Large Stock.

We are the largest pump manufacturers in Western Canada, and the extent of the lines we manufacture enables us to make unbeatable prices to the trade.

We also manufacture GASOLENE AND KEROSENE ENGINES, WIND MILLS, FEED GRINDERS, ROLLER CRUSHERS, PUMP JACK, ETC.

Complete stock at Calgary and Brandon for immediate shipment.

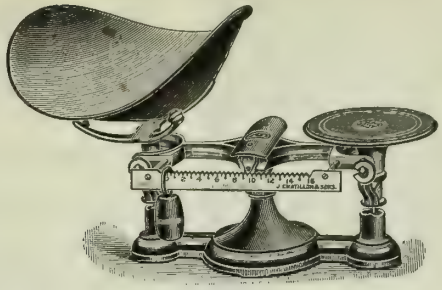


duction Makes Possible Attractive Prices

Alberta dealers are requested to order from our Calgary house, and Saskatchewan and Manitoba dealers from Brandon.
WRITE TO BRANDON FOR OUR CATALOG, SHOWING COMPLETE LINE.

Manitoba Engines, Limited

Brandon, Man.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity —strong, durable and accurate.

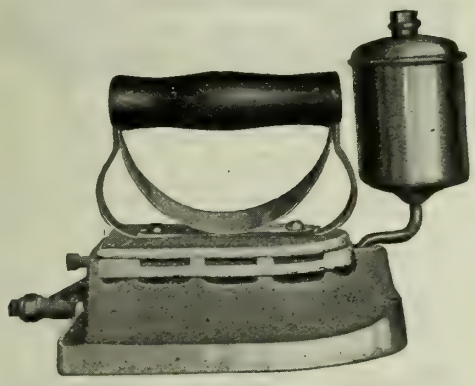
They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**



A Money-Making Leader

that sells rapidly, gives you an excellent profit and attracts customers—850,000 sales prove that.

ROYAL SELE-HEATING IRON

A top-notch seller for the Summer—and the whole year 'round that we back up with strong advertising help. Write us for complete information and name of nearest Canadian Jobber who can supply you.

The Royal Iron Manufacturing Co.

600 Wayne Street **Big Prairie, Ohio**

ELECTRICAL SUPPLIES

MAZDA

LAMPS

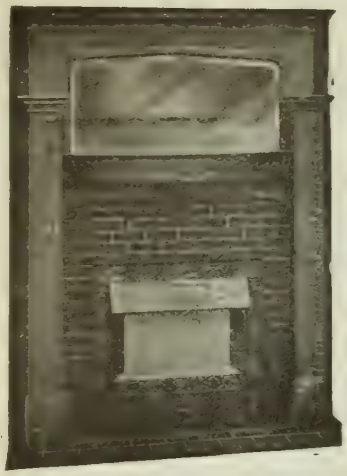
SEND FOR CATALOGUE

FACTORY PRODUCTS

LIMITED

TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

TERRYS
MAKE SPRINGS

—backed by 60 years' successful experience—with over 60 departments—the use of high-grade materials, and high ideals of service—we know we can render a satisfactory spring service—to any manufacturer.

May we quote for your supplies, to print or sample?

Herbert Terry & Sons, Ltd.
The Spring and Presswork Specialists
REDDITCH, ENGLAND

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

MacLean's for August

An illustration by Ben Ward for "Mam'selle Butterfly" in August MacLean's.

Is a Midsummer Number

AN August magazine will be read by most people when the languor of summer heat possesses them, when entertainment more than heavy stuff is most welcomed. Yet something worth while in the way of special articles is desired—this by the thoughtful few.

The August MACLEAN'S is excellently balanced, as you will see from these contents:

CONTENTS

Frenzied Fiction for the Dog Days—(Done by the Dipperful.) By Stephen Leacock.

The Human Side of Conscription. By H. F. Gadsby.

Winning the War in the Air. By Agnes C. Laut.

A Circus Story. By L. B. Yates.

Mam'selle Butterfly. By Arthur Beverly Baxter.

The Captain of the Susan Drew. By Jack London.

An Andy Doolin Yarn. By Hopkins Moorhouse.

A Detective Story. By Robert E. Pinkerton.

The Gun Brand. By Jas. B. Hendryx.

Women and Their Work—A New Department. Review of Reviews—Regular Department.

Yates who writes the Circus Story, was born in Hamilton. He wrote those stories about Paragon Pete and The Singin' Kid in the **Saturday Evening Post.**

Leacock is excessively humorous in his Dog Days Sketch, in which he talks about summering and simmering.

Miss Laut fancies that the war may be won by the birdmen, and if Uncle Sam produces 100,000 planes, she may be right.

Gadsby sits in the Press Gallery at Ottawa, and writes brilliantly always. His "Conscription" article is in order.

Pinkerton who writes the detective story, "Old Twilight," knows how to write this class of story.

By the way, Lord Northcliffe has promised an article for the September MACLEAN'S.

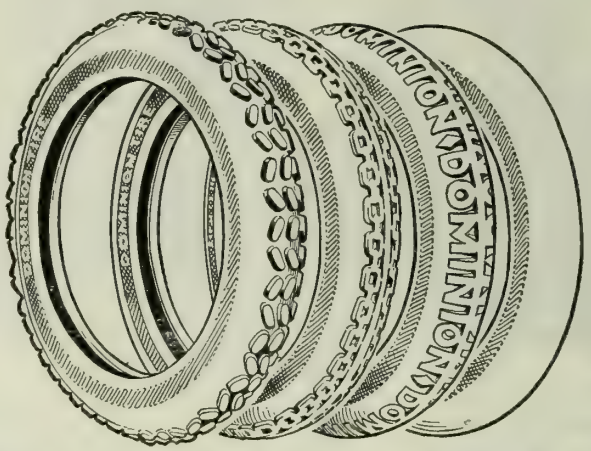
You can see that MACLEAN'S for August is just the right type for August.

At All News-Dealers
15 cents

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

There's a "DOMINION" Tire for Every Kind of Service

As no one type of tire can possibly be best for every type of car and road and driver, we make four distinct types—



THE BIG FOUR

Nobby Tread

90% puncture proof. Gives maximum mileage and practical freedom from punctures and other annoyances.

Dominion Tread

A thoroughly dependable anti-skid. Has the most rubber where there is most wear—on the tread.

Chain Tread

The suction of the cup-shaped links grips the road—prevents skidding, and gives remarkable traction.

Plain Tread

The basis of all DOMINION TIRE value. Serviceable and economical — because mileage is built right into it.

Whatever car you drive—wherever and however you drive it—there is a DOMINION Tire perfectly adapted to your needs—the one tire it will pay you best to buy. Choose with judgment and you will get the most satisfactory service you have ever enjoyed.

Behind DOMINION Tires stands the largest Manufacturer of Rubber Goods in the British Empire.

Canadian Consolidated Rubber Company, Limited

Head Office, - - MONTREAL

28 Branches throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JULY 21, 1917 No. 29

CONTENTS

Cartoon, by Lou Skuce 25
Smallware Table Creates Sales 26-7
Eaton's Adopt New Plan 27
Retailers' Interests Studied by Ad Clubs 28-9
EDITORIAL—Maximum Prices for Future—Government Will Pay Fair Price—Canada's Growing Trade—An Imperative Duty—Caution is Needed Now ..30-31
Events in the Trade 32
Letters to the Editor 33
Curtail Extravagant Manufacture 34
The Clerks' Page 35
Iron and Steel Price Fixing by Government 36
Must Have Their Beer 36
New Hardware Goods 36
What Other Papers Say 38
Weekly Market Reports 39
Markets at a Glance 39-45
Weekly Paint Department 46
Weekly Paint Markets 48-50

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St. Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324. Winnipeg, 22 Royal Bank Building, Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director. Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway, Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building, Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago, Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Everyone goes to the "Movies"

SLIDE F-1

SLIDE F-2

If you have not yet received a copy of "Selling More Stanley Garage Hardware," cut out and fill in the attached coupon now and mail it to-day.

ALMOST any evening you can tell a moving picture theatre several blocks away by the row of automobiles outside.

It follows that a well located picture show is a particularly good place for you to tell garage owners, present and prospective, that you carry Stanley Garage Hardware.

The Stanley Works will furnish you, on request, with one or both, of the slides here illustrated.

Stanley Selling Helps include window displays, signs, mounted samples, printed matter and newspaper advertisements. These Helps are furnished free. They are fully illustrated and described in the booklet "Selling More Stanley Garage Hardware." It tells how you can increase your sales of this profitable line.

T-21

THE STANLEY WORKS, New Britain, Conn.

Send me a copy of "Selling Stanley Garage Hardware"

Name .....

Firm .....

Address .....

Jobber .....

If you do not yet stock Stanley Garage Hardware, mark a cross in the square below ☐

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company
Coristine Bldg., Montreal

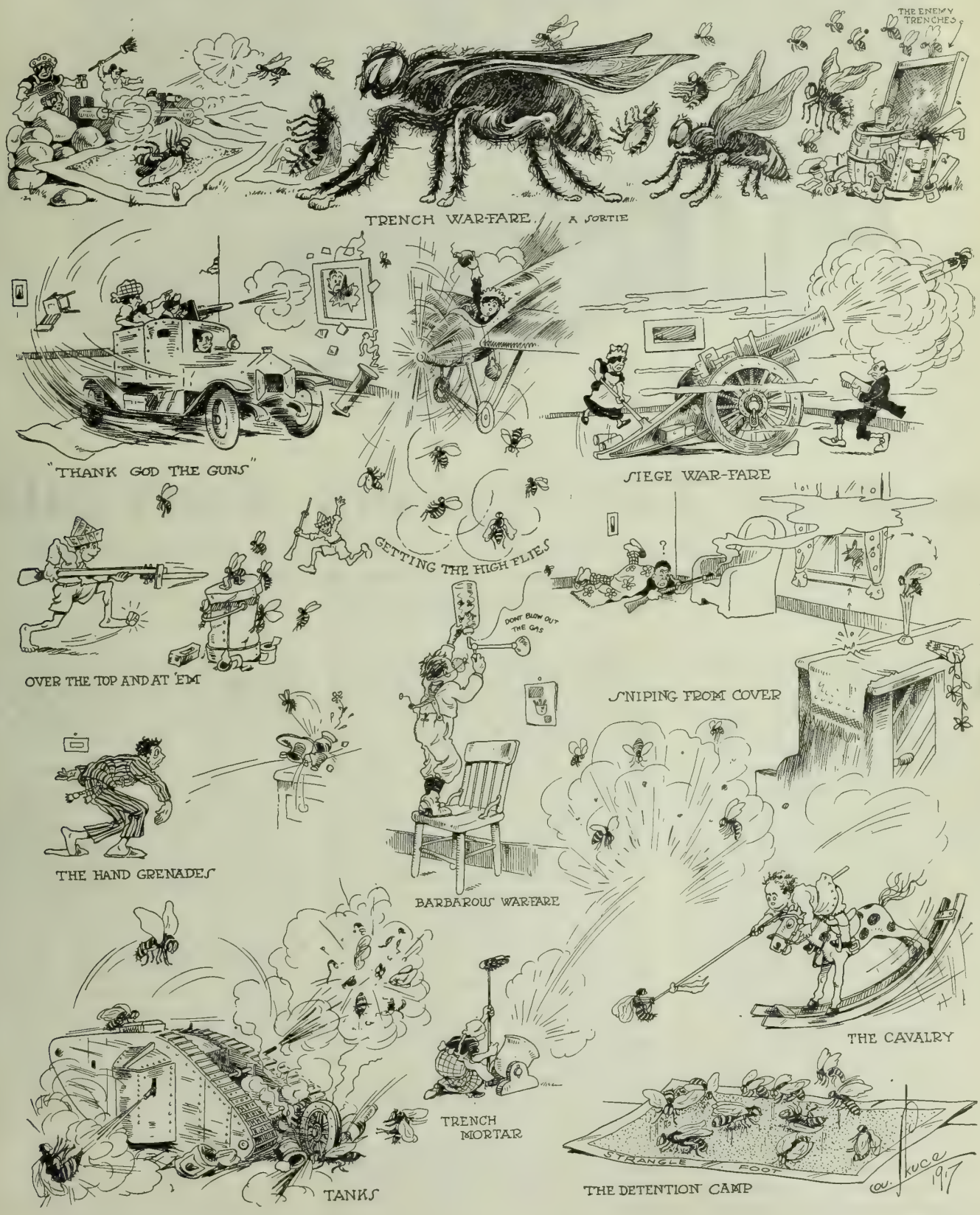
If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JULY 21, 1917 No. 29



Drawn for HARDWARE & METAL by Lou Skuce

View in hardware store of A. R. Dundas, Cobourg, Ont., showing variety table.

Smallware Table Creates Many Sales

Housefurnishing Lines Featured Strongly by Cobourg Hardware Merchant — Summer Visitors Are Good Customers—Price Cards Help to Sell Goods—Kitchen Utensils Ready Sellers.

AN article in last week's issue of HARDWARE AND METAL told how a merchant built up a business of $87,000,000 annually, through 920 stores in Canada, and the United States. This merchant built up his wonderful business by catering to the needs and wants of the general public which many ordinary retailers do not think worth while—goods selling at 5, 10, and 15c. He displayed and specialized on hundreds of lines which are carried in stock in almost every hardware store, but which in many cases are hidden away from the view of the general public.

A good example of what can be done along this line in the average hardware store, is found in the A. R. Dundas, hardware, Cobourg, Ont. Mr. Dundas makes a specialty of hardware housefurnishings.

Smallwares Popular

The question of house furnishings is a big one, involving the carrying of a wide range of stocks. In the Dundas store one of the main features of this house furnishing trade is in connection with the sale of smallwares. Realizing the ever-growing tendency of the public to purchase even the most minute labor-saving devices usually embraced under the heading of smallwares, Mr. Dundas has arranged a large table down the centre of his store, about fifteen feet in length by about five feet in width. This table is used for showing an endless range of articles of smallware for the kitchen, the bathroom, the bedroom, and any other conceivable use to which almost anything coming under the heading of household hardware, could be put.

The display is arranged in baskets and graduated according to price, as shown in the accompanying illustration. The articles range in value anywhere from five cents to twenty-five cents, and are clearly marked. Chief among the articles shown are kitchen utensils, and everything that is latest in the way of facilitating kitchen duties.

This method is considered by the Dundas management to be one af the best advertising mediums available. Mr. Dundas pointed out to a HARWARE AND METAL representative that customers entering the store and faced with such a table of smallware almost without exception find something they need or could use, and as the articles are all plainly marked with price cards they find a ready sale. Price cards are liberally distributed all around the Dundas store, for the peculiar tendency of human nature which restrains one from inquiring as to price for fear it is too expensive for them, is fully recognized, and is therefore forestalled. There are too many stories of sales lost through an incorrect impression of price being conveyed where no price card was in evidence.

House Furnishing Hardware

Apart from the large turn-over on smallware lines, there is also a good business done in other house-furnishing lines such as stoves, cooking utensils, refrigerators, etc. Oftentimes weather becomes too cool for comfort in the many summer homes of the Cobourg district in the late season, and the large number of such homes creates a big demand for stoves and heaters. Oil stoves, gas stoves and ranges figure strongly in this demand.

Though exactly opposite in its usefulness, the refrigerator is equally strong with the demand for stoves, for the refrigerator is as necessary for the preservation of foodstuffs in the hot summer months as the stove is for the elimination of the cold in the autumn and fall months. The latest types of refrigerators finds a ready sale, particularly among the summer visitors.

Kitchen Utensils

A strong feature of the trade in the Dundas store is the handling of cooking

and other kitchen utensils. The sale of enamelware, graniteware, aluminumware and galvanized iron pails and tubs is perhaps one of the most active lines in the trade, for each year many new outfits are required by visiting summer resorters, in order to keep up the efficiency of the kitchen. Summer hotels through the district also have extensive requirements.

Electric Appliances

While this class of trade is of a more or less general character, there is also a good demand for special lines including electrical appliances. Under this heading a strong showing is made in the Dundas store of electric irons, toasters, percolators and other articles which greatly enhance the comfort of summer holidays. A big factor in the sale of such articles has been the elimination of excessive heat which attends their use. Stove cooking is done on as small a scale as is possible during the warm months, and its place is taken to a great extent by the cooking facilities embraced in electrical appliances. It is pointed out that eggs and water can be boiled with an electric appliance immersed in the water, coffee can be made in the percolator, and toast is made with little difficulty, and little suffering from excess heat is experienced. Regular advertising in the town newspapers is a big help in the selling campaign. These appliances also are featured strongly in window displays, as are the other house furnishing lines which are the most active in the present day trade.

Plumbing

It is only logical that plumbing should go hand in hand with the strong featuring of household goods such as is the case in the Dundas store. In addition to the summer resort trade, there is considerable building being done in the vicinity of Cobourg, and this has served to enliven plumbing and other branches of buisness. A large Government asylum being erected at a cost of $100,000, heads the list of a large number of buildings now under construction. To cope with this business and that necessitated by the annual spring renovation of large numbers of the summer homes after the winter months, Mr. Dundas employs a staff of seven men to look after the outside plumbing work. This business is of a general character. A complete stock of bathroom and all plumbing supplies is carried and customers can select their stock in the Dundas store and have them subsequently installed by the store's employees.

Situated in a charming location on the shores of Lake Ontario, and surrounded with many attractive localities for summer homes, Cobourg offers an ideal holiday resort which, owing to its convenient boat connections with Rochester, across the lake, attracts large numbers of American resorters in the summer months. Hardware merchants of the town have always had a good trade from this source but it has been especially appreciated since the outbreak of war, for its stabilizing effect has been particularly timely and acceptable.

It was feared that the war would greatly curtail the American summer trade in the past two or three seasons, but such was not the case last summer, and so far this year there has been much the average influx of American visitors. What little falling off there may be later in the season owing to the requisitioning of the United States naval and military reserve officers who formerly came in large numbers, is made up by Canadians, who have learned of the attractiveness of this district.

It is estimated that there are in the neighborhood of two hundred summer homes opened in Cobourg and district during the midsummer months, and this increased trade is described as of a high class nature. American trade is a big factor in business in Cobourg.

Most of the summer visitors are strongly in favor of home comfort even to the most minute detail, and herein lies a field open to the hardware merchant embracing big possibilities.

Eatons Adopt New System

T. Eaton Co., Ltd., of Toronto Adopt System for Handling Out-of-Town Trade—Better Delivery and Advertising Facilities Offered.

DESPITE the success which has attended the system of mail order throughout the outlying districts, the recent action of the large Toronto store of the T. Eaton Company, Ltd., Toronto in inaugurating a new system for the handling of out-of-town trade, is evidence of how the large city firm is aggressively going after this class of business.

In the past, the mail order catalog has been an unwelcome visitor to the communities surrounding the city of Toronto and with high hopes of securing still further trade from such centres, the T. Eaton Company have adapted a new plan, the outstanding features of which are, more rapid delivery, better advertising facilities, and the advantage of "personal contact," and overcoming the disadvantages of mail order.

Plan Adopted in Three Ontario Towns

The plan which was introduced in Brampton, Ont., just five weeks ago, following its working out in the towns of Aurors and Newmarket, consists of the appointment of a local man to operate a motor truck supplied by the T. Eaton Company, and to deliver their parcels at a certain rate per parcel. In Brampton an office has been opened and a girl is employed to take orders and payment. It is also her duty to telephone in the orders to the Toronto store after which the parcels for the town are all collected in one shipment and forwarded by express. On reaching the town representative, the parcels are placed in the truck and delivered. In this manner, orders placed in the morning are delivered the same afternoon, and orders placed in the afternoon are delivered the following morning. Delivery is restricted to the town itself, so that farmers in the outlying districts have to call for their parcels at the local office. Under the mail order system, parcels at first were delivered on the rural routes, but the abolishment of this practice some time ago made it necessary for some new plan to be adopted, hence the new departure as outlined, though the inconvenience of having to call in town for parcels has still to be contended. Such inconvenience has been minimized to a great extent by the practice of farmers coming to town for the day, to place their orders early and return with their parcels on leaving town the same afternoon or evening.

New System Has Many advantages

The advantages of this system are quite apparent, for it offers delivery facilities almost equal to those offered by the town merchants themselves, and the advertising effect of having an Eaton man call in an Eaton truck is of untold value.

In the case of Brampton, the local express agent Mr. Lowry is acting for the T. Eaton Company, and is kept busy delivering parcels which represent a weekly business approxiating in value, $2000 according to the estimate of local residents. No extra charge is added to purchases for the express charges, for the parcels are sent in large trunks on which such charges are reduced to a minimum, and, in addition, it must be taken into account that a large weekly postage bill under the mail order system is hereby eliminated.

Hotel As Sample House

There have been unending rumors about plans for further development in the case of Brampton, but nothing definite has been done as yet, and no confirmation is forthcoming. The Queen's Hotel in the town has been for sale for some time, though it is at present rented, and at the time when the T. Eaton Company inauguarted the plan outlined there were rumors that the hotel property was to be purchased and turned into a sample house where prospective purchasers could examine the actual goods before placing their orders. This rumor was started as result of some enquiries about the property, though similar rumors were connected with other Toronto firms as well. The owners of the property deny the sale of the hotel and very non-commital have been the replies of the T. Eaton Company to enquiries of local real estate agents concerning the property.

It is possible that the introduction of

(Continued on page 29.)

Retailers' Interests Studied by A.A.Clubs

Valuable Addresses Delivered at the Big Convention Held in St. Louis.

EVERY interest in the business world is benefited by the work being done by the Associated Advertising Clubs of the World, and a big force in generating increased activity looking toward better business methods is the annual convention. This year's convention was held in St. Louis in June. In the following columns are given brief reports of some of the addresses which have special application to the business of retail merchants and the trade press:—

About Distribution

Considering the retailer as the terminal of distribution the manufacturers' obligation to him is to provide store arrangements and window display methods and selling plans by which he can distribute his merchandize with greater rapidity. This means definite knowledge of profits and turnover, intelligent store arrangement and effective use of advertising, said Frank Stockdale, of Indianapolis, business lecturer for the Associated Advertising Clubs, in addressing a general session at the St. Louis convention.

He said the retailer desires information. He attends merchants' institutes, reads books and trade publications—always seeking to make himself a better distributor. If the manufacturer will take cognizance of this, he can help the retailer; he can create a better "terminal" for his own products, and broaden the entire retail distribution field.

Store Rooms and Sales Rooms

Too many merchants conduct store rooms instead of sales rooms, Mr. Stockdale suggested. One merchant in a New York town of 20,000 corrected this fault, stored his surplus stock in the stock room, made his store into a display and sales room and profited instantly by the change. In Oklahoma, 110 merchants were brought to devote careful attention to window display. The result of their efforts attracted unprecedented attention. The fact is, Mr. Stockdale pointed out, only one out of every four persons walks more than half way to the back of a store. This conclusion was based on testimony of 550 representative merchants.

In Montana, he said, forty housewives were prevailed on to tell why they bought goods away from home. Two major reasons were given: local merchants were neither specific in price, nor did they give understandable information about their goods. Too much retail advertising is generality advertising, said the speaker; it is negative, weak and nonconstructive.

Business Press Presents Evidence

Strong evidence for their publications was adduced by the business press with such definite history as the fact that thirteen pages in a trade publication, representing an advertising investment of $659, sold motor trucks to a total of $100,000; that nine months' use of advertising in one medium to an amount of $1,980, made traceable sales to power plants amounting to $9,999.98; that through a medium reaching steel mills, in twelve months an advertiser made $40,000 in sales from an advertising investment of $1,500. In nine months, according to one display card, an advertiser in the women's specialty field developed $160,000 in new business from an advertising appropriation of $1,800.

In the paper exhibit, advertisers gained new knowledge about paper and its proper use. The exhibit was a graphic display of the right paper for the desired purpose. The display was accompanied by photographs, showing, for example, that offset printing requires a short fibre paper to produce the desired effect, and that supercalendered and English machine finish papers were desirable where cost is a factor.

With figures of strong significance, the agricultural press exhibit pointed out the immense field it covers—6,361,502 farm families, 49,348,000 rural population, and a 1916 income of $13,499.000,000.

In original size, painted display boards bordered the entrance corridor to the exhibit, underlined with phrases epitomizing outdoor display service.

Business Books Galore

Near the centre of things in the exhibit was such a collection of business books as had never before been assembled—more than 1,600 volumes. Guy E. Marion, of the Pilgrim Publicity Association, Boston, presided over the display, having rounded it up on the invitation of Llewelyn E. Pratt, chairman of the National Educational Committee.

Scores of business men examined the library during the convention, making memorandums of books, of chapter headings and of pertinent information. Out came notebooks again at the direct mail display in the next exhibit—nor were the notebooks relieved from use all the while the visitors browsed among the exhibit-crowded corridors of the City Hall.

Another big book on advertising is to come. It will be called "Advertising Lowers the Cost of Distribution," and the author will be Harry Tipper, former president of the Advertising Club of New York, who was commissioned at the recent convention of the Associated Advertising Clubs of the World to perform this duty.

She Liked Busy Days

Mr. Stockdale's talk was rich in actual incidents illustrating the failure of merchants to serve the public. Among others was a story of an Iowa woman who told him after one of his lectures that she liked to go into a store in her home town on a busy day because the clerks were then so busy they left the goods down where she could see them.

If a store were properly managed, he said, goods would be where the customers could see them at all times, for numerous women who had attended his lectures had told him that while they knew they were privileged to have goods shown without buying, clerks always look disappointed when they fail to buy.

Accounting for Small Stores

By its very bigness the big store has many advantages over its smaller competitor, but accurate accounting methods will place the little store in splendid strategic position to occupy a strong position in the retail field, said William H. Ingersoll, of Robert H. Ingersoll & Bro., New York, chairman of the Cost Accounting Systems and Retail Service Committee of the Associated Advertising Clubs.

At the St. Louis convention, Mr. Ingersoll spoke on "Democracy in Merchandizing," and insisted advertising blazed the trail for such democracy, and that the large store has become large because it has been able to take advantage of its possibilities. But the small store, he added, needs help—it must be raised to an accurate basis of knowledge of its own business, if retail democracy is to exist.

Training School Is Needed

While the big store has capital, system, accounting methods, variety of stocks, special talent for display of goods, big purchasing power and the important insurance of good advertising, the small store is in position to specialize; it can offer more personal selling attention, has a more intimate knowledge of its needs and operates on a lower cost. The small store, he said, needs a training school that it may occupy in its more circumscribed influence, a position equivalent to that of the bigger enterprise in its bigger sphere.

Promote Retail Democracy

The special business systems which the Associated Advertising Clubs offer retailers are applied to hardware, shoe dealers and jewelers. By taking these systems and applying them, he emphasized, the small retailer can the more powerfully exert his influence to make the retail world "safe for a retail democracy."

Quoting Edward N. Hurley, former chairman of the Federal Trade Commission, Mr. Ingersoll said that official had declared this activity of the Associated Clubs "the greatest piece of constructive work going on in American trade."

Trade Paper Advertisements

That trade paper advertisements have such news value that the trade paper which fails to carry a representative line

EDITOR'S NOTE. As the source of the information presented above we are indebted to "Associated Advertising," the official organ of the Associated Advertising Clubs of the world.

of advertising in its field is not doing all it should for its readers, was the assertion of W. D. Gregory, circulation manager of David Williams Co., New York. Speaking before the trade paper men at the convention of the Associated Advertising Clubs of the World at St. Louis, he said:—

"The subscribers of to-day want and expect manufacturers to keep them informed through their business papers, concerning all merchandize and service in their respective lines; and no matter how excellent may be the editorial contents of any paper, that paper is not performing its full function in its field nor is it satisfying the legitimate demands of its subscribers unless it also regularly carried the advertisements of a goodly number of representative supply firms in that field."

Concentrate Stocks

Concentration in stocks and more rapid turnover of smaller stocks is the manufacturer's advice to the retailer, and pursuit of this policy brings greater benefit to both elements in distribution, said John A. Bush, St. Louis, in addressing a general session of the St. Louis convention.

There is an apt story illustrating this, said the speaker, in introducing a brief narrative taken from a retail shoe experience. He said one Texas merchant started in business with $750, and made a connection with one shoe house, one dry goods house and one hat house as his sources of supply. Within five years he was doing $300,000 a year gross and he started a series of stores. His first shoe purchase was $350. His 1916 fall purchase was $12,000.

Another merchant in another town scattered his orders, dividing his shoe business alone among ten houess. The buyer carried a $10,000 stock and "the specialty habit," making annual sales of $12,000—but making no money.

Last year, the merchants made a radical change and concentrated his business with one shoe house. He installed a stock of $2,800 and developed a gross business of $16,000, enjoying six turnovers with an obvious profit. Most of this man's orders are small, forwarded every two weeks on counsel of the shoe house. This principle of concentration, or "few kinds" has resulted in many successes, said Mr. Bush.

EATON'S ADOPT NEW SYSTEM

(Continued from page 27.)

the new plan may be followed by still further developments, and the opening of such a sample house might be considered as a logical procedure, but as yet there is no confirmation of the matter. At the present time the T. Eaton Company representative is located in his own office in the Canadian Express building. No extensive equipment is required for the work done, and herein lies one of the chief factors which is considered unfair by the town merchants. The town business tax of 20 per cent. it is claimed is levied on the premises occupied, and it is therefore apparent that the retail merchants are paying a great deal higher tax while not securing a fraction of the business of the T. Eaton Company.

Business Not Much Affected

To date the town merchants generally report that the new plan has affected them little more than under the mail order system, but the possibilities involved in the plan are unlimited.

T. Eaton Co. Is "Mum"

Seeking confirmation of the new delivery plan and its relation to the rumored purchase of the Queen's Hotel at Brampton, a representative of HARDWARE AND METAL interviewed Second Vice-President Magee of the T. Eaton Company, and while nothing definite was forthcoming concerning the matter, the elusive replies and failure to deny the matter were evidence that the giving of information along this line was not relished by the Eaton authority who preferred to keep safely in the dark anything which has been done in the matter.

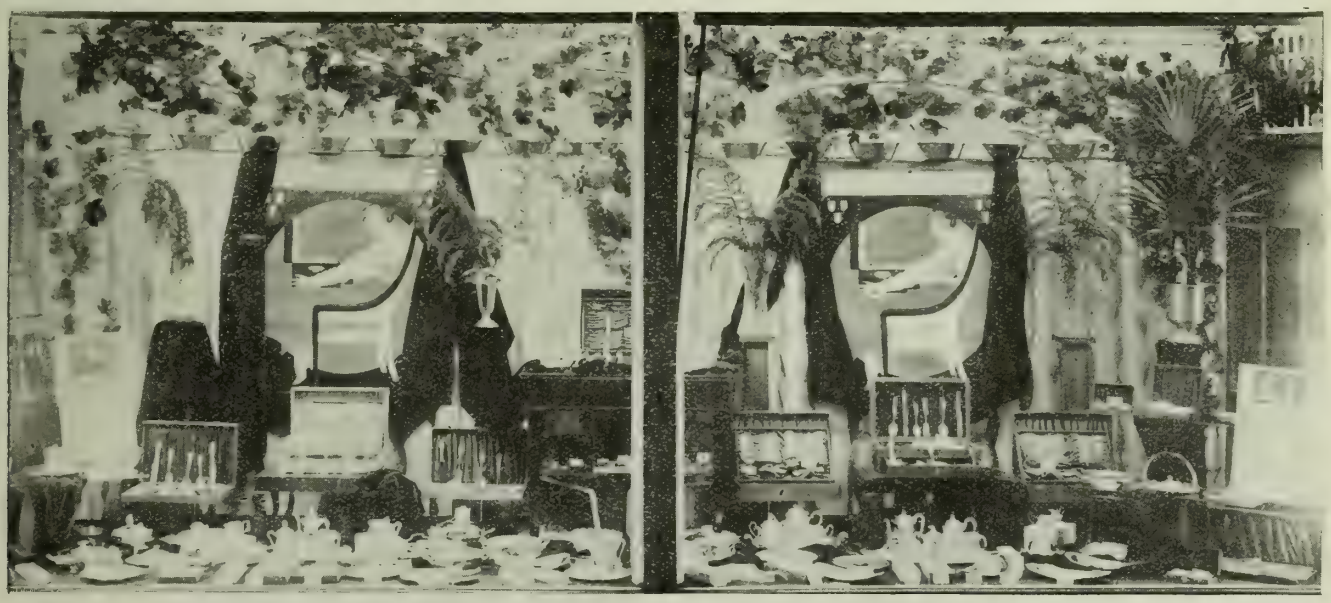
A request for information for HARDWARE AND METAL was projected, but the Eaton official said: "Isn't that the paper all the paint stuff goes into?"

As a final attempt Mr. Magee was asked if he would deny the fact of the case, but his reply, couched in slightly less elusive terms was that he "might say" it was the first he had heard of it.

U. S. STEEL COMPANIES CO-OPERATE

Various representatives of the United States steel companies, after recent conferences in Washington, have returned to their respective homes determined to work hand-in-hand with the Government to force production up to the highest level possible. The percentage of profit to be allowed by the Government on various classes of steel products is unknown until the Federal Trade Commission has completed its findings as to costs.

The United States Steel Corporation in the first quarter of the current year rolled and shipped approximately 3,800,000 tons of steel, and its net earnings were $113,121,000. The ratio of profit was approximately $30 and it is expected this will increase to $34 per ton in the present quarter. To maintain the same ratio of earnings as reported in the second quarter, U.S. Steel will have to receive an average price of $79 a ton for its various products, providing an average cost of $45 a ton is established.



The above handsome window display indicates how dealer helps, supplied by the manufacturer, can be used effectively Display by C. H. Smith for J. H. Ashdown Hardware Co., Winnipeg, Manitoba.

EDITORIAL COMMENT

CANADIAN packers state that the charges of the High Cost of Living Commissioner are damnable. That is exactly what the public has been saying. For once the packers and public agree.

* * *

ALTHOUGH the United States has only been actively in the war for the past few months, heavy pressure is being brought to bear on official Washington urging the Government to get down to serious business immediately if the war is to be brought to an early end. After three years of war the bungling bunglers at Ottawa are about to plunge Canada into a worse mess than ever.

* * *

THE Winnipeg *Telegram* tersely remarks: "The business of a dictator is to dictate, not to explain the necessity of action along certain lines, but to enforce it." That seems a reasonable viewpoint. Moralizing does very little good. The average person does not make a personal application of anything that may not be pleasant to them. If matters are serious enough to demand a dictator, then they are serious enough to demand dictatorial action.

* * *

SCRAP and coke markets in the United States are reacting and prices have dropped. The reason would appear to be proposed price regulations and market restrictions. According to the *Iron Trade Review* of Cleveland, the general situation has been complicated further by petty squabbles over prices of ship plates, aluminum and other commodities, the need for which is urgent, from a military standpoint. No one seems to know how much of the proposed merchant fleet will be built of steel or wood. Moreover, the fate of John Barleycorn still rests with the jury.

GOVERNMENT PRICES TO BE FAIR

REPORTS from the United States indicate that of late the pig-iron and steel markets have become completely stagnant. This has been caused largely by the expectant uncertainty caused by apprehension as to what action the Government intended to take regarding the fixing of prices. Another contributing cause, however, is the high level which prices have attained. Prices have gone so high that many buyers have been unable to follow them. The result of the recent meeting in Washington between Government officials and the general committee of the American Iron and Steel Institute has had a somewhat settling effect. Following the opening of the meeting the President issued an appeal that manufacturers forego unusual profits at this time, but suggesting a fair profit, so as to maintain prosperity, and enunciating clearly the entirely new doctrine that prices to the Government and to the ordinary consumer be the same, intimating, perhaps, that the Government is as well able to pay as the private consumer. The President laid stress upon the fact, which the iron and steel industry has been coming to realize of late, that it is impossible to draw a clear distinction between, where Government purchases end and purely private purchases begin.

On the second day of the conference, following the President's appeal, the Secretary of War made a public statement that an agreement had been reached as to Government purchases of steel. The Federal Trade Commission is to determine costs, and prices to be fixed so that reasonable profit would be assured, and attention given to the needs of the steel industry for expansion.

When the President made his first announcement there was great fear that incalculable harm would result from the "One price for all" plan. It was thought that when the Government decided upon the minimum prices to be paid for Government supplies, the same prices would have to apply on transactions with the general public. A close study of the situation convinced experts in the trade that this plan would prove impractical, and that it would require the sanction of Congress before being enforced. More recent reports indicate that in order to keep up general prosperity, it will be necessary for the Government to pay a fair price for all supplies. The opinion is now expressed that this is realized by Government officials and that a fair profit will be allowed to producers.

The Government has the power to commandeer commodities, but under the Constitution, it is said, the price at which these commodities must be settled at is a matter for the courts to decide should the Government price not be acceptable to the owners of material required.

With the atmosphere gradually clearing, it is hoped and expected that the outlook will rapidly become much brighter and that pessimism and depression will fade away.

MAXIMUM PRICES FOR FUTURE

REPORTS from England indicate that a number of manufacturers in handling export trade are now prepared to quote a maximum price for forward contracts in connection with small metal wares. These manufacturers agree to give their customers the benefit of market ruling prices at the time of de-

livery, even though the price is below the contract price. They give assurances that prices at time of delivery will not be above the maximum price named, even though the ruling market price is much higher than the maximum price. This plan, it is said, is enabling the manufacturers to secure some export business which would not be otherwise available. This arrangement, along with the new customs regulation announced in last week's issue of HARDWARE AND METAL, should greatly simplify business transactions, in cases where supplies will be available during the next few months. A number of other manufacturers are not prepared to give the same contract, as outlined above. They offer as an alternative to tender the goods for reconfirmation at the market price when ready. This, however, does not achieve the same purpose, because it does not ensure the delivery of goods in any event.

CANADA'S GROWING TRADE

AS an indication of why Canada, despite the war costs, is in a prosperous condition, and as an interesting sidelight also on the high cost of living, the export figures for commodities during the past eleven months might be noted. When these figures are compared with the figures for a corresponding period of the previous year, some idea may be gained of the immense increase in the export of Canada's foodstuffs, which in a measure at least may be the cause for the high prices existing in the country.

For the 11 months just ended the export of breadstuffs totalled $492,969,249 as against $394,-338,832. In meats and dairy products the same solid advance is noticeable. For the eleven months just closed the exports were $324,946,093, as against $234,404,721. That means prosperity, but it also means high prices.

AN IMPERATIVE DUTY

THE commercial board of the Council of National Defence in the United States is urging upon retail merchants the importance of eliminating unnecessary store service. Recently, a meeting was held in New York of 100 dry goods, grocery, clothing and department store proprietors, for the purpose of considering the suggestions of the Board. A. W. Shaw, chairman of the Board, told the meeting that in the United States, perhaps one-third of the men engaged in delivery and return-goods systems will be called to the front. This question, said Mr. Shaw, is very flatly up to the retail merchants. When the time comes that these men are called away, are you going to take men from the manufacturing, shipbuilding, agricultural or mining industries, which must keep going to full capacity, or are you going to readjust your businesses so as to get on without tearing them away from work that is of the greatest importance in the conduct of the war?"

The sentiment of the conference heartily favored following the spirit of the recommendations of the commercial economy board and resolutions were passed accordingly.

Among the other important subjects which came up for discussion looking to the elimination of non-essential services now rendered the customers of retail stores were the reduction of deliveries to one or, if necessary, two a day in each district; the possibility of making a charge for special deliveries; the question of limiting delivery to purchase amounting to a certain sum; and the limiting of the return-goods privilege to a definite short period.

The delivery problem and returned-goods evil is not as serious for retail hardware merchants as for some other classes of trade. Nevertheless, there are many other unnecessary wastes which could be eliminated from the average hardware store. Waste of time, display space, glass, oils, leaks in the office system, leaks through bad accounts, should all be eliminated. This is a time for conservation on the part of every individual. The merchant who conserves now is going to be prepared for future eventualities.

CAUTION IS NEEDED

WE are spending a good deal of time of late congratulating ourselves on the fine condition of Canadian business. Merchants are doing well, profits are fair, business is good, and generally speaking, according to the authority of the commercial agencies failures have dropped to a level that is cheeringly low.

All this is good, and there is no reason why these conditions should not prevail, but it is to be remembered that they will not prevail of themselves.

At the moment there is nothing to test the metal of business. The lame ducks have long ago been weeded out, or at least the lamest ducks, and to-day business is apparently going along on a very stable foundation; for the moment there is nothing to test its strength. It must be remembered, however, that prices are abnormal. Goods are actually selling to-day at more than they are worth, which means that some day they are going to be considerably less. When that day comes there will be room for a good deal of heart searching. Short stocks and short credits are the only possible safeguards against returning normal conditions. For the danger is not only in any slump after the war, but in any actual return to the normal, for we have grown used to abnormality and have been building our lives and businesses upon it, therein lies the danger.

There is no ground for fearfulness, there is no ground for hide-bound cautions, but there is ground for cool-headed, common-sense, and any man who faces the future must realize that outstanding accounts and overwhelming stock are bound to be a reef on which another wise solvent business may go to pieces.

EVENTS IN THE TRADE

BUSINESS CHANGES

Manville, Alta.—Pointer & Speice, hardware, have sold out.

Prussia, Sask.—Keller & Walsh, hardware, has been succeeded by Walsh Hardware Company.

Montreal, Que.—Mount Royal Hardware has dissolved, L. Beaudoin continuing under same style.

South Vancouver, B.C.—Godwin Hardware Company stock has been disposed of, owner retiring.

Togo, Sask.—Jas. McEwen, hardware and implements, has sold lumber business to Northern Lumber Co.

Lanfine, Alta.—Stackhouse & Bailey, hardware, have dissolved partnership, Batten Bailey continuing business.

Winnipeg.—The Powerlight Co., Winnipeg, who were recently burned out at 246 McDermitt Avenue, have moved to 52 Gertie Street.

FIRE LOSS

Seven Persons, Alta.—W. Bish, hardware, suffered recent fire loss.

Belmont, Man.—Cannon & Houghton, hardware, suffered fire loss.

TRADE NOTES

Montreal, Que.—Denis, Freres, hardware, have registered Henri O. Denis and Geo. A. Denis.

Roland, Man.—Roland Hardware Company has registered partnership.

OBITUARY

Sincere sympathy of a very wide circle of friends in the hardware trade in Montreal and in the Eastern Townships is going out quietly, but from the heart, on receipt of news of the very sudden death from double penumonia, of Mrs. George Browne, of St. Lambert, Que. George Browne is one of the best known hardware travellers in the Eastern Townships, an employee for years of Caverhill, Learmont & Co., Montreal, and those who know him best know and feel how keen is his sorrow at his sudden bereavement. Mrs. Browne died on July 17, and the funeral was held from St. John's Anglican Church, Montreal, on the 19th.

INDUSTRIAL NOTES

Three Rivers, Que.—The St. Maurice Foundries, Ltd., have received charter.

Winnipeg, Man.—Dominion Automobile Supplies Co. has changed ownership.

Shawenegan Falls, Que.—Electric Products, Light & Power Company plan a $36,000 brick addition to their plant.

Ingersoll, Ont.—The John Morrow Screw & Nut Co., is building an addition to its plant to cost $30,000.

Oshawa, Ont.—The directors of the Canada Malleable & Steel Range Co., it is said, have decided to dispose of the plant.

Hamilton, Ont.—The directors of the Steel Company of Canada, at a meeting in Toronto, practically adopted a new policy which is likely to have an important bearing on the future of the company. In co-operation with American interests, the directors propose to acquire certain ore and coal properties situated in an advantageous location in the Eastern States, from which such of its supply as is necessary in the future will be drawn.

Hamilton, Ont.—The National Abrasive Co., will begin at once the erection of a factory and office building on Bigger Avenue, at an estimated cost of $16,700. The contract has been awarded to the Hamilton Bridge Works, and completion is expected before September. The company will manufacture artificial abrasive, principally polishing and grinding materials. The initial investment in the Hamilton plant will be about $75,000.

Welland, Ont.—The Electric Steel & Engineering Company, recently incorporated at Ottawa with a capital of $2,000,000, is a merger of three previously established enterprises, all of them being in operation. The head office of the corporation is at Welland, Ont. The three included companies are: Electric Steel & Metals, of Welland, Ont.; the Boving Hydraulic Engineering Co., of Lindsay, Ont., and the Wabi Iron Works, of New Liskeard, Ont. No announcement as to plans will be made until after a meeting of the directors, which is to be held shortly.

INCORPORATIONS

London, Ont.—Leather Products, Ltd., has been incorporated with a capital of $20,000 to deal in hides, skins and pelts, and carry on the business of leather manufacturers.

Toronto, Ont.—Nicu Steel Corporation, Ltd., has been incorporated with a capital of $200,000 to manufacture and deal in metals and tools.

Hamilton, Ont.—Dann Spring Insert, Ltd., has been incorporated with a capital of $40,000 to carry on manufacture of automobile accessories and supplies.

VISITORS TO TORONTO

Mr. Newman, general merchant of Castleton, Ont., visited the city during the latter part of last week.

George M. Rice, of Whitby, Ont., hardwareman, was in Toronto on business on Monday of this week.

Mr. Gillespie, of Gillespie Bros., Orangeville, Ont., hardwareman, spent Friday of last week in the city.

E. J. Hodgson, general merchant of Churchill, Ont., was in the city during the first part of the present week.

Morris Wheeler, representative of Sargent & Co., New Haven, Conn., was on a business trip to Toronto during the week.

Mr. Wooley, of the John H. Graham Company, of New York, manufacturers' agents, was in Toronto during the week calling on the wholesale hardware trade.

PERSONAL

Bevan Lawson recently resigned as sales manager for the Auto Strop Safety Razor Company of New York and Toronto, to become marketing manager for E. R. Squitt & Sons, of New York.

Geo. Dowswell, of Cummer, Dowswell, Ltd., Hamilton, Ont., is again calling on the trade, following his recent illness. Mr. Dowswell has a host of friends from coast to coast, on whom he has been calling for many years.

Geo. Henderson, president and general manager, Brandram-Henderson, Ltd., was a business visitor last week at the Toronto plant of the company.

Geo. F. Sheppard, who has been manager of the Toronto office of the Canadian Hoskins, Ltd., Walkerville, Ont., has been transferred to the Montreal office, 31 Ottawa Bank Building. In addition to handling the business of the Canadian Hoskins, Ltd., he will have the Canadian agency for the Ideal Electric and Manufacturing Co., of Mansfield, Ohio; the Winfield Welding Machine Co., of Warren, Ohio; the Enterprise Electric Co. of Warren, Ohio, and the Claywood Electric Co., of Toronto, Ont.

J. White, of the ornamental iron department of Canadian Allis-Chalmers, Ltd., has been appointed general superintendent of the Canada Foundry Co.'s Davenport works, in place of J. J. Scollan, who recently resigned.

Frank H. Crockard, the new president and general manager of the Nova Scotia Steel & Coal Co., has arrived at New Glasgow, N.S. He recently attended a meeting of directors and was introduced to the heads of the various departments.

Robert Gillespie, of the Robert Gillespie Co., Ltd., manufacturers' agents, Winnipeg, starts for a Western trip extending over two months, on July 20.

HUGE STEEL EARNINGS

Pittsburg steel statisticians calculate that if prices now quoted on the market were to be obtained on the entire steel output, the steel industry would make $2,000,000,000 a year greater profit than the rate of earnings during the first quarter of this year.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

PHILLIPS AGAIN BREAKS LOOSE

Editor, Hardware & Metal,
MacLean Publishing Co.,
University Ave.,
City.

Dear Sir:—

In your issue of March 31st last, you reproduced a letter from myself in furtherance to the open discussions which were invited by your publication in connection with certain grievances that the Hardware dealers had in connection with the administration of the Ontario Retail Hardware and Stove Dealers' Association.

In previous issues different members of the Retail Hardware trade had voiced their views and reasons of dissatisfaction, on the haphazard and disinteresting subjects that occupied the time in the deliberations of our Annual meeting.

I made particular reference in my last letter to the evasive manner in which the Ontario Retail Hardware and Stove Dealers' Association, acted in connection with the paint case in which the T. Eaton Co. were charged with a breach of the False Advertising Act, and put up to the Executive Officers, a challenge as to the veracity of my statements, and as we are now into the month of July, and I have been reading your Journal from time to time since; may I ask if the columns of your paper have been closed to further discussion, or are the officers of the Ontario Retail Hardware and Stove Dealers' Association willing to accept my statements as a matter of fact.

A few days after the publication of HARDWARE AND METAL of March 31st, one of the officers of the Association telephoned me, at the same time using insulting and abusive language, and which, if he is present at the next Annual Convention, I will ask him to retract with apologies to me.

If we are to improve conditions in the Retail Hardware business, it can only be done by free and outspoken discussion, and I think I bespeak the sentiments of the majority of retail hardware men, when I say that if conditions of the retail hardware business are to be improved, it requires immediate and efficient organization.

Trusting that you will publish this letter and receive further views from the hardware men of Ontario, and thanking you in anticipation for the space which you may accord me in this issue, I remain,

Yours very truly,
MORRIS PHILLIPS.

Editor's Note.—In the foregoing letter Mr. Phillips makes a rather vague reference to the alleged "evasive manner in which the O.R.H. & S.D.A. acted in connection with the Eaton paint case." A brief explanation may make the matter more clear to our readers. Following the hardware convention in February last the columns of HARDWARE AND METAL were thrown open to a discussion of Association affairs with a view to building up a bigger and better Association. A large number of letters were received from members, including one from Morris Phillips who stated that the officers of Ontario Retail Hardware and Stove Dealers' Association were lacking in gumption in handling the Eaton paint case.

The following week a letter appeared from Past President Carter, who said in part:—

"At the same time I think it due to the officers and members of the Association, also to hardware trade in general, that he (Phillips) enlighten them, through your columns, as to where the officers of the Association were lacking in gumption in handling the paint case he mentions."

Two weeks later in the issue of March 31, a lengthy letter appeared from Mr. Phillips in reply to Mr. Carter. Space will not permit a reproduction of the complete letter but the following is an extract referring to the paint case:—

"A meeting was called at the head office of the Retail Merchants' Association, where representatives of our Association were present, and after the R.M.A. had decided to prosecute the case, Mr. W. F. MacPherson, secretary of the Ontario Retail Hardware and Stove Dealers' Association, stated that our organization would assist in defraying the cost of prosecution to the extent of $25 (not sufficient to cover the 'retaining fee'), and which, I understand, has not yet been paid, and the matter was left to the Retail Merchants' Association, who immediately swore out the information, and charged the Eaton Company with violating the False Advertising Act. Heavy expense was entailed in the prosecution, necessitating the chief analyst of the Dominion being subpoened to appear at the trial, and also one of his assistants at a second hearing, and during the different stages of the case in the Toronto Police Court, not a single member of our Association was present, with the exception of myself. If the Association is going to be of any service or assistance to its members, surely this was one of its functions. But instead of lending any moral or financial support to the Retail Merchants' Association in this particular case, no seeming interest was taken by the Ontario Retail Hardware and Stove Dealers' Association."

So far no reply has been made in connection with this phase of the case by officers of the Ontario Retail Hardware and Stove Dealers' Association.

ANNUAL MEETING OF MARITIME WHOLESALERS

H. W. Emerson, of St. John, N.B., the New President—Geo. Metzler Elected Vice-President

The annual meeting of the Maritime Wholesale Hardware Association was held in St. Andrew's, N.B., on Wednesday, July 11. In the annual address, the president, Lieutenant-Colonel R. B. Simmonds, of Halifax, reviewed the conditions of the business in the Lower Provinces during the past year and presented a summary of the work of the association for that period. The balance of the session was devoted to routine business. For the coming year, H. W. Emerson, of Emerson & Fisher, Ltd., St. John, the former vice-president, was elected president, and George Metzler, representing William Stairs, Son & Morrow, of Halifax, was chosen as vice-president.

Besides the officers mentioned, the members present included: A. W. Morton, Joseph Wier, M. O. Crowell, J. R. Harris, all of Halifax; R. P. Dickson, of Moncton; H. N. Stevens, of Amherst; J. F. Tilton, W. G. Stratton, J. W. Davidson, F. A. Foster, H. F. O'Neill, of St. John.

Manufacturers' representatives who were present as guests included G. Wilford Campbell, L. W. Simms, H. G. Rogers, L. M. Farquhar and W. P. Downing, of St. John; C. E. Huestic, of St. Stephen; W. E. Bell, of Moncton; James Ramsay, H. E. Dripps and James Kinsman, of Philadelphia, and Charles Huston, of Boston.

W. H. LAMONT RE-ELECTED PRESIDENT ONTARIO CREDIT MEN

At the recent annual meeting of the Board of Directors of the Ontario Division, Canadian Credit Men's Association, at Toronto, the following officers were elected for the ensuing year:—

President—W. H. Lamont, Sec.-Treas. H. S. Howland, Sons & Co., Ltd. (re-appointed); Vice-President, Thos. McMillan, Ansley, Dineen Hat & Fur Co., Ltd. (succeeding James A. Catto, W. R. Brock Co., Ltd.); Secretary-Treasurer and Manager, A. S. Crighton (re-appointed).

The following new directors were added to the Board of Directors:—H. E. Dane, Canadian Consolidated Rubber Co., Ltd., Toronto; John B. Kirby, Williams, Greene & Rome Co., Ltd., Kitchener, Ont.; W. S. Duffield, John McPherson Co., Hamilton; James A. Lamb, Grant-Holden-Graham, Ltd., Ottawa; Mark Rowe, Canada Furniture Manfrs., Ltd., Woodstock; E. S. Little, Robinson Little & Co., Ltd., London.

The president reported a most successful year, over fifty wholesale houses houses throughout the province having been added to the membership.

GRAPHITE DISCOVERY

Montreal, Que.—A rich deposit of graphite has been discovered at St. Remi d'Amherst, about 50 miles from here. The results of the tests of the analysts and enginers to whom have been submitted samples of this graphite, have been remarkably favorable. One American milling firm declares that the sample they have analyzed shows a recovery of 47 per cent. graphite of a very high carbon content from the raw material.

HARDWARE LETTER BOX

THOR WASHER

J. W. Fleming & Son, Blenheim, Ont.—Please advise who handles the Thor washer in Canada. We believe there is an agent in Toronto.

Thor Electric Shop, 413 Yonge St., Toronto.—Ed.

METAL LATH

McLeod & Joynt, Lucknow, Ont.—Kindly advise from whom we can secure prices on metal lath, Herringbone preferred.

Clarence W. Noble, Home Life Building, Toronto.—Ed.

Curtail Extravagant Manufacture

President of American Hardware Manufacturers' Association Pleads for Elimination of Expensive Finishes and Needless Production—Stand is Approved by Jobbers and Manufacturers.

WITH a strong plea for the discontinuance of needless production in hardware manufacturing, by cutting out the items which are not in great demand and eliminating waste, and also suggesting the discontinuance of expensive finishes on hardware items as an extravagance in war times, President Plumb, of the American Hardware Manufacturers' Association, recently addressed a letter to the secretaries of the National Hardware Association and the Southern Hardware Jobbers' Association. The letter pointed out that the elimination or reduction of expensive finishes would allow the jobber to concentrate on fewer lines not so high in price and encourage quicker turnover thereby. The following letters indicate the attitude with which the plan was greeted by both jobbers and manufacturers:

To the Members of the American Hardware Manufacturers' Association:

Dear Sirs:—

We are pleased to report that the suggestion in regard to discontinuing wasteful finishes on hardware appears to have met with as great an extent of approval from both the hardware jobbers and the manufacturers as the original suggestion to eliminate slow selling items. Enclosed is copy of letter received from Mr. T. James Fernley and of our letter to Mr. Fernley, each reporting to the other the attitude of our respective associations on this question.

At the same time we wrote to Mr. Fernley we wrote a similar letter to Mr. Donnan. The members of the Southern Hardware Jobbers' Association have expressed their approval as heartily as have those of the National Hardware Association of the United States. It is evident, therefore, that the manufacturers can be assured of support from the jobbers in any efforts they may make to discontinue wasteful finishes which do not add to the quality, utility or durability of the article.

FAYETTE R. PLUMB,
President

Philadelphia, June 28, 1917.

The letter from T. James Fernley, Secretary-Treasurer of the National Hardware Association, to Mr. Plumb, follows herewith:

FAYETTE R. PLUMB, President,
American Hardware Manufacturers' Ass'n.
Philadelphia, Pennsylvania.

Dear Mr. Plumb:—

On June 2nd it was my pleasure to send the members of this Association a copy of your letter of May 31st, calling attention to the importance of eliminating as far as possible unnecessary finishes on goods sold by hardware jobbers, and in this way make it possible for manufacturers to produce a larger quantity of goods on which the demand was so unusual.

I take pleasure in advising you that more than ninety per cent. of the members of this Association who have responded to the communication express absolute approval and are ready to follow the suggestion made.

Of course our work is entirely of an educational character, but we believe that a sentiment created by your communication will lead to a course of action which will make it comparatively easy for manufacturers to follow the suggestion which you have made.

President Plumb's letter to Mr. Fernley was as follows:

Dear Sir:—

Your members will I am sure be interested in hearing how the members of the American Hardware Manufacturers' Association received the suggestion that in addition to eliminating from their production and sale such items as experience has proven can not be sold in sufficient volume to warrant their continuance, they should also discontinue the production of wasteful finishes which do not add to the quality, utility or durability of the article.

We have received to date replies from eighty-five manufacturers, eighty-three of whom approve the suggestion heartily, with the further statement that over two-thirds of these eighty-three can and will apply the suggestion directly to their own product. Only two of the eighty-five do not fully approve of the suggestion. One of these raises the question that his competitors might secure an advantage over him if he should decrease the variety of his finishes. Another voices his objection as follows:

"There is considerable food for thought in these several letters, and while the extraordinary period we are passing through justifies heroic means to take care of conditions, the manufacturer to my mind should consider the future of his product. Years of effort have produced articles on which he has built a reputation and anything that may be done to reflect on the quality of the article would be detrimental."

Among the letters voicing approval of the suggestion the following quotations occur:—

"We certainly commend the officers of our organization for the thoughtfulness that they are showing on all these matters of public benefit, and interest, and it shows that our organization is really worth while under the present crisis."

"We most heartily endorse the object set forth in his letters of June 2, and believe it not only practicable, but almost imperative, that such a step be taken as soon as possible by the hardware manufacturers."

"And if the condition grows worse (which is likely) the time will come when it will be necessary and no option given the manufacturer as to what steps he must take along these lines."

"It will be of tremendous advantage to the hardware manufacturers if they could economize in the unnecessary finishing operations and we believe that it would be a step in educating the public to the values of inherent quality rather than external finish."

"He asks if the idea as explained can be applied to our business. We are pleased to advise you that it can and has been for the last four years, and that is the question of boiling down a whole lot of useless articles and finishes on our hardware into a few commercial lines with a few commercial finishes."

"In fact we are making arrangements to very greatly simplify our entire line of goods so that the same number of people will turn out larger quantities."

"Years ago it was said that one of the great fundamental features of investment in the hardware trade was its freedom from style or decay. As we see it in the reverse order of to-day, the emphasis of style has to a certain extent marked a serious decadence."

"And if it might be possible to indefinitely continue manufacturing a reduced assortment it seems very likely that we might be better off."

"We believe that the Association is on the right track in urging action of this sort upon all American manufacturers and that when we have all put this doctrine into effect we will not only have simplified our business as manufacturers, but will have greatly simplified the problems of the distributors, both jobbers and retailers, and the ultimate consumer will be even better served under present conditions."

"And we are quite sure that a movement in this direction will meet with the approval and general support of the hardware jobbers."

It is evident from the above that the sentiment of our members is strongly in favor of giving practical effect to the suggestion not only to eliminate from our production and sale those items which experience has proven are not sold in sufficient volume, but also to discontinue during present conditions the manufacture of wasteful finishes which do not add to the quality, utility or durability of an article, but are intended simply to catch the eye and stimulate sales. We are confident the members of your association will co-operate with us to the fullest

Yours, very truly,
FAYETTE R. PLUMB,
President

Philadelphia, June 20, 1917.

"IF WE DON'T WIN THE WAR—GOD HELP US"

Urging that the people of the United States should arouse themselves to a greater realization of the existing conditions as brought about by the war, which is described as a life-and-death struggle, jeopardizing the very existence of the country, E. C. Simmons, of Simmons Hardware Companies, St. Louis, Mo., has addressed an impressive message to the salesmen of the company travelling throughout the United States, and to the people with whom the salesmen come into contact, emphasizing the necessity to "Stop, Look and Listen," and to realize what is at stake.

Mr. Simmons based his message on reports of conditions as outlined in a report of the Executive Committee of the Chamber of Commerce, and under the heading, "We Must Win the War—If We Don't Win the War, God Help Us," he embraced some glaring facts which have recently been brought out to the effect that if the war was lost, Germany would levy its entire cost on the allied nations opposing it, and the bulk of it would fall upon the United States, with financial ruin as the outcome.

Mr. Simmons urged his travellers to distribute copies of the report among merchants and fellow-travellers, "in order that as large a number as possible might be made aware of the bold facts and trials to be faced in the maintaining of the human doctrine of Liberty, Freedom and Democracy."

Montreal, Que.—The Lyman Rubber Mfg. Co. of Canada, Ltd., has been incorporated at Ottawa with a capital of $10,000 to manufacture rubber goods of all kinds. The incorporators are C. G. Derome, Jules Bruneau and Jean Ducharne all of Montreal.

THE JUNIOR CLERK'S PAGE

Quality Clerks in Hardware Stores

Two Types of Salesman—One a Quality Salesman—The Other Lacking in Salesmanship—Are You an Asset or Liability to the Store?

By William Lewis Edmonds.

AN amateur gardener recently entered the store of a certain hardware dealer for the purpose of buying a spade. All he knew about a spade was that it was an implement used for turning the soil. The points that determined its quality he knew nothing about. So he merely asked for a spade.

The clerk who came forward to wait upon him led him to a rack on which a number of spades were displayed, and removing one of them held it for his inspection, remarking at the same time: "There, sir, is the best spade we have in the store."

"What's the price?" asked the customer.

On being told he gave a whistle of surprise, adding: "Why a neighbor of mine bought one in a department store up town that scarcely cost half that sum."

"Well, I can give you one that won't cost even one-half," politely rejoined the clerk, as he reached up and removed another spade. "But let me show you the difference in the two," he continued, as he held the two side by side for the inspection of the customer. "First of all, look at the difference in the thickness of the metal in the blades of the two. Then examine the shanks. You see that the one is much stronger in this respect than the other. Now notice the handles. You see that in this higher priced article that not only is the wood of much better quality, but that it is much more strongly constructed. Now this lower-priced article may last you for a season or two. And again it mightn't, because if the soil in your garden is heavy, the blade might buckle or the handle give out. With this higher-priced article, on the other hand, you could dig clay, and it will give you service for years to come. It is, therefore, really a much cheaper spade than this low-priced one."

The customer thanked the clerk for the information he had given him and took the higher-priced article.

That clerk was a salesman. By pushing the better class article he was rendering a two-fold service. In the first place he was earning more money for his employer, and in the second place, he was selling to the customer an article which would give him infinitely better service.

Here is an instance of a clerk of the opposite type. He was waiting upon a customer who wanted to buy a penknife. Instead of showing the better kinds of knives in stock he carelessly threw half a dozen of the cheaper description on the counter, such as are usually purchased by small boys who have little available cash.

"There," said the clerk, "is a good knife, and it will only cost you thirty-five cents."

"It may be a good knife for thirty-five," rather sarcastically remarked the customer, as he opened one of the blades and eyed it rather dubiously, "but I want something a good deal better than that."

"There, how will these do?" somewhat curtly asked the clerk, as he threw another lot of penknives on the counter. "You can have either of these for half a dollar."

The customer did not deign to even examine the latest lot offered him, but with some warmth, remarked:

"Say, young fellow, what do you take me for, a tramp? I want a first-class penknife, and if you can't show me one, or haven't one in stock, I'll go somewhere else and get it. Use your head."

With that the customer abruptly turned upon his heel, and was in the act of leaving the store, when the proporietor, who had overheard the conversation, approached and persuaded the man to allow him to wait upon him. The customer left with a two-dollar penknife in his pocket.

These incidents illustrate two kinds of clerks which are to be found in hardware stores. The one possesses quality as a salesman, and is an asset to the store. The other is absolutely lacking in the quality of salesmanship and is a liability rather than an asset. He may be an asset in some other sphere of usefulness, but it is not behind the hardware counter.

It is by no means every customer that can be persuaded to buy the goods of better quality and higher price, but these are the goods which the clerk should first submit for the inspection of the customer. It is time enough to show the inferior and lower-priced article when it is demanded.

When definite makes or brands of goods are not asked for there is sometimes a tendency on the part of clerks of limited experience to judge by the appearance of the customer the character of the goods he can afford to buy. That this is frequently a decidedly unwise policy many an experienced clerk has discovered. The size of a customer's pocket book is not always determined by the clothes he wears. Consequently, it is wiser for the clerk, whatever his perconceived opinion may be, to assume that it is the better, and not the poorer class of article which the customer desires.

While every clerk is largely the architect of his own future, it is a duty wihch the dealer owes to himself, as well as to his clerks, to see that they are well trained in quality salesmanship. Clerks who do not respond to the training should either be put into some other position or dismissed, for a clerk that does not possess quality is a hindrance rather than a help to the business, and is dear at any price.

HE MADE A HIT

"One rainy day a wet and disheveled woman entered a New York department store," said Charles M. Schwab, in his recent reminiscenses. "The clerks were discussing the baseball scores, and all except one were too interested to stop and wait on the lone customer. He stepped aside promptly and filled her order with the greatest care and courtesy. When the woman left she asked for his card. Later this firm received an order for complete furnishings for a great estate in Scotland. With the order came the condition that a certain clerk be sent to Scotland to supervise the furnishing. The name mentioned was that of the man who had waited on the disheveled woman that rainy day.

" 'But he is our youngest and most inexperienced clerk,' the manager protested. 'Hadn't we better assign Mr. —?'

" 'No, I'll have this man or none,' the woman answered. She was Mrs. Andrew Carnegie, the customer who had been ignored by the baseball fans. The estate was Skibo Castle. The green clerk supervised its furnishings. He has since become the head of a large business."

Windsor, Ont.—Canadian Life Buoy Company has been incorporated with a capital of $100,000 to take over Canadian and British patents for a new life-preserver and carry on their manufacture.

Iron and Steel Price Fixing by Government

Government Price Fixing May be Difficult But Not as Bad as Present Situation—Views of Prominent American Authority on Situation.

Reprinted from American Metal Market, and Daily Iron and Steel Report, New York, N.Y.

IN the discussion whether the Government will, or should, regulate prices in the iron and steel industry, too much stress is being laid upon the argument that it would be "impossible" or "difficult" for the Government to do this. It is a condition and not a theory that confronts us and all such brush should be cleared away. There were many who believed a war in Europe was impossible. There were many who believed it impossible that we should enter the war. There have been some who believed it impossible that Germany could hold out long. These apparently impossible things have occurred.

If one wants to talk of impossibilities it is impossible that business should continue under present circumstances. It is impossible that the ordinary consumer should pay, for the bulk of his requirements, the prices for steel products now quoted as the market. The large steel mills are earning over $100,000,000 a month, delivering steel at an average price of about three cents a pound, while the present market is about six cents. If the time should come when the mills received six cents a pound they would make $250,000,000 or more per month, minus an allowance for reduced profits on the portion furnished the Government. That allowance does not affect the argument, for the ordinary consumer would be paying at the rate indicated. The people, of course, could not afford to pay. Something would break.

It is certainly unwise to let the market ride for a fall, for everyone would be injured more or less. Government price fixing may be difficult, but it would not be as bad as what is confronting us now.

The argument that large profits should be countenanced because excess profits are going to be taxed is fair if it be used in the light of reason. It would not be fair in case the price the ordinary consumer had to pay for steel were such that he would have nothing left with which to pay taxes. What is desirable is prosperity in all quarters, so that all may pay taxes.

The idea that steel should be sold the Government at low prices and ordinary consumers should pay correspondingly high prices is altogether impractical. We are pledged to throw all our resources into the war, and that is no idle phrase. There is very little steel used for pleasure. The poor pleasure automobile is being worked to death these days. One would suppose every automobile had several tons of steel in it. Our industrial and agricultural activity rests largely on steel, for the farm, the railway, and the factory.

Of course, price regulation would be likely to result in inequalities. The steel mills have been making large profits for a long time and have accumulated surpluses. Many of the blast furnaces have been losing money more or less regularly because the advance in the pig iron market came so recently. At reasonable prices for raw materials and present market prices for pig iron a blast furnace would pay for itself every month or two and it would be rather awkward for this brilliant future to be cut off when the furnaces have had practically no past.

MUST HAVE THEIR BEER

Iron and Steel Industry Handicapped in England Owing to High Price and Scarcity of Beer

From the Ironmonger, England.

To the many influences which are handicapping iron and steel production in England, according to "The Ironmonger," London, Eng., must now be added the shortage and dearness of beer, which is said to be affecting adversely the output of several important branches of the industry. Apparently the "national beverage" is a factor to be reckoned with in the heavy departments. Especially is this the case in Sheffield, where thousands of men are compelled to spend their working day in the manipulation of lumps of red-hot metal or in charging and drawing huge steel and puddling furnaces in an atmosphere which at the present time is worse than that of the tropics. The heat and the extreme laboriousness of the work produce a Gargantuan thirst, and beer is the favored thirst-quencher. The men say that experience has taught them that no other beverage is so effective in enabling them to maintain efficiency, and it is regarded generally as indispensable. Temperance advocates dispute this contention and have tried to combat the drinking habits of the iron and steel workers, but the value of their testimony is lessened by the absence of experience. That is to say, they have not done the work themselves on oatmeal and water, cold tea, or aerated drinks. Oatmeal and water is probably the best substitute for beer, and many firms in the lighter industries supply this drink, but unfortunately there is also a scarcity of oatmeal. As an abstract principle, oatmeal would probably be even more effective in producing the desired result than beer, and less harmful to the human system; but to change suddenly dietary habits of a lifetime is often disastrous to the experimenter. Man is wonderfully adaptive, physically as well as mentally. If a worker in hot metals started his career on oatmeal and water as a beverage he would doubtless do well on it, and a change to beer might cause him to collapse. The beer drinker, says "The Ironmonger," would probably suffer the same fate by adopting a non-alcoholic beverage. The fact remains that the men themselves declare that if they cannot get sufficient beer they will be unable to put in a full day's work. Not only is beer often unprocurable in the metal trade centres, but it costs as much as 7d. and 8d. per pint, as compared with 2d. before the war.

INCREASED CHILEAN COPPER OUTPUT

Reports from Chile show that the output of the copper mines during 1916 was the largest in the history of that country, the exports of 1916 being 58,000 tons of fine copper in bars, something over 4,000 tons in concentrates, and over 9,000 tons of ores. The United States imports of copper from Chile in 1916 were 77,000,000 pounds of pigs and ingots against 36,000,000 pounds in 1915, and 24,000,000 pounds in 1914, while the copper content of the ore and matte from Chile was 44,500,000 pounds, against 33,435,000 pounds in 1915, and 30,563,000 pounds in 1914.

HUN THIEVES AT WORK

Germans Have Plenty of Slave Labor—Using Red Cross Cars for Carrying Munitions

According to the correspondent of the Ironmonger (England), who is serving with the Belgian army, the Germans are utilizing factories in France—also using Russian prisoners in France. Comparing the statements made by inhabitants of the French districts liberated from German rule with those of Belgians who have escaped through Holland, it appears that all the engineering shops in the still occupied parts of France have been commandeered for the manufacture of munitions for the enemy. As they have plenty of what is practically slave-labor the invaders are able to make bridges, roads, and new railways throughout Southern Belgium and Northern France, with the double object of supplying their western front with munitions and of facilitating further retreat. In Launois, numerous saw-mills have been established. At Thiaut (in the French Department of the Nord), all the machinery has been taken away and the bolt works have been destroyed. There is reason for believing that the blast-furnaces of Mont Saint-Martin have been blown in again, but the steelworks plant of the same company was sent to Germany in the early days of the war. Russian prisoners have recently been brought into the district. The machinery of the Longwy steelworks has been removed to the new steel plant at Dusseldorf. From the iron districts of the Department of Meurthe-et-Moselle alone the Huns have carried away machinery estimated at a scrap value of 13 millions of francs. Numerous witnesses agree that the Germans are freely using Red Cross cars for transporting munitions.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

BLACKSMITH'S LEG VISE

The Columbian Hardware Company of Cleveland, Ohio, are manufacturers of a blacksmith's leg vise which is a new device on the market. Both the front and the back jaw of this vise are forged from one solid piece of selected high grade steel. The head of the vise, therefore, is not welded nor upset. By forging the vise the metal is refined and it is claimed a much stronger article is obtained. Below the hinge plate on the back leg the vise is not welded, but drawn from the same piece of steel, thereby eliminating every weld in the vise with the exception of the jaw steels. There is a cut-out box which frees the filings or chips which in the past accumulated in the box and wore off the thread of the screw. This feature, it is claimed, increases the life of the screw and the

Blacksmith's Leg Vise

thread of the box and yet covers the screw sufficiently to afford it every protection. The bench plate is also of a new design and is so constructed as to contain three parts instead of the usual five. In addition to the fewer parts, the fastening is close to the vise and this is held to give it greater strength. It is securely fastened to the vise and it is asserted it cannot become loose in transit as in the old style vise.

SOLDIERS' AND SAILORS' KIT

The Nathan Novelty Manufacturing Company, 84-90 Reade Street, New York City, are manufacturers of the Nathan Comfykit, designed for the use of soldiers, sailors, autoists, tourists and campers. It is described as being made of a durable olive drab two-ply waterproof auto cloth. It has specially designed pockets which hold each article in place and

The Comfykit

is fitted with hand loops so that it may be hung up. When opened it is 22½ inches by 9 inches, and when folded it occupies a space measuring 9 inches by 5 inches by 2¾ inches, with weight complete of 24 ounces. Articles contained in the kit comprise sanitary wash rag, safety pins, safety razor, shaving brush, talcum powder, comb, military hair brush, food powder, steel mirror, buttons, darning cotton and darning needles, tooth brush and tooth paste, adhesive plaster, sewing outfit, aluminum soap box.

Soldier's and Sailor's Kit

NEW CURB STATION OUTFIT

A new device for automobilists recently placed on the market by the Black and Decker Manufacturing Co., Baltimore, Md., consists of a curb lectroflater station for the distribution of free air.

The Lectroflater station is of massive and rugged proportions and, it is said, has been designed with an eye to beauty, simplicity and effectiveness.

The makers claim that its lines are symmetrical and pleasing and the deep green enamel over its highly finished surface gives it a quiet dignity that is accentuated by the large beveled glass pressure dial and the substantial opalescent globe surmounting the taper column.

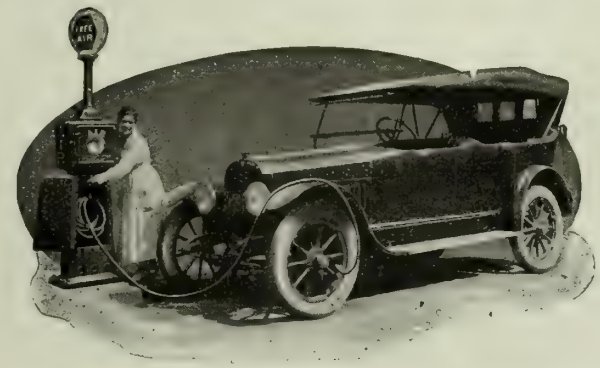
It is automatically operated day and night. The pressure dial in the upper front door is flooded with light by a lamp concealed inside the cabinet and the tire valve connector on the end of the hose is so arranged that the pressure in the tire before starting to inflate is registered on the dial.

The upper compartment is kept locked and contains a standard No. 2 Lectroflater. The lower compartment (which is also provided with a lock and key) is normally left unlocked and contains a 25 ft. length of heavy duty triple braided hose and a rack for holding it when not in use.

Directly over the hose rack as shown in the illustration, is the electric switch conveniently located for starting and stopping the Lectroflater when the large dial registers the desired pressure.

It operates on either direct or alternating current. The cooling system is automatic and uses no liquid, eliminating freezing and evaporation. It has no exposed mechanism, electrical or mechanical, and is perfectly safe for even a child to operate.

The lubricating system is of capillary design and, the makers state, is entirely automatic, requiring replenishing with grease only about four times a year, taking about five minutes to fill. Northern Electric Company, Limited, Montreal, are Canadian distributors.



Curb Lectroflater Station.

CORRECTION

Owing to an error, the cut bearing an underline "new auto lens," which appeared in the new goods department in last week's issue, did not represent the product described in the accompanying article. The cut shown was that of the "Corning Conaphore," an entirely different product. We regret the error, which, however, would be obvious to readers, as the description in the article would not compare correctly with the appearance of the article shown in the cut.

WHAT OTHER PAPERS SAY

PROGRESS IN PAINT LEGISLATION

From American Metal Market

The Chicago trade, led by President Sulzberger of the Paint Manufacturers' Association of the U. S., is entitled to credit for courageously adopting and sticking to the motto, "The model paint bill, or none." The "model bill" is that in spirit and effect, if not always in the exact form, that was prepared nine years ago under the auspices of the Central Legislative Committee of the Trade, of which Arthur S. Somers is and always has been the chairman. Always, though sometimes against violent opposition in the Trade, he has urged it to secure the enactment of this bill wherever paint legislation was contemplated; and the wisdom, and economy, of that course is becoming more apparent every year. The "model" bill, just enacted in Illinois and already in force in Pennsylvania and Colorado, effectively prevents or properly punishes misbranding and deception and substitution, but does not require the disclosure of the proprietary formula.

It ought to be enacted into Federal law; to stop, throughout the nation, whatever mis-branding exists to-day; to stop the grossly exaggerated charges of the extent of such mis-branding that occasionally are made; and to protect the Trade against further formula legislation and any increase of the abuses and hypocrisies practised under existing but unenforced formula laws in the single block of territory composed of the half dozen adjoining states west of Illinois and north of Missouri.

TELL THE PEOPLE WHY THEY MUST

From Financial Post

When the FINANCIAL POST calls upon the government to tell the people of the seriousness of the military situation, of the food situation and of the financial situation which the nation is facing, it is not with the idea that a rush of recruiting will be encouraged, that people will cut down their food rations or that wealth will be freely offered up as a sacrifice. For these things the people will stand as a nation but each individual is likely to regard himself—or herself—as an exception.

The truth is that we must use the force of a democratic nation; we must make the minority or the individual subservient to the will of that majority which will stand collectively for what is best and what is necessary. We must recruit men, we must consume less (or produce much more) and we must pay heavier taxes.

These are the things which the government must enforce. They can only be satisfactorily enforced when the people recognize their necessity. And that necessity will only be recognized when the government admits the seriousness of the situation: when the people are told that they must be made to act—act quickly, wholeheartedly and forcefully—or face the grave probability of defeat.

ONE PRICE FOR ALL

From American Paint Journal

The more President Wilson's suggestion that we must make the price to the public the same as to the Government is studied, the more impractical it seems, and if put into force it would dynamite the prosperity that is necessary to win the war. Either the Government would have to pay prices approaching the present market which have been the result in most cases of the law of supply and demand, or else the Government is to pay, as we think they should, cost plus enough profit to continue operations of production at their largest possible volume. If the price for the public is to be put on the latter basis there will follow a collapse in our present business structure that would be unfortunate. Would all the contracts on sellers' books be put down to that price? Would all contracts for future delivery have to be put down instantly, including manufactured goods, to that price? England made a maximum price on copper, lead and other commodities above which none of her subjects could buy or sell without a permit, but in the case of England they had America to turn to, where purchases could be made at any price the necessity compelled. We have no country to turn to. Is the great law of supply and demand to be obliterated because we are at war? Granted it should be obliterated for the Government, but if this applies also to the public, how is business in the country to be carried on? The more the question is studied the more impractical it seems. It would not be a war measure at all. If it is anything it would be a socialistic measure. This is no time for such experiments. There may be some commodities that are so inflated and in which the inflations have taken place in such a short time, and an adjustment might be accomplished in these exceptions without the demoralizing effects that we fear. But we are not treating on any single article, we are taking commodities as a whole. What we are interested in above all things is in winning the war. Everything else has not the slightest importance. If business is demoralized, the means of prosecuting the war must suffer. If prices are to be regulated, how about labor, the present price of which is largely caused by supply and demand. Is labor to be adjusted by the cost of living only, and not by law of supply and demand? Even if it is decided to carry out the program, the President's sentence suggests it will be impossible to get it going for months. The investigation of costs would take some time. What effect would the uncertainty have on business? It is that uncertainty that has completely disturbed and upset the markets in the past forty-eight hours. Would it not be just as sensible to try to establish an equal wage for everybody whether enlisted in the army or other Government employe or employed in outside channels?

We are not thinking about the public It is the welfare of the country and our ability to win the war. Let the Government go ahead and pay whatever they please for their requirements, but don't meddle with business. It would be bad enough in time of peace, but to take it up in war times when failure would lead to complete disaster. would be an awful mistake.

CONSTANT ADVERTISING YIELDS BEST RESULTS

By H. E. Cleland, New York.

The really potent thing in advertising is cumulative effect. You know that even poor and mediocre advertising, persisted in, pays and pays handsomely.

You know, on the other hand, that sporadic advertising, even of the best kind, has only a temporary effect, and that effect is seldom of sufficient force to pay.

The splurger makes his flash, the ripples die out and the surface becomes calm and serene. He loses because his advertising is too costly to be kept up continuously. There is no substitute for continuity in advertising.

IMAGINATION MUST HELP.

From the Nation's Business.

Imagination may through incessant use be developed by modern war into a sixth sense. Certainly the five senses which ancient philosophers allow us, and the ones which their later disciples have discovered in human kind, fail to bring into the range of our perception the sweep and force of the war in which we are engaged.

Expenditures in money reach figures which exceed all experience. We have surpassed ourselves. The men who join in battle outnumber all the human aggregations which we have ever had clearly in our mind's eye. The materials of war, the stores of food, the converging fleets that hasten from the seven seas and the ends of the earth to deliver their cargoes upon the area of cataclysm—all these we may set down in statistics and stare at, but the total of human effort which these figures represent we cannot realize. Imagination alone can help us to understand—not imagination which is merely a mental image of what we see, hear, and touch, but an imagination which transcends and once more shows us a real scheme of things.

Imagination must help us with highly common-place matters, too. Nothing short of imagination can deal with the supply of fifty million yards of duck, woolen cloth by the million yards, the construction in a matter of weeks of modern cities that will house forty thousand men apiece, socks in such quantities that the hands at the knitting machines will outnumber the armies of many a military hero of history. A merchant armada is to be built and sent to sea. Armed men by the tens of thousands are to ferried across an ocean. Success is going to be won in the office, at the foreman's desk, at the lathe, at the spinning machine. For success every worker, humble or exalted, shall possess the sense of imagination, and the buoyant and masterful spirit which is imagination's handmaiden.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

Numerous important changes have again been effected in hardware prices during the past week. From Western Canada the number of changes has been unusually large. While the West has been somewhat slower than the East in following the trend of the primary markets, the number of changes during the past week or two gives evidence that that section is reaching the high levels warranted by the costs of raw materials. There is an interesting situation developing in the iron and steel industry in the United States which may have a far-reaching effect. At one time it was thought probable the United States Government would take over the steel and iron plants of the country. At a meeting in Washington recently it was decided that they should be continued under private ownership, but that the Government would take their product at a price to be established after an investigation had been made as to costs. It is understood the price is to provide for a fair margin of profit. The point of interest which vitally affects the hardware trade is the fact that it may be stipulated that the mills shall charge the same price for their products to the domestic consumers as that charged to the Government.

Light and heavy tee and strap hinges, together with hinge hasps and staples have been moved to higher levels. Wrought butts, machinists' hammers, coil chain, black sheets, vises, grinders, steel and wood tackle blocks, hack saw blades, glass boards are among the lines that have been advanced in price. Linseed oil is in firmer market. Turpentine is inclined to lower prices, but with the prospect of export developing from the producing centres of the South there is a possibility that prices may be firmer. Window glass has been advanced by the changing of discounts. Business in hardware lines is keeping up well.

MONTREAL MARKETS

MONTREAL, July 19.—During the week, since last report, there have been important advances in several lines of interest to the hardware trade generally. While business is in what is known as a dull period, due to hot weather and holiday season, there has been quite a steady and sufficient movement all around.

Late advances took place in Montreal on Thursday on porcelain door knobs which are now $2.30; cheapest rim locks are now $2.50 doz.; black screen cloth is now $3.25 per 100 sq. ft.; steel snow shovels are now 12½ per cent. off; all lines of shot guns have advanced and the cheapest line is now $7. Prices are withdrawn on Whitman and Barne's hammers.

Advances In Several Important Shelf Lines

Montreal.

SHELF GOODS, ETC.—There have been fewer changes in shelf goods this week, but a certain number of alterations appear on the change lists as to important items.

The changes in Disston's goods are not less than 10 per cent., but a great many lines are altered, and some may be possibly more advanced. Saws, trowels, mincing knives, levels, bevels, marking gauges, steel squares, and screwdrivers are all advanced. The following prices on the Disston's No. D8 saws, a standard size will give an idea of the changes in this line: No. 8, 18 in., is now $22.20 per doz.; 20 in. is $24.89; 22 in. is $27.39; 24 in. is $29.38; 26 in., $30.85 per doz.

Shovels and Scoops

The advances in shovels and scoops listed in special panel in HARDWARE AND METAL last week, are noted in Montreal change lists this week. Bulldog and Jones scoops are 30 per cent. off; Olds and Fox, 5 per cent. off; Jones and Moore, 10 per cent. off; Preston, 5 per cent. off; and Jones riveted, 7½ per cent. off list. Full polish, $1 extra; half polish, 50c extra. Complete price list is given in current market quotations.

Wheelbarrows to Advance

There will be readjustments and advances probably on wheelbarrows of all kinds before long. Prices of these have been withdrawn by some wholesalers in Montreal.

Logging Chain Up

Logging chains are quoted $21 per doz. for the 5-16ths size, and $27 per doz. for the ⅜th size.

Coil Chain Advances

One firm of wholesalers in Montreal reports the following changes on electric welded coil chain: ⅛ BB, per 100 lbs., $18.50; 3-16 BB, $13.50; ¼ BB, $10.50; BBB, $11.50; 5-16 BB, $10; BBB, $11; ⅜-¾ BB, $8.50; BBB, $10; ⅝BB, $10; ⅜-¾ BB, $3.50; BBB, $10; ⅞ BB, $10; 1¼ inch BB, $9.20; BBB, $11.50 per hundred pounds.

Roofing Papers, Etc., Up

Many lines of roofing materials have altered in price. No. 1 dry sheeting is $1.20 a roll; tarred, $1.25 per roll. No. 2 dry, 66c; tarred, 79c. Resin-sized sheets, 90c a roll. Surprise, 73c per roll. Ready roofing, 2-ply, $1.10, and 3-ply, $1.35 roll. Extra heavy dry and tarred sheet, $3.20 per 100 lbs. Carpet felt, $4.50 per roll; tarred felt, $3.05 per 100 lbs.

Pitch, Tar, Etc., Higher

Gas pitch is now 70c per hundred pounds, and coal tar has advanced to $4.50 per barrel.

Shingle Varnish Up

Shingle varnish is quoted by one firm in Montreal at $5 per barrel.

Fruit Jars Have Advanced

Following are prices on fruit jars of various sizes showing advances: Crown Gem, wine measure pints, $8.50 gross; quarts, $9.25; half-gallons, $11.75 per gross. Imperial measure, pints, $8.75 gross; quarts, $10.25; and half-gallons, $13.75 per gross. "Perfect Seal" cans are priced as follows: Wine measure—pints, per gross, $9.75; quarts, $10.25; half-gallons, $13.75. Terms, 30 days net, according to one wholesale firm in Montreal.

Oakum Has Advanced

Oakum is up to $9 in one quarter in Montreal, and U. S. Navy oakum to $19.50 per 100 lbs.

General Advance in Vises

Reid's, Parker's and Ethol vises are all up 10 per cent., and the advance is considered general.

Padlocks Up Again

Yale padlocks have advanced again; Standard pin tumbler padlocks are up 5 per cent.; the others 10 per cent.

Myers Putz Cream Up

An advance of 10 per cent. is effective on Myers Putz cream this week.

Nails And Wire In Steady Market

Montreal.

NAILS, WIRE, ETC.—There have been no alterations in prices of nails and wire this week. Standard steel wire nails are quoted at $5.50 base, and cut nails at $5.75. Wire and nails are still in very firm market, though predictions of higher prices are less frequently made now than formerly when alarmist predictions were being made regarding nails. It is fully anticipated, however, that the present prices will steadily maintain if advances are not necessitated by further strength in the iron and steel market.

Sheets And Plates Show Scarcity

Montreal.

SHEETS AND PLATES.—The market grows more and more bare of supplies of galvanized sheets and thin black sheets. Canada plates, while available here and there, are tremendously scarce also. Adjustments in prices of Gorbal's "Best-Best" galvanized sheets were made this week as follows: BW gauge 16, $11.65; 18-20, $11.80; 22-24, $12; 26, $12.20; 28, $12.95; and 10¾ oz., $13.25. These are case lot prices, for less than case lots add 25c. These adjustments do not imply any relief to the galvanized sheet market, but are merely due to condition of stocks. Canada plates are climbing steadily, and very few of the 18 x 24 x 52 are available. These are quoted at $10.75 to $11, and may be found still more expensive shortly. For the 18 x 24 x 60, $12.50 is being quoted in Montreal. These are the ordinary Canada plates in each case. Black sheets have not altered in price this week.

SHEETS, BLACK.

	Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Iron And Steel Holding Steady

Montreal.

IRON AND STEEL.—There are no changes to report in iron and steel prices this week, but the usual firmness of market is felt steadily, and it is increasingly difficult to obtain supplies. In the United States there is said to be a lull in the general trend of advancing prices for iron and steel products, and the manufacturers there are said to anticipate price control, for which they are possibly preparing. A point of interest to the trade generally is the fact that quarter-inch, five-sixteenths, and three-eighths round iron is no longer made, but these sizes are made in mild steel. Wholesalers find many inquiries still coming in for these in iron, and have to report that they are unobtainable.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb.	0.17½-0 18
Black Diamond tool steel, per lb.	0.17½-0 18
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0.17½-0 18

Ten Per Cent. Advance In Stoves And Ranges

Montreal.

STOVES AND RANGES.—Delayed for a couple of weeks, but quite unavoidable, and predicted in many previous market notes in HARDWARE AND METAL, the advance in stoves, heaters, and ranges has come into effect in Montreal. The advance, as pointed out in HARDWARE AND METAL two weeks ago, is 10 per cent. The cost of materials, particularly iron and steel, and sheet metal for the manufacture of stoves, etc., brings about the advance. Manufacturers find the market exceedingly strong, and, it is said, make advances reluctantly, but find that demand is so far apparently maintained at about normal for the season, with indications that this condition may keep up in the periods of more active business. Under the recent advance, no stoves can be ordered except for immediate delivery. Future orders are not accepted, indicating possible further advances.

Gasoline Steady; Coal Oil Unchanged

Montreal.

GASOLINE AND COAL OIL.—The market for gasoline has been active as regards demand, but steady as to price for some time. Industrial demand and automobile demand are both good, and the prospect, as viewed at present by men in intimate touch with the oil market, is not for any further strength. As, however, the market has been steady for months, too much security would be unwise. The crude oil situation might alter to further strength with very little warning. Gasoline is quoted in Montreal at 32½c per Imperial gallon, and coal oil 17c per Imperial gallon for Royalite, and 20c for Palacine per Imperial gallon. It is unlikely that there will be reductions under present conditions.

Market For Rope Firm And Steady

Montreal.

ROPE, TWINE, ETC.—Conditions in the market for rope, twine, and cordage lines are unaltered from last week. The tendencies are still towards strength, but with the market at its slack period as regards demand for ropes, etc., there may be less rapid alterations upwards. Both Manila and sisal markets are firm, and subject to difficulties of delivery from primary markets. Best Manila is quoted at 37c basis, and sisal and lathyarn at 26½c basis, as last week. Other prices are shown in current quotations.

Lead Products Find Unchanged Market

Montreal.

LEAD PRODUCTS.—Dull business is being experienced in lead products at present, but this is not remarkable for the time of year. The market for the solders and babbitts is up to average, and prices of these lines are not fluctuating much at present. Quotations are as given last week, and as under:

Lead pipe, lb.	$0.17	....
Lead waste pipe, lb.	0.18	....
Lead traps and bends	15% on list	
Lead wool, lb.	0.16	....
Lead sheets, 3 lbs. sq. ft.	0.16¾	....
Lead sheets, 3½ lbs. sq. ft.	0.16¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.16½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Old Copper Down; Also Other Materials

Montreal.

OLD METALS, ETC.—The main feature of the old metal market is the lower tone to copper. This material has dropped a cent a pound since last report. The tendency of the ingot metal market is weaker, and there have been abundant offerings of the old material to meet all demand for it. Light brass is also lower in price by a cent a pound this week. Spelter is in dull market, and scrap zinc reflects the tendency, being down ¾c under last week's quotation. In general the tone for the old metals is dull, with supplies more than sufficient for demand. Auto tires are also lower in price as old material this week, offerings are increasing as the season goes on, and 5¾c is the price per lb. instead of 6½c.

Tea lead	$ 0 08	.....
Heavy lead pipe	0 10½	.....
Yellow brass	0 15½	0 16
Red brass	0 22	.....
Light brass	0 10	.....
Scrap zinc	0 06¾	.....
Heavy copper	0 25	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 05¾	.....

Ingot Metals Dull; Copper Is Weaker

Montreal.

INGOT METALS.—Owing, it is said, to the attitude expected of President Wilson as regards fixing prices, the metal markets are most uncertain, and indeed depressed for the time being, with very little doing. This condition applies in the States, and spills over into Canada. Dullness is the feeling in Montreal.

Tin Up and Down

TIN.—Tin had a sharp drop last week, came back a little, and is now quoted at 63c to 64c, some quotations of 66½c be-

ing heard of and some (for small orders) as high as 67c.

Copper Decidedly Down

COPPER.—Although strikes still interfere with production, copper is no stronger on that account, but in main markets decidedly weaker, and quoting from 33c to 34c higher for small orders, but in very small demand.

Lead Lower

LEAD.—Quietness of market characterizes lead. Buyers are holding off in hope of lower prices. Quotations run from 14c and 15c for large orders to 15c and 16c for smaller orders.

Spelter Disappointing

SPELTER. — Metal merchants are more or less disgusted with the dull condition of spelter, which is dropping down to beneath cost of production in some cases. Probably small producers will have to abandon the field, when prices may firm up again. From 11½c to 12c is being quoted in Montreal, and a cent higher for smaller orders. But demand is almost nil.

Antimony Also Dull

ANTIMONY.—Very dull conditions beset antimony. There is little or no demand, and this metal is quoted at 21c this week in Montreal.

Aluminum Again Easier

ALUMINUM.—In absence of active demand, aluminum is again easier, and from 66c to 68c would be quoted for this metal in Montreal.

TORONTO MARKETS

TORONTO, July 19.—New prices on rim locks and rim sets have been made effective, as announced in these columns last week, and net prices have now been computed. Heavy and light tee and strap hinges have been one of the important lines to be increased in price. Wrought butts have been advanced, and vises of various kinds have all been moved to higher levels. Tackle blocks, oilers, hack saw blades and glass boards are among the lines to be changed in an upward direction. Business has been keeping up well, but the month of July is looked upon generally as a quiet month. Shipments by the railways are being handled in fairly good shape.

Rim Locks And Door Knobs Higher

Toronto.

LOCKS, DOOR KNOBS.—As announced in these columns last week, in last-minute information cheap rim locks and porcelain door knobs have been advanced in price. Porcelain door knobs with japanned mountings are now quoted at $2.30 to $2.35 per dozen. Rim locks are quoted at $2.50 per dozen. There has been a steadily upward trend in these commodities within past months.

Wrought Butts Go Up 12 Per Cent.

Toronto.

BUTTS.—Higher prices were made effective during the week on wrought butts through the changing of the discounts. Following are the discounts which now prevail on this line: No. 800, 5 per cent.; No. 804, 15 per cent.; No. 838, 5 per cent.; No. 840, 5 per cent.; No. 810, net list; No. 814, net list; No. 802, 15 per cent. The increases amount to approximately 12 per cent.

Advances Registered In Hinges And Hasps

Toronto.

HINGES, HASPS, HANGERS.—Increases have been made effective in the price of heavy and light tee and strap hinges through the changing of the discount from 20 and 10 per cent. off list to 22 per cent. off list. Following are the net prices: Light tee hinges—3-in., 78c dozen pairs; 4-in., 86c dozen; 5-in., $1.02 dozen; 6-in., $1.18 dozen; 8-in., $1.40 dozen; 10-in., $1.90 dozen. Light strap hinges—3-in., 78c dozen pairs; 4-in., 94c dozen; 5-in., $1.10 dozen; 6-in., $1.32 dozen; 8-in., $1.95 dozen; 10-in., $2.75 dozen. Heavy tee hinges—4-in., $2; 5-in., $2.50 dozen; 6-in., $2.80 dozen; 8-in., $3.20 dozen; 10-in., $5.70 dozen; 12-in., $9.05 dozen; 14-in., $9.20 dozen. Heavy strap hinges—4-in., $2.35 dozen pairs; 5-in., $2.90 dozen; 6-in., $3.15 dozen; 8-in., $4.20 dozen; 10-in., $7.50 dozen; 12-in., $9.30 dozen; 14-in., $10.60 dozen. Hinge hasps and staples are quoted as follows: 3-in., $1.70 dozen pairs; 4½-in., $1.90 dozen; 6-in., $2.05 dozen; 8-in., $3.35 dozen. Barn door hangers have been advanced 15 per cent. and barn door trolley track has been increased 60 per cent. The price of trolley track is now 25c per foot. Barn door hangers of certain makes in No. 1 size are now quoted at $2.20 per pair, No. 2 at $1.80 per pair, and No. 3 at $3 per pair, with discount of 50 per cent. from these prices. BT barn door track is quoted at 36c per foot for tube and 22c per foot for round, with discount of 50 per cent.

Machinists' Hammers Have Moved Upward

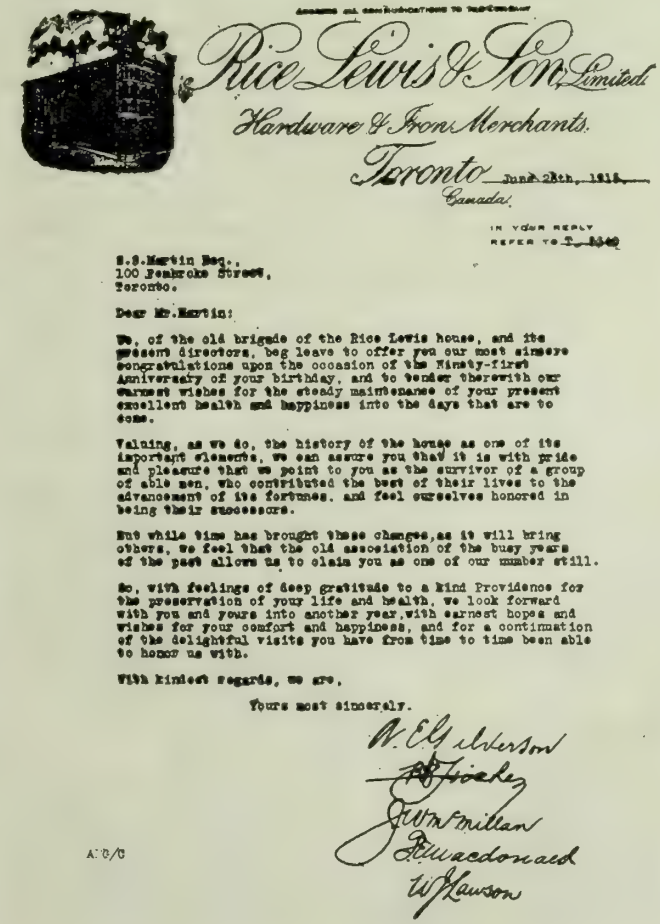
Toronto.

HAMMERS.—Advances have been recorded in ball pein machinists' hammers, due in large measure to the high prices now prevailing in the steel market. Prices

---

AN EXPLANATION

In our confederation number of two weeks ago, we reviewed the history of the famous old house of Rice Lewis & Son, Toronto, and reproduced in connection therewith a copy of a letter sent by them to their late Vice-President, Mr. S. S. Martin, congratulating him upon the attainment of his ninety-first birthday. By an inadvertence the signatures were not fully given and as these signatures form one of its most interesting features we present the letter herewith in full. Mr. Martin is now in his ninety-fourth year, and is still hale and hearty and discourses most delightfully upon the development of the Canadian wholesale hardware trade through a period of over fifty years' time, and the part played by Rice Lewis & Son in that development. The story of Rice Lewis & Son, entitled "The wholesale that didn't start," appeared on pages 156-159 in the June 30 issue of HARDWARE AND METAL.



Rice Lewis & Son, Limited
Hardware & Iron Merchants
Toronto, June 28th, 1916
Canada.

S.S.Martin Esq.,
100 Pembroke Street,
Toronto.

Dear Mr.Martin:

We, of the old brigade of the Rice Lewis house, and its present directors, beg leave to offer you our most sincere congratulations upon the occasion of the Ninety-first Anniversary of your birthday, and to tender therewith our warmest wishes for the steady maintenance of your present excellent health and happiness into the days that are to come.

Valuing, as we do, the history of the house as one of its important elements, we can assure you that it is with pride and pleasure that we point to you as the survivor of a group of able men, who contributed the best of their lives to the advancement of its fortunes, and feel ourselves honored in being their successors.

But while time has brought these changes, as it will bring others, we feel that the old association of the busy years of the past allows us to claim you as one of our number still.

So, with feelings of deep gratitude to a Kind Providence for the preservation of your life and health, we look forward with you and yours into another year, with earnest hopes and wishes for your comfort and happiness, and for a continuation of the delightful visits you have from time to time been able to honor us with.

With kindest regards, we are,

Yours most sincerely.

W. E. Gilverson
R. Fisher
J. W. McMillan
R. Macdonald
W. Lawson

A.C.G/C

now prevailing on 6-oz., 8-oz. and 12-oz. is $7.65 per dozen; 1-lb., $8 per dozen; 1¼-lb., $8.40 dozen; 1½-lb., $9 per doz.; 1¾-lb., $10 dozen; 2-lb., $10.60 dozen; 2½-lb., $12 dozen.

Coil Chain And Grinders Moved Up

Toronto.

CHAIN, GRINDERS.—New prices have been made effective on American coil chain in sizes larger than ¼-inch. For ¼-inch the price remains unchanged at $16.75 per 100 pounds; 5-16-in., $12; ⅜-in., $11; 7-16-in., $10.75; ½-in., $10.50; ⅝-in., $10.35 per 100 pounds. Challenge and Carborundum grinders have been advanced in price, and now sell for: No. A, $2.75; No. B, $3.65; No. C, $5.50.

Vises And Oilers Increase In Price

Toronto.

VISES, OILERS.—An advance of approximately 10 per cent. has been made in vises of various descriptions, such as machinists', parallel, pipe and blacksmiths'. Coppered oilers have been advanced a similar amount, namely, 10 per cent. Higher prices in these lines is due largely to the condition in the steel and raw material markets.

Hack Saw Blades, Tackle And Glass Boards Up

Toronto.

HACKSAW BLADES, TACKLE BLOCKS.—Steel and wood tackle blocks have been increased in price during the week to the extent of 10 per cent. Hacksaw blades of Disston make have been advanced also to the extent of 10 per cent. Glass boards have reached new high levels in quotations now being made. Following are the prices on the various sizes of glass boards: 24 x 36 in., $12 each; 30 x 48 in., $14.44 each; 36 x 54 in., $16.85 each; 42 x 60 in., $19.25 each; 48 x 72 in., $21.60 each.

Nail And Wire Market Holds Steady

Toronto.

NAILS, WIRE.—There is no relief in sight so far as easier prices in wire nails or wire products go. While building operations, in which quantities of nails would be consumed, are not large at present, still manufacturers state the demand is sufficient to keep their factories busy in view of the labor situation. Wire nails are unchanged at $5.45 base, and cut nails at $5.80 base. Wire remains unchanged from the prices of last week.

Black Sheets And Boiler Plate Advance $1

Toronto.

SHEETS, PLATES.—As intimated in these columns last week that an advance was highly probable in black sheets of Nos. 10 and 28 gauge, such advance has taken place, and is even more sweeping. Gauges Nos. 12, 14 and 16 have also been advanced $1 per 100 pounds. On gauges Nos. 18 to 28 the increase amounts to 50c. One-quarter inch boiler plate has been advanced $1, and is now quoted at $12, while 3-16-inch plate has been advanced $1.15 per 100 pounds, and is quoted at $12.25. There were a few cars of black sheets that reached the local market from the mills during the week, but stocks are depleted, and orders previously placed take care of any additional arrivals as soon as they get in. The lower quotations were still maintained, but practically no new orders are being taken on this basis, owing to the need for filling orders already placed.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$.....	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gaug	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00

GALVANIZED SHEETS—	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
16	10 95
14	10 85

F.o.b. Hamilton, Toronto.

Corrugated Sheets And Siding Very Firm

Toronto.

CORRUGATED SHEETS, SHINGLES.—Manufacturers report that it is still extremely hard to get materials for the manufacture of corrugated sheets, galvanized shingles and metal siding. Dealers point out that on the present basis these commodities are selling about on a par with the price of galvanized sheets. In the United States the galvanized sheets are quoted on a basis considerably higher than present costs locally. Furthermore, they are unobtainable from the mills in the United States. Those closely in touch with the manufacturing end assert that the market locally is due for a sharp advance.

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Eavetrough And Conductor Pipe Hold

Toronto.

EAVETROUGH, CONDUCTOR PIPE. There is a continuation of the firm position in eavetrough and conductor pipe noted last week. Manufacturers are unable to get additional supplies of galvanized sheets booked up, and they state present costs are too low compared with the market in the plain galvanized sheets. These commodities are still being quoted at a discount of 10 per cent. off list.

Steel Mills To Be Retained By Owners

Toronto.

IRON AND STEEL.—The iron and steel interests of the United States last week passed through a momentous period in their history when it hung in the balance whether or not the entire producing plants of the country would be taken over by the United States Government. It was finally decided that they would still be held by private ownership, but that they were to get only a reasonable margin of profit after all costs of manufacture are considered. It is understood that the prices made for the Government must apply to private consumers as well. An investigation is to be made into the matter of costs by the Federal Trade Commission. This is one of the most extreme measures that has ever been attempted by a Government of the United States. The situation will have a strong bearing on prices in Canada. One change in prices was made locally during the week when No. 12 band steel was increased to a basis of $6, as compared with $5.75 previously.

Toronto.	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tube Prices Were Maintained

Toronto.

BOILER TUBES.—The market for boiler tubes held in a steady position during the week, with demand keeping up well for this season of the year. Prices are relatively higher in the United States than in Canada, when duty and all charges are added to the present base price in that country.

	Per 100 feet. Cold Drawn.	Lapweld.
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½-inch	38 00	33 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	51 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead And Zinc Products Steady

Toronto.

LEAD AND ZINC PRODUCTS.—With the possibility that lower prices may be established for all metals in the United States as a resutl of the investigation into costs by the Federal Trade Commission, the markets in these metals are marking time. Lead in the primary market in New York is reported dull and weak. Prices locally remained unchanged in the products, with a good demand reported.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	Plus 20%	
Lead wool, lb.	0 19	....
Lead sheets, 3½ sq. ft.	0 19	....

Cut sheets, ¾c lb. extra, and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	....	0 45
Solder, strictly, lb.	0 38	0 43
Solder, commercial, lb.	0 35	0 40

Solder, wiping, lb.	0 32	0 40
Solder, wire, lb.	....	0 44
Zinc sheets, per lb.	0 23	0 26

Brass, Copper And Zinc Quoted Lower

Toronto.

OLD MATERIALS.—There is a weaker tone in the market for old brass, copper and zinc as a result of a corresponding condition in the United States. Brass was quoted down ½c, and heavy copper and heavy zinc were also down ½c per pound in the amount being paid by large wholesalers. There is a lot of old materials being offered by dealers, and this is further helping to depress the market in view of the fact that consuming mills are not in the market at the present time.

Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.11	.....
Yellow brass	0.14¾	0.15
Red copper	0.22	.....
Light brass	0.09½	.....
Heavy zinc	0.08	.....
Heavy copper	0.25	0.26
Old cast iron, per ton	....	25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08½	.....
Overshoes, lumbermen's rubber boots	0.08½	.....
Auto tires	0.06½	.....
Bicycle tires	0.03½	.....

Munition Factories Taking Rope Supplies

Toronto.

CORDAGE, TWINE.—Munition factories have been the source of the greater demand for rope within recent weeks, a fairly good business being reported from that quarter. Hay fork rope for sorting purposes has not started to move very freely as yet, as the haying season has been backward and farmers have hesitated about cutting their crop. Trade on the whole is somewhat slack, due to the quietness of the summer period. Sisal rope holds in firm market, a recent advance having been recorded in the fibre on the New York market. The possibility of control of price of this commodity has apparently been dropped by the United States Government. Pure Manila rope is quoted at 37c per pound base, British Manila and New Zealand hemp at 31c, and sisal at 26½c per pound base.

Oil Cooking Stoves In Very Firm Market

Toronto.

STOVES, ENAMELWARE.—There is a continued firm position in certain makes of oil cooking stoves which, in the opinion of some, points strongly to higher prices. There is an excellent demand for these lines. The same holds true with respect to gas and electric ranges. Dealers state that more orders are now on the books than are being filled. Some dealers are advising their customers to take in their stocks as soon as they are available, regardless of booking dates for future shipment. Enamelware held in steady market following the recent general advance in these lines.

Ingot Metal Markets Are Very Unsteady

Toronto.

INGOT METALS.—There is a state of uncertainty in the metal markets at present, due to situation in the United States. The whole trade is awaiting Government action. At first thought it would seem that if the Government purchases supplies at lower than market prices there would be an all-round drop in prices. On the other hand, producers appear to be completely booked up at present prices, and with the addition of Government requirements, the market might advance considerably, except, of course, on Government supplies.

SPELTER.—A decline of ½c lb. locally in spelter makes the range of prices, according to size of orders, from 11c to 12c lb.

TIN.—The market locally is unchanged at 63c-65c lb.

COPPER.—Owing to an error in last week's issue, the price of copper was given as 63c-65c, which was really the price of tin. The correct price on copper for last week and the present week is 33c-34c. lb.

LEAD.—The pig lead market is easier and a decline of ¼c lb. has been recorded locally. Price is now 14-15c lb.

ANTIMONY.—The market is very quiet, and is stagnant in the United States. The price locally has declined to 20c lb.

ALUMINUM.—The market is unchanged locally at 67c-70c lb.

PIG IRON.—Prices of domestic foundry irons are still withdrawn, and there is no change in the situation. In the Buffalo market prices are very firm, with an advancing tendency. Developments, however, seem to indicate that prices of pig iron will eventually work to a lower level. Because of this prospect consumers are holding off. Very little tonnage of any grade is procurable from the furnaces in the Buffalo district for 1917 delivery.

LONDON MARKETS

LONDON, JULY 19.—Among the important lines to change in price during the week were glass, spades and shovels. All fork, rake, hoe and shovel handles have also been adjusted with new lists and discounts issued. Linseed oil was in firmer market with advance recorded. There is a good sale of Paris green going on at present, now that the potato bugs have made their appearance. Summer lines are moving quite freely, with a good sale for garden tools continuing. Binder twine is in good demand as farmers are buying and in most cases paying cash. Business in this district continues good with collections fair.

New Net Prices On Spades And Shovels

London.

SPADES AND SHOVEL.—New discounts on spades and shovels announced in HARDWARE AND METAL last week have been made effective in this district. First grade spades and shovels are now quoted at 30 per cent. off list, second grade at 20 and 2½ per cent. and fourth grade at 5 per cent. off list. On this basis the net prices are as follows: Jones and Bulldog, firsts, $14.30 dozen, Burns seconds, $13.87 dozen; Olds and Fox, fourths, $12.40 dozen; Star and Black Cat, fourths, $11.93. Hollow black list has been advanced $1 making the list price now $11.50 per dozen. Complete lists and discounts are shown in the current quotations.

Nails Going Out In Fairly Good Sale

London.

NAILS, STAPLES.—There is a fairly good sale of nails at present. Prices are all holding firm but no changes have been recorded during the week. Standard steel wire nails are quoted at $5.45 base per hundred pounds, and cut nails at $5.75 base, per 100 lbs. Building operations are not heavy and this is having its effect on the demand for nails. Fence staples are holding steady in price, bright being quoted at $5.75 per 100 pounds and galvanized at $6.75 per hundred pounds. In 25-lb. boxes they are quoted 25c advance over above prices.

Window Glass Has Been Advanced

London.

GLASS.—Glass prices were altered upward by the changing of discounts during the week. Authorities on the subject in the United States are looking for higher prices in that quarter as soon as operations start at the glass factories in the fall. The new wage scale is negotiated with the blowers at that time and it is generally anticipated manufacturers will advance prices. Locally the advanced price on single and double diamond glass is now quoted at 50 per cent. off list with cut light at 40 per cent. off list.

Good Sale Of Binder Twine Now Going On

London.

CORDAGE, TWINE.—There is a good demand for binder twine at the present time as farmers have commenced to lay in their requirements in anticipation of harvest. Prices on this commodity are holding firm. Cordage of all kinds held in steady market, with a firm situation on sisal products. A recent advance in the fibre in the United States has put additional firmness in the market. There is lack of sufficient tonnage to get the Manila fibre to the United States. Pure Manila rope is quoted at 37c per pound base, British Manila and New Zealand hemp at 31c, sisal at 26½c per pound base. Cotton rope of 3-16 in. diameter is quoted at 48c per pound and ¼ in. and larger 47c per pound. Prices on other lines are shown in current quotations.

Screen Wire And Hammock Hooks Move

London.

SCREEN WIRE, HAMMOCK HOOKS.—Two of the lines that have been in good sale as summer lines are screen wire and hammock hooks. Painted black screen wire in 100-ft. rolls is quoted at $3 per 100 sq. ft. and in 50-ft. rolls at $3.05 per 100 sq. ft. Bronze screen wire is quoted at 14c per square foot. Hammock hooks for plate kind are quoted at 75c per dozen and screw style at 70c per dozen.

Harvest Tools and Lawn Mowers Steady

There has been a steady market for harvest tools and lawn mowers so far as price changes go, harvest tools being quoted at 33 1/3 per cent. and lawn mowers at the same discount.

Poultry Netting and Snath Prices

Poultry netting remained unchanged during the week at 30 per cent. off list. Snaths, now in good demand since the grass cutting season is on, are quoted at 20 per cent. off list.

New List And Discount On Various Handles

London.

HANDLES.—New lists and discounts have been issued on all fork, rake, hoe and shovel handles of second growth, extra and No. 1 qualities. These are all quoted at 50 per cent. off list. All hickory handles are quoted at 45 per cent. off list. On cant hooks, neckyokes and doubletrees the discount is also 50 per cent. The new prices provide for a slight increase.

Paris Green Is Having Good Sale

London.

PARIS GREEN.—Now that potato bugs have put in an appearance, Paris green is in good demand and there is a ready sale. Prices are holding steady at recent quotations, ½-lb. packages being quoted at 59¼c per pound, 1-lb. packages at 57¼c per pound, 25-lb. drums at 55¼c, 50-lb. drums at 55c and 100-lb. drums at 55c per pound.

Linseed Oil Up; Turpentine Steady

London.

LINSEED OIL, TURPENTINE.—There was a stronger market for linseed oil during the week and prices advanced locally 8c per gallon. In 1 to 2 barrel lots, raw linseed oil is quoted at $1.30 per gallon and boiled at $1.33. In 3 to 5 barrel lots the price on raw oil is $1.29, and on boiled $1.32 per gallon. For 6 to 9 barrel lots the price on raw is $1.27 and on boiled $1.30 per gallon. Turpentine held in steady market during the week with prices unchanged at 63c per Imperial gallon in single barrel lots, 62c per gallon in 2 to 4 barrel lots and 70c per gallon in 5-gallon lots.

White Lead in Oil Steady

Prices on white lead in oil remained unchanged during the week. Pure in ton lots is quoted at $19 per hundred pounds and $19.30 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, July 19, 1917.—Judging from the variety of goods affected and the extremely big advances made, it would almost appear as though the "powers that be" have just been holding back, so that retailers generally might be somewhat prepared by the many small increases made, for a real good one and that a real good one has been made will be conceded in checking over the new prices issued on crow bars, clay picks, mattocks, lanterns and tin plate, in addition to all of which will be seen advanced quotations in effect on galvanized and black sheets, wrought iron pipe and fittings, fence staples, anvils and vises, Canada plate and bar iron.

However, through the dark clouds, there is one small spot of silver revealed in the reduction made in the price of linseed oil. The new prices are 10 cents per gallon lower than those formerly ruling and represent the second big reduction in three weeks. This welcome change from advancing prices will undoubtedly be welcomed by retailers generally.

Pipe Stocks, Dies And Sundries Advance

Winnipeg.

An advance has gone into effect on pipe stocks and dies, pipe taps and reamers and sundry lines. To give some idea of the extent of these revisions a few net prices are published herewith, which will show the tendency of the entire line.

Stocks and Dies—Armstrong's, 2API, $8.40; 3API, $13.00 each.

Blacksmiths—23A, $4.50; 27, $5.85; 34, $4.05.

Screw Plates—Derby, No. 100, $14.70; Roccos, B, $18.30; C, $16.80; CC, $16.80; EE, $26.25.

Pipe Taps and Reamers—⅛, 45c; ¼, 50c; ⅜, 60c; ½, 75c; ¾, $1.00; 1, $1.25; 1¼, $1.60; 1½, $2.00; 2, $2.65 each.

Wrought Iron Pipe At New High Level

Winnipeg.

New prices have been established on wrought iron pipe and fittings, which establish new high levels for these goods. It is several weeks since an advance went into effect on pipe although this has never been far from the limelight of increasing values. The present quotations established are given below. Owing to the extensive range of pipe fittings, space will not permit our reproducing the latest figures available, which represent another advance.

Quotations on Wrought Iron Pipe are:

	Per 100 ft. Black	Galv'd
¼	$ 6.08	$ 8.42
⅜	6.16	8.50
½	7.83	9.63
¾	9.95	12.38
1	14.67	18.27
1¼	19.88	24.75
1½	23.76	29.57
2	32.04	39.78
2½	51.30	63.59
3	67.05	83.16
3½	84.92	....
4	100.62	....
4½	116.10	....
5	135.00	....
6	174.60	....

Small Stocks Of Anvils, Vises, Higher

Winnipeg.

Latest advices indicate that a shortage still exists on Peter Wright anvils and vises. Small stocks arrive from time to time but not in sufficient quantities to take care of the demand, hence it has been necessary to bring in lines from the States. New prices have been established, representing an advance, on both lines as will be seen from figures given below:

Anvils, Peter Wright Blacksmiths,' 84 lbs. and up, 22c lb.; Cliphorn, 23c lb.; Buckworth (American), 22c lb.

Vises, Blacksmiths', American, 40 lbs., $8.50 each; 45 lbs., 9.00 each; 50 lbs., $9.50 each; Peter Wright, 45 lbs. and up, 24c lb.

Clay Picks, Etc., Up 30 Per Cent.

Winnipeg.

Perhaps the biggest single advance made in any one line of goods is that recorded for the week on clay picks, mattocks, grub hoes and crow bars. The percentage increase is about 30 and when compared in dollars and cents with the former figures, the new prices seem terribly high. The basis of quotations following this advance is:

Clay Picks, 5-6 lb.	$ 9.00 doz.
6-7 lb.	9.60 doz.
Long Cutter Mattocks, 5, 5½, 6 lb.	10.00 doz.
Pick Mattocks, 5 lb.	10.00 doz.
Grub Hoes, No. 1	8.00 doz.
Crow Bars, Wedge Point)	Per 100 lbs.
Chisel Point)	8.50

Fence Staples

Fence staples have advanced 25c per keg during the week, to make the following prices effective:

Bright wire at Winnipeg $6.25; at Head of Lakes, $5.85 keg; Galvanized at Winnipeg, $7.05; at Head of Lakes, $6.65 keg.

Bar Iron

The new base price established on bar iron also represents an advance of 25c per 100 lbs., new quotations are being made at $5.00 per 100 lbs. base.

Black And Galvanized Sheets Up 50 Cents

Winnipeg.

If there has been any doubt in the minds of retailers as to whether further advances would be put into effect on galvanized and black sheets following the big increases made a short time ago, it will be cleared up by the records of the week which reveal new prices representing a 50c jump over former figures. Stocks have to some extent been replenished and in that respect the outlook seems fair for a short time. Looking

ahead, however, it is not easy to see how future stocks will come to hand and jobbers generally, expect that it will be easier to dispose of present stocks even at these advanced prices than to renew same at any price. The advance on black sheets affects 18 to 28 ga. only The present selling basis on sheets is given herewith:

Galvanized—Apollo or Premier:

	100 lbs.
10¾ oz.	$13.50
28 ga.	13.20
26 ga.	12.90
24 ga.	12.75
22 ga.	12.75
20 ga.	12.60
18 ga.	12.60
16 ga.	12.45

Black—

	100 lbs.
18 ga.	$10.80
20 ga.	10.80
22 ga.	10.85
24 ga.	10.85
26 ga.	10.90
28 ga.	11.00

Iron Washers And Lanterns Go Higher

Winnipeg.

A new basis has been established on wrought iron washers, representing a further advance in the prices applying for this line. This follows an increase made two weeks ago. The present selling prices for full cases are based on 10 per cent. advance over list; less than cases 15 per cent. over list. Net prices are as follows:—

	Full Cases Per 100 lbs.	Less
¼ in.	$17.25	$18.00
5-16 in.	15.05	15.70
⅜ in.	12.30	12.80
7-16 in.	11.75	12.25
½ in.	10.85	11.35
⅝ in.	10.65	11.10
¾ and 1 in.	10.45	10.85
1¼ in.	10.65	11.10

Lanterns

The new basis established on lanterns represents an advance of about 30 per cent., most certainly an extremely big jump over quotations formerly ruling. The day of the dollar lantern is gone, the small light plain tin one might be sold as a leader at this price. It is not so long ago that 5c would purchase a good lantern but those days have passed and it is doubtful if they will return for years, if ever. The continued advances on tin plate have undoubtedly influenced prices to their present high level, as revealed in quotations below:

	Doz.
Lanterns—Short Globe Pattern, plain	$12.50
Japanned	13.00
Cold Blast, No. 2 or 4, plain	12.50
Japanned	13.00
No. 02, plain	10.75

Big Jump In Tin And Canada Plate

Winnipeg.

There is no single item which, during the past few weeks, or during a similar period since the outbreak of war, has enjoyed more rapid rises in prices than tin plates. Further advances of about $3.00 per box are recorded for the week, and the effects of these continued increases is being felt in the manufactured articles already as will be noted above with lanterns and a little further on with pieced and stamped tinware. Other commodities will also be affected and the shortage of tin plate now being evidenced may result in many lines being taken from the market temporarily. New quotations now being made on tin plate are:

IC 20 x 28, $30.00 box; 33, $35.40; 36, $38.60.

IX 20 x 28, $32.00; 33, $37.75; 36, $41.15.

IXX 20 x 28, $35.00.

Terne Plate remains unchanged at $24.00 per box.

Canada Plate

During the week another advance of 50c per box has been made in the price of Canada plate. Stocks are depleted and it is unlikely further supplies will be available. The new prices established are:

18 x 21, half polished, $12.00 full polished, $13. per box; 18 x 24, half polished, $12.00, full polished $13.00 per box; 20 x 28, half polished, $12.00, full polished, $13.00 per box.

Miscellaneous Lines Undergo Revision

Winnipeg.

During the week, many miscellaneous items have undergone revisions among which mention might be made of Maydole hammers, steel rim locks, measuring tapes, zig zag rules, Holstein cow bells, sliding T bevels, marking gauges and hog rings. Rather a diversified list but given to indicate the tendency towards advanced prices evidenced in practically all lines. Prices on a few of the lines mentioned are included also:

Maydole Hammers—No. 1, $14.95; 1½, $13.80; 11, $14.95; 11½, $13.80; 12, $13.00; 711, $14.95; 711½, $13.80 per doz.

Steel Rim Locks—No. 3800 American, $3.75 doz.

Measuring Tapes—No. 710, $3.50; 713, $4.65; 714, $5.60 doz.

Zig-Zag Rules—312 x 3 ft., $2.60; 4 ft., $3.50; 5 ft., $4.35; 6 ft., $5.20 per doz.

Globe Brand Files—45% discount.

Holstein Cow Bells—No. 7, $2.10; 5, $3.40; 3, $5.10; 1, $8.50 per doz.

Sliding T Bevels—No. 25 x 6 in., $4.40; 8 in., $4.90; 10 in., $5.70 dozen.

Marking Gauges—No. 61, $1.00; 64, $2.80; 68, $5.20; 90, $4.40; 91,, $8.50 per doz.

Hog Rings—Nos. 1, 2 and 3, 85c M.

Enamelware, Tinware, Etc., Go Higher

Winnipeg.

During the week, new prices have been established on enamelware, tin ware, galvanized ware and Japanned ware. This follows advances made in the East, and has been predicted in these columns for several weeks. The latest discounts made are given below along with a few net prices on stamped and pieced tinware, galvanized ware and Japanned ware, which will give some idea as to the tendency on this line.

Canada Enamel Ware, 2½%; Imperial Enamel Ware, 20, 7%; Premier Enamel Ware, 2½%; Colonial Enamel Ware, 20, 7½%; Japanned Ware, 30% advance on list; Stamped Tin Ware, plain, 40, 10%; Stamped Tin Ware, retinned, 40%; Pieced Tin Ware, 40% advance on list; Sheet Iron Ware, 20% advance on list; Galvanized Ware, 27½% advance on list; Copper Wash Boilers, 17½% advance on list. A few net prices are given below:—

Plain Pie Plates—9, $8.75; 10, $11.20 gross.

Plain Daisy Kettles—2 qt., $3.60 doz.

IC Flaring Water Pails—6 qt., $2.38; 10, $3.15; 14, $3.64 doz.

Creamery Cans—IC x 20, $15.40; IX x 20, $18.20.

Coal Oil Cans—Flat Top, 1 gal., $3.90 doz.; Flaring, 1 gal., $4.76 doz.; 2 gal., $7.42; 3 gal., $9.52; 5 gal., $11.85.

Flour Cans in colors—25, $1.62; 50, $1.95; 100, $2.92 each.

Flour Cans, White—50, $2.70; 100, $4.03.

Galvanized Buckets, Straight—12, $5.10; 14, $5.75; 16, $6.50 doz.

Galvanized Pails, Flaring—111, $5.75; 112, $6.35; 113, $7.25; 114, $8.40.

Tubs—0, $11.80; 1, $15.80; 2, $17.20; 3, $19.60.

Flare Top Oil Cans—1 gal,, $4.65; 2 gal., $8.00; 3 gal., $10.35; 5 gal., $13.75.

Ride Roof Pipes—6 and 7, $9.10.

Side Roof Pipes—6 and 7, $9.10.

New Levels On Dry Batteries, Wringers

Winnipeg.

The days when dry batteries sold at 25 cents retail seem far away in the light of the advances which have been recorded during the past two years. Once again, this line comes in for revision and the new prices established create new high levels. The increased use of the dry battery makes this line almost a staple line with hardwaremen and this latest increase will affect a very big proportion of the buying public. Prices just issued on the Columbia batteries are given below. Other lines will advance proportionately.

Columbia No. 6 Ignitor, per 100: Less than 12, $43.25; less than 50, $39.25; less than 125, $38.25; full bbls., $35.75.

No. 8 Ignitor, per 100: Less than 12, $108.50; less than 25, $96; less than 50, $93; full bbls., $89.50.

Clothes Wringers

The advances made on clothes wringers has been consistent and a further increase during the week establishes new high levels for these goods. The present advance approximates about 7½ per cent. and reveals the following as best net prices:

Per doz.: Universal, $35.80; Eureka, $43.85; Royal Canadian, $51.90; Eze, $56; Reliance, $66.10; Bicycle, $63; Ajax, $125.80.

Big Jump In Lamp Wick And Horseshoes

Winnipeg.

Following the big advances made in cotton rope and clothes lines during the past week, comes advice of new prices being established for lamp and stove wicks. These lines of course, must follow the other advances in cotton goods and quotations now being made are on the following basis:

Lamp Wick,, gross: O, 60c.; A, 75c; B, $1.10; D, $1.75.

Rochester Wick, doz.: 1, 32c; 2, 45c; 3, $1.50.

Flat Stove Wick, doz.: 3, 40c; 3½, 45c.; 4, 52c; 4½, 60c; 5, 65c.

Horse Shoes

Another line to advance during the week is horse shoes, on which new prices have been made amounting to 50 cents per 100 lbs. The latest quotations in effect are as follows:

Iron, per 100 lbs.—No. 0-1, $6.75; 2 and larger, $6.50.

Snowshoes, per 100 lbs.—No. 0-1, $7.00; 2 and larger, $6.75.
Steel, per 100 lbs.—No. 0-1, $7.20; 2 and larger, $6.95.
Featherweight, $8.35 per 100 lbs.

Oil Prices Revised; Gasoline Steady

Winnipeg.

There have been a few revisions in oils during the past few weeks although gasoline has maintained a steady level for some time past. Prices now being quoted on different makes are as follows:

Per gal.—"Buffolite" Coal Oil, 22½c; Ideal Thresher, 37c; "B" Caster Machine Oil, 32½c; Buffalo Engine Gasoline, 35c; Buffalo "A" Gas Engine Oil, 48c; Royal Gasoline, 35c; Family Safety Coal Oil, 21½c; Engoline Engine Coal Oil, 18½c; Summer Black Oil, 21c; Kelso Engine Oil, 45c; Royalite Oil, 19c; Standard Gas Engine Oil, 44c; Prairie Harvester Oil, 46c; Electra Oil, 45c.

Stove Pipe Advances; Miscellaneous Lines

Winnipeg.

Following the many recent advances in Canada plate, the revised prices shown below and representing an increase in stove pipe and elbows, will not come as any great surprise. Jobbers anticipate a scarcity of riveted and ready to rivet pipe and are pushing the sale of patent pipe, which will be available in necessary quantities it is hoped. Present quotations based on the last advance are:

Stove Pipe Elbow, heavy, per doz.—6, $2.75; 7, $3.05; 8, $4.55. Light: 6, $2.10; 7, $2.25.
Stove Pipe Patent Standard, per 100.—6 inch, $19.10; 7 inch, $20.45.

Miscellaneous Lines

The latest quotations on the miscellaneous lines listed below all represent advanced prices:

Copperine Babbit Metal, per lb.—No. 1, 37c; No. 2, 32c.
Lead Pipe, $19.40.
Lead Waste, $20.40.
Balata Belting, 40% discount.

Linseed Oil Drops; Mixed Paints Up

Winnipeg.

The new prices now established on linseed oil are as follows:

Raw $1.35 per gal. bbl. lots; boiled $1.38 per gal. bbl. lots.

Turpentine

Turpentine remains firm in the local market, no change over last week's prices as shown below, being made: 85c per gal. bbl. lots; 88c per gal. ½ bbl. lots; 90c per gal. in 5 gal. and 1 gal lots.

Mixed Paints

Another line on which HARDWARE AND METAL has predicted advances in mixed paints and latest advices from the East indicate that these prices have also been revised which means that a new basis for Winnipeg has been determined on, although not yet published.

White Lead

White lead decorators, pure, ton lots, $19.55 per 100 lbs.; less, $19.90 per 100 lbs.; Decorators special, ton lots, $18.55 per 100 lbs.; less, $18.90 per 100 lbs.

Putty

No further change has been made in putty over the recent 50 cent advance, the following being to-days quotations: 100 lbs. irons, $5.00 per 100 lbs.; 25 lbs., irons, $5.30 per 100 lbs.; 1½ lbs. tins, .09c each.

Painting Means Conservation

Postponing Painting Operations For War-time Thrift is Extravagance, Not Conservation—Arguments the Retailer Can Use.

UNDER conditions of warfare, when everyone is being cautioned to practice economy on all sides, and to eliminate waste and extravagance, too many people are inclined to believe that the mere cutting down of expenses and doing without something they may have contemplated spending money on, is necessarily praiseworthy economy. It sometimes happens however, that saving, by reducing expenditures for necessities, is not real economy, but in reality is actual waste. This kind of economizing is a poor substitute for conservation, and it will be found on examination that any expenditure which tends to preserve property and to prevent waste is real economy and exactly the opposite of extravagance.

It has been estimated that more property has been destroyed through lack of paint to protect it than has been lost by fire. It would not be considered extravagance to pay premiums for fire insurance, and it is none the more extravagant to protect property by painting it, when the neglect of such protection means certain loss by decay.

It is undisputed that in these days real economy is needful, and to this end every property owner should conserve his property rather than waste it by neglecting to take proper precautions for its preservation.

For the purpose of showing property owners that neglect to keep their buildings well painted is real extravagance, and the putting off of painting until after the war is certainly not the conservation which is being urged, a campaign has been started by the Paint Manufacturers' Association in the United States using the slogan "Use More Paint."

The Retailers' Part

The foregoing facts should be brought to the attention of doubtful and hesitating customers by hardware dealers and master painters when the opinion is expressed that such customers intend practising economy by putting off painting until some later time. Many people who entertain such ideas have sufficient money to paint their houses, and such people can usually be convinced by a short straight talk that neglect to paint their houses is the opposite of economy and may result in the necessity of making extensive repairs later.

Another point which can be touched upon with such customers is that by painting now they will be giving employment to men who in many cases could do nothing to help the Government in the war, and who must either earn a living or be supported by charity. With such argument it should not take long to convince property owners that the economy they are seeking lies in the greater use of paint and that waste is an incident to the neglect of painting. Poor seasons should be unknown in the paint trade and among hardware dealers, even though war conditions prevail, and such will be the case if they combine with intelligent effort to urge the use of more paint.

This good advice is reproduced from a recent issue of the Painters' Magazine, and the suggestion has been made that if the words hardware dealer were substituted for painter in each place the latter word appears, the article would present what should be the principle of the business creed of the trade to-day.

In Canada, conservation is being urged in all quarters. The Conservation Department of the Canadian Government, however, has always urged that the cost of painting is a good investment. On many occasions the department has pointed out the great losses that are sustained by farmers who neglect to paint their buildings and machinery. There are many farmers in all parts of Canada who could profitably spend $15 or $20, or even more, this year, in painting their homes, barns, garages, farm implements. The expenditure of these small sums of money would prove a splendid investment from the farmer's standpoint. Every farmer who paints his buildings encourages his neighbors to do likewise. It is in the interests of the retail hardware merchant to thoroughly canvas his farmer customers. This does not necessarily mean that the merchant has to leave his store and go out through the country, although the outside soliciting plan has many good features. Personal canvasses can be made in the store. Newspaper ads, and personal letters can also be used effectively. The co-operation of the paint manufacturer can be used, when the retailer has a good live mailing list. Farmers at the present time are receiving high prices for all their products. They are in good shape financially. They should be mighty good paint prospects. Some retailers might say that the present price of paints will prevent many farmers from painting. This opinion is largely a state of mind on the part of a few retailers. HARDWARE AND METAL has been told repeatedly that the farmers today are not kicking half as much about prices, as they did when prices were very low, so low, in fact, that they will probably not occur again in our time.

BUSINESS AS USUAL

To illustrate the spirit of the women of Britain, an American officer tells an incident which came under his observation after a recent Zeppelin raid on an English town. A small shop, standing in the area hardest hit by the raid, was shattered by a bomb. Undaunted, the woman shopkeeper went to work the next morning and put up this sign on the broken window:—

"To hell with the Kaiser and his airships! Fish and chips as usual."

Customers Come Back and Forth To Your Store For

Jamieson's Pure Prepared Paints

Women Painters are increasing in numbers—Get their patronage.

Interior painting has been so simplified by modern methods that painting and varnishing by the housewives of Canada has become quite the thing—and the demand for good paints and varnishes grows.

So why not build up a reputation among the housewives of your community as a dealer in the **very best paint at the very best price** and get their custom season after season.

JAMIESON'S are the **very best paints at the very best price** that you can sell to your customers.

There's a JAMIESON PAINT for every purpose and the most extensive demand of the housewives can be perfectly suited.

R. C. Jamieson & Co., Limited, Montreal, Canada

Branches at CALGARY and VANCOUVER

Established 1858 *Owning and operating P. D. Dods & Co., Limited*

UNIFORMITY USED THE WORLD OVER SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED **THEY MAKE GOOD EVERYWHERE**

Large Stocks **Prompt Shipment**

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal **Works: Riverside Street, Montreal**

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 19.—There is a certain dullness in general noticed in paint trade lines, but manufacturers are still able to report better business conditions for the time of year than in previous years of war conditions. Demand for mixed paints has been found unaffected to any extent by advanced prices, and better weather has induced greater use of paint. White lead in oil keeps steady, and putty is also firm. Linseed oil is the most active item on the market at present, looking very much firmer this week, and reported likely to go higher. Turpentine is steady, if anything a shade easier in some quarters, but not altered in price. In the varnishes the conditions are firm as ever, and the supplies of Paris green are at the vanishing point.

Linseed Oil Looks Considerably Firmer

Montreal.

LINSEED OIL.—The firmness and hesitancy over advances noted in linseed oil last week has developed this week into very decided strength of market. Low quotations of last week are swept away, and where $1.15 per Imperial gallon was quoted last week for raw linseed oil, as high as $1.24 was this week quoted. Even at this advance the whole strength of the primary market was not fully shown, for in the opinion of crushers an advance of 30c per gallon would be justifiable. Flaxseed advanced in ten days no less than 40c. Quotations for flaxseed at time of writing were around $2.92 per bushel. The seed was arriving at the elevators in the West in very much reduced quantities, as compared to conditions a few weeks ago. This induced rapid advances in price of the seed, even upon small transactions. The feeling is that the farmers have about cleaned up their stocks of flaxseed, and that there may be a shortage in the North-West before new crop comes forward. If this is so, the present firmness in linseed oil will continue, and higher prices may be expected. Not much flaxseed is coming into crushers in Montreal by water. Freight rates are very high by water this year, and less use will probably be made of this means of transportation. Sufficient seed to keep linseed oil supplies up to demand is being received, however. Demand is fair for the season. Quotations would be represented in Montreal at time of writing by the following range, and in the opinion of men long experienced in this market the higher prices more nearly represent the condition of market.

	Per Imperial gal.	
Linseed oil.	Raw.	Boiled.
1-4 bbls...	$1.24-1.32-1.33	$1.27-1.35-1.36
5-9 bbls...	1.23-1.31-1.32	1.26-1.34-1.35

Turpentine Shows Easier Tendency

Montreal.

TURPENTINE.—The market for turpentine in Savannah has been varying of late, and the tone of market found in Montreal is in the main steady. There was an easier tendency in some directions, but paint manufacturers dealing in turpentine regarded this as transient. One concern, however, reduced turpentine quotations to 60c for lots of ¼-bbls., and 58c for lots of 5-9 bbls. (per Imperial gallon). These are the lowest prices quoted this week, most paint manufacturers maintaining the quotations of last week, with the exception of the higher prices which have vanished. The highest quotation made was 66c per Imperial gallon, and this represents the general market for small quantities to the retailer. From 60c to 65c for turpentine in barrel lots was frequently quoted. The range is as follows:

Turpentine.	Per Imperial gal.
1-4 bbls.	$0.60-0.65-0.66
5-9 bbls.	0.58-0.64-0.65

Mixed Paint Demand Is Well Maintained

Montreal.

MIXED PAINTS.—Paint manufacturers are very busy filling orders, and most agree that the state of the paint business is remarkably good, considering the time of year. The backward spring has prolonged the demand for paints, as much painting which was delayed by bad weather earlier in the year has still to be done, and is being done while better weather prevails. During the present holiday and hot weather period not much market activity in the sense of sudden changes may be expected, and while it is felt that paint prices will certainly not show any decline, prospects of further advances are not emphasized. With long continued warfare there may be still higher prices, but meantime there is steadiness at the advances attained.

White Lead In Oil Steady And Firm

Montreal.

WHITE LEAD IN OIL.—The lead market is not showing such strengthening tone as prevailed formerly, and white lead in oil is steady at the recent record high levels. Linseed oil, which sagged a little lately, is coming back to strength, and there is little chance of lead going downwards enough to affect this product. In fact, the feeling of those in continual touch with the markets is that white lead in oil cannot be any lower until the war is well over. There is always fair demand even at the high prices, and for the white leads offered at lower prices in some quarters. White lead substitutes are also in good demand. Quotations for white lead in oil are in 1 ton lots, $18.80 per 100 lbs., and less than tons $19.10 per 100 lbs.

Putty Steadily Maintains Price

Montreal.

PUTTY.—Difficulties which have been besetting putty show no signs of removal. Linseed oil indicates tendencies to advance, and whiting supplies continue to be uncertain, so that production of putty in large quantities is no easier than previously mentioned. Demand keeps up well, and quotations are unchanged from those given last week. Standard putty bulk in barrels is $3.60 per 100 pounds for less than ton lots. The price per 100 pounds in 100 pound drums is $4.05.

Red Lead Higher; Blue-Stone Lower

Montreal.

RED LEAD, BLUE STONE.—Red lead (Canadian) is higher in price this week, and in firm market. The 560-lb. cask of genuine is quoted at from $15 to $15.25 now; 100-lb. kegs, $15.75 to $16, and less quantities $17. There is no more English red lead available; one Montreal importer had a car load actually on the wharf at Liverpool the other day, but this was held by Government order, and the embargo absolutely enforced. This embargo helps advance Canadian red lead. Blue stone is easier in price now, supplies being available in Montreal at from 13c to 14c a pound.

TORONTO

TORONTO, July 19.—Conditions in the market for linseed oil have been firmer during the week due to advances in the price of flaxseed. Turpentine held steady for the most part but lower quotations were made in some quarters. Shipments of turpentine have been coming forward in better supply than at one time anticipated. Window glass has been moved to higher levels, an advance of approximately 10 per cent. having been made. Paint manu-

PRINTED
ON EVERY CAN

WE MAKE OF B-H
"ENGLISH" PAINT

In these Days of Substitution the B-H Guarantee Means More Than Ever Before

It is printed on every can of B-H "English" paint over the signature of our President, and is an absolute warranty to you and to your customers that we continue to manufacture our paint according to the old formula, notwithstanding the marked scarcity of raw materials and their constantly increasing price.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

facturers in some instances report trade somewhat quieter during the present month, but others assert sorting orders continue to come forward in good volume. White lead in oil held in steady position.

Linseed Oil Moved To Higher Levels

Toronto

LINSEED OIL.—There was a firmer tendency in the linsed oil market during the week, due to the advancing tendency of flaxseed on the Winnipeg market. On Wednesday of last week cash flaxseed was quoted at $2.77½ per bushel at the close of the market and on Wednesday of the present week quotations had advanced to $2.92 per bushel. This was a net gain of 14½c during the week. At one time during the week, namely, on Saturday of last week it was quoted as high as $2.98½. Receipts of flaxseed at Winnipeg were fairly heavy, the amount inspected being 155 cars for the six days ending with Wednesday of the present week. October option on flaxseed. was quoted up nearly on a par with the cash product which seems to indicate faith on the part of purchasers of options that flax will continue to be fairly high. The October option on Wednesday of the present week closed at $2.87½ per bushel. There has been a fairly good demand for oil from the crushers. Oil cake is still finding a ready market and at good prices. Locally the range of prices is from $1.24 to $1.32 per gallon for raw oil in single barrel lots. Some concerns advanced as much as 10c per gallon during the week.

	Raw, per. gal.	Boiled, per gal.
1 to 2 bbls.	$1.24-$1.32	$1.27-$1.35
3 to 5 bbls.	1.23- 1.31	1.26- 1.34
6 to 9 bbls.	1.22- 1.30	1.25- 1.33

Turpentine Lower; Export Prospect Better

Toronto.

TURPENTINE.—Locally there was an easier feeling in the turpentine market judged from the fact that one concern at least was quoting slightly lower than last week, having declined from 62½c to 60c per gallon in single barrel lots. The market generally held around 62½c and 63c per gallon. In the Southern United States some buoyancy was given to the primary situation through the report that space has been secured for some 5,000 barrels for export trade, shipment in August. It is anticipated by some that once space can be secured there will be a steadily firm market for the commodity. Locally the demand for turpentine is rather light. Shipments are coming forward with better dispatch than was at one time anticipated.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Mixed Paints Are Finding Steady Market

Toronto.

MIXED PAINTS.—Conditions in the mixed paint trade on the whole are reported quite satisfactory for this season of the year. In some quarters quietness in trade is noted, which is the usual condition during the months of July and August. In other instances manufacturers state trade in sorting business continues to come along in good volume. The opinion is expressed by some closely indentified with the trade that with good weather during July and August there would be more painting than is normally the case in these months. Such opinion is based on the fact that the spring was backward and did not allow people to do the outside painting contemplated. Prices are holding steady at the recent advance.

White Lead In Oil Market Held Steady

Toronto.

WHITE LEAD IN OIL.—There was a steadiness in the market for white lead in oil during the week. There is a light demand for the product at the present time. The two main ingredients were pulling at cross purposes during the week, as there was an easier tendency in the pig lead market but a stronger tone to the linseed oil market. On the New York market the price of spot pig lead was quoted at $10.50 per hundred pounds which represents an easier tone over prices prevailing a few weks ago. Prices remained unchanged for white lead in oil at $19 per hundred pounds in ton lots and $19.30 in less than ton lots.

Window Glass Prices Have Been Increased

Toronto.

GLASS, PUTTY.—Higher prices were registered on window glass during the week through the changing of the discounts. Single and double diamond are now quoted at a discount of 50 per cent. off list, as compared with the former discount of 50 and 10 per cent. Cut lights are now quoted at a discount of 40 per cent. off list, the former discount being 50 off list. Plate glass remains unchanged at the recent advance recorded in these columns, being from net list to 10 per cent. discount. Fancy glass prices remain unchanged at the advances recorded last week.

Putty was in steady market during the week at prices given in current quotations.

Tin Oil Containers Have Been Advanced

Toronto.

CONTAINERS.—An advance of 10c on the price of 5-gallon tin containers used for linseed oil and turpentine and 15c on the 10-gallon container has been recorded during the week. Following are the prices that now prevail for the various sizes: One-gallon can, 40c each; two-gallon cans, 60c each; three-gallon cans, 70c each; five-gallon cans, 85c each; ten-gallon cans, $1.15 each.

U.S. BUILDS 400 STEEL SHIPS

An argreement has been reached regarding the proposed shipbuilding programme. The plan as outlined in a communication by General Goethals to Chairman Denman, calls for the immediate construction of two Government shipbuilding plants to produce 400 fabricated steel ships of 2,500,000 tonnage; the commandeering of 1,500,000 tons of shipping now under construction for private account in American yards, and for another big appropriation for building ships.

RAILWAYS INCREASING RATES

Canadian railways are increasing their class rates from points in Canada to points in the United States in line with the decision recently given at Washington by the Interstate Commerce Commission, on the application of the American companies for a 15 per cent. advance. There companies have been allowed something in the neighborhood of from 12 to 14 per cent., which will also apply to freight consigned to Canada, and in order to maintain the same relationship Canadian railways have advanced their international rates to the same extent. The new tariff will come into affect between July 16 and Aug. 1.

ANOTHER INCREASE IN COST OF LIVING

Another increase in the cost of living is recorded during the latter half of May and the first half of June, as outlined in the Labor Gazette, just published. In retail prices the average cost of a weekly family budget of 29 articles of food averaged $11.89 in sixty cities at the middle of June, as compared with $11.82 at the middle of May and $8.51 in June, 1916.

Milk, butter and flour were lower in price in June, but eggs, meats, rice, and other commodities showed increases in price. In wholesale prices the Labor Department's index number for 272 commodities stood at 242.7 for June, as compared with 240 for May; 183.6 for June, 1916, and 135.3 for June, 1914. The chief increases in wholesale prices during the month were in fruits, vegetables, textiles, metals, and coke, while decreases were registered in grains, dairy products, fresh fish, and some other foods.

DISSTON ISSUES INTERNAL HOUSE ORGAN.

Henry Disston & Sons, Inc., of Philadelphia, have inaugurated a monthly house organ for employees of the company, the first issue of which appeared July 2nd. The title of the publication is "Disston Bits" which has a double significance, "bits" being another name for the teeth of inserted tooth saws, one of the company's products.

As the announced purpose of the publication is the stimulation and crystallization of good will and fellowship among the employees, it has been considered desirable that all illustrations, cartoons and editorial matter be the work of the employees themselves and the paper is being published along these lines.

From the appearance of the first issue there is every indication that ample talent is available among the 3,600 employees of the company to produce a very creditable publication.

WIRE NAILS

IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont
H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B.C.

And Berry Finishes are Best for the Kitchen too."

Home builders can point with pride to any room finished with Berry Brothers' varnishes or enamels.

From kitchen to guest room these celebrated finishes impart an enduring beauty that may be varied to harmonize with any desired scheme of decoration. There is a dependable Berry Brothers' product for every finishing need. ***Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, and Luxeberry Wall Finishes.***

are but a few of the many ***"Berry"*** brands that home owners, architects and decorators have preferred for more than half a century.

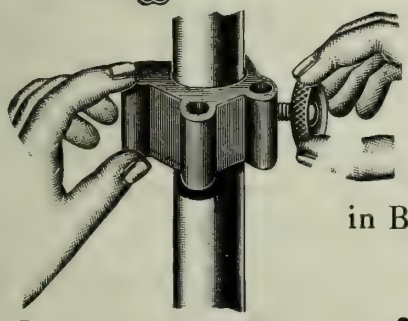
It is the earned and recognized superiority of Berry Brothers' Finishes that makes them so safe to recommend and easy to sell.

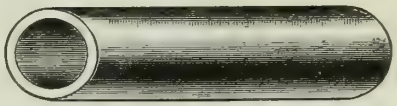
BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

(579)

TRADE MARK. WB&CO

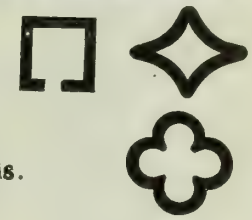
WILLIAMS BROS. & PIGGOTT, LTD.
Small Heath, BIRMINGHAM


Patent Grip-Tight Socket



Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, German Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS
SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WB&CO

If interested, tear cut this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless'303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Common, 60%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 5%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.35-$1.65
Cut Lace Leather, lb....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅝ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 60
3 sections, 6 ft., doz.	7 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	18 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 00
No. 2—18 in. x 28 in.	7 65
No. 3—20 in. x 30 in.	8 00

Ironing Boards.

Size 12 x 60 ins., doz.	8 00
Size 14 x 60 ins.	9 00
Folding, 14 x 58 ins., doz.	21 00

Sleeve Boards.

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	5%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	15%
Nos. 810 and 814	net list

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$57 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	50 00	63 00
Copper sheet, tinned, 14x60 in., 14 oz.	52 00	70 00
Copper sheet, planished, 14x60 base	58 00	70 00
Braziers' in sheets, 6x4 base	52 00	62 00

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	$10 50	$9 50

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	30 00
IX, 20x28 base, 112 sheets	32 50
IXX, 20x28 base, 56 sheets	17 00
IXXX, 20x28 base, 56 sheets	18 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$13 75
20x28 IC, double box	27 50

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	15 75
IXX, 14x20 base	16 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

RAMSAY'S SHINGLE STAINS

Known for Their Wonderful Penetrating Properties and Richness of Color.
The Right Shingle Stain to Shingle Stain Right.

A. RAMSAY & SON CO.

Toronto MONTREAL Vancouver

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 55
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	14 40
Masons, 5 lbs. and over, per cwt.	16 55
Masons, 5 lbs. and under	18 75
Napping, up to 2 lb.s	20 65

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees 45% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 50% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 50%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	...	14 40

Subject to discount of 22% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 22% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above ⅝ in., per lb.	7¼
Extra hooks for above, ¾ in., per lb.	7

F.o.b. Toronto, London, Hamilton and Montreal.

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$2 65	$3 45
No. 3, per doz.	2 75	4 00
No. 4, per doz.	2 85	4 60
Little Giant	4 65	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	10 50
Sad irons, plain, 6 lbs. up	8 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	20c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17.25-17.75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90	1 00
Cold blast	....	1 00
Cold blast, short ruby	....	3 25
Cold blast, common ruby	....	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. Except Forest City, electric driven, 40%, and Forest City, engine driven, 35%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

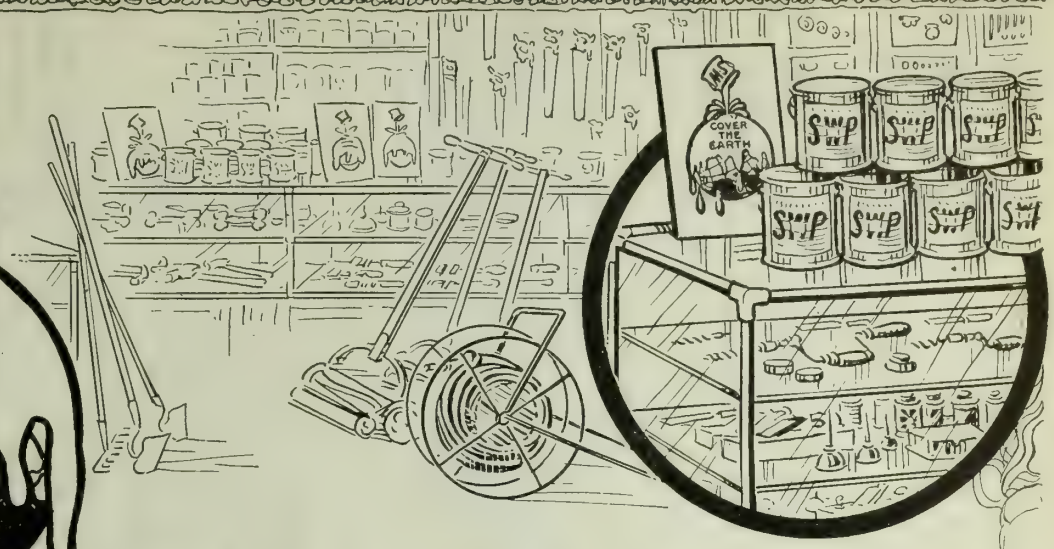
Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00



The Trade-Mark That Brings You Sales

So forcibly has the Sherwin-Williams Trade-Mark been impressed on your customers that when they want paint they naturally ask for Sherwin-Williams Paint.

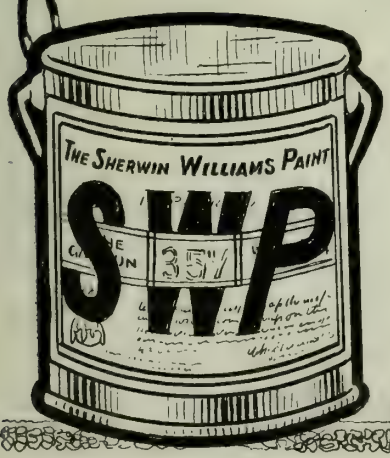
SHERWIN-WILLIAMS PAINTS AND VARNISHES

have long been supported by nation-wide advertising that has built an immense volume of sales for S-W Agents.

Link up your store with this paint, this trade-mark and this advertising. Get full benefit of the profits that sales of Sherwin-Williams Paints and Varnishes will mean to you.

Give your customers the paint they know is best and most economical, and give your business a boost by increasing the paint profits. Be a "full line" agent.

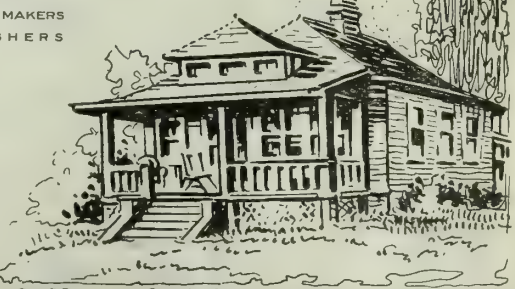
If you are not already an S-W Agent, ask us how to become one.



THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL, TORONTO, WINNIPEG,
VANCOUVER, LONDON, ENG.



No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
Clipper, U. S. (unspun)	18 50
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng., spun	19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	....	8 85
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 09
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 32
Coal Tar, bbl.	5.00-10 80

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each $6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

Re Gauges and Prices of Sheets.

Prices which follow on black and galvanized sheets are purely nominal. The market has reached a state where prices are quoted only on application and for immediate acceptance.

On account of it being practically impossible to secure galvanized sheets from England, owing to the war, American mills have decided that they will no longer roll the English gauges to meet this competition. However, they will continue to roll at 10¾ oz., which will be known as such or a 30 gauge, and will take the place of the former English 28 gauge.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

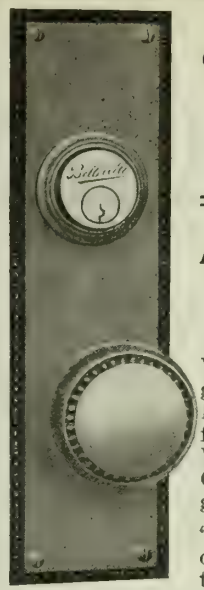
No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

Warranted Pure

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO



"Belleville" Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-Made product that is as good as the best.

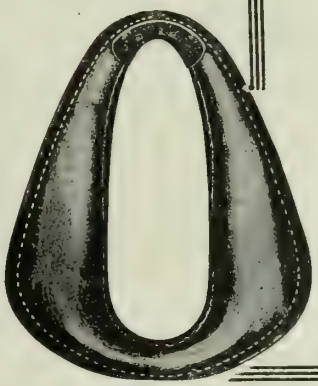
"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

Belleville, Ontario

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Backs, Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 3, black	18.50	.....	11.50
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $31 00
Champion Nic 25 00
Champion Jap 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing.... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing.. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., ball-bearing 34 00
Parlor Queen 37 00
F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac., ...doz $77 00
Household Vac. 63 00
Superba Vac. 92 00
F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN
Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917 Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Ordinary brands. 33 1-3%.
Samson, 25 and 5%.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 35-53
Compression work, standard.. 55
High grade 48
Cushion work 49
Fuller work, standard..... 54
High grade 47
Basin cocks, No. 0 standard.. 53
High grade 49
Nos. 1 and 2, standard 49-53
Bath cocks 55
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 60
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 60
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots. net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

ZINC
For zinc products and zinc sheets see reports elsewhere in this issue.

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 00
In 50-ft. rolls 3 05
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in..... 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

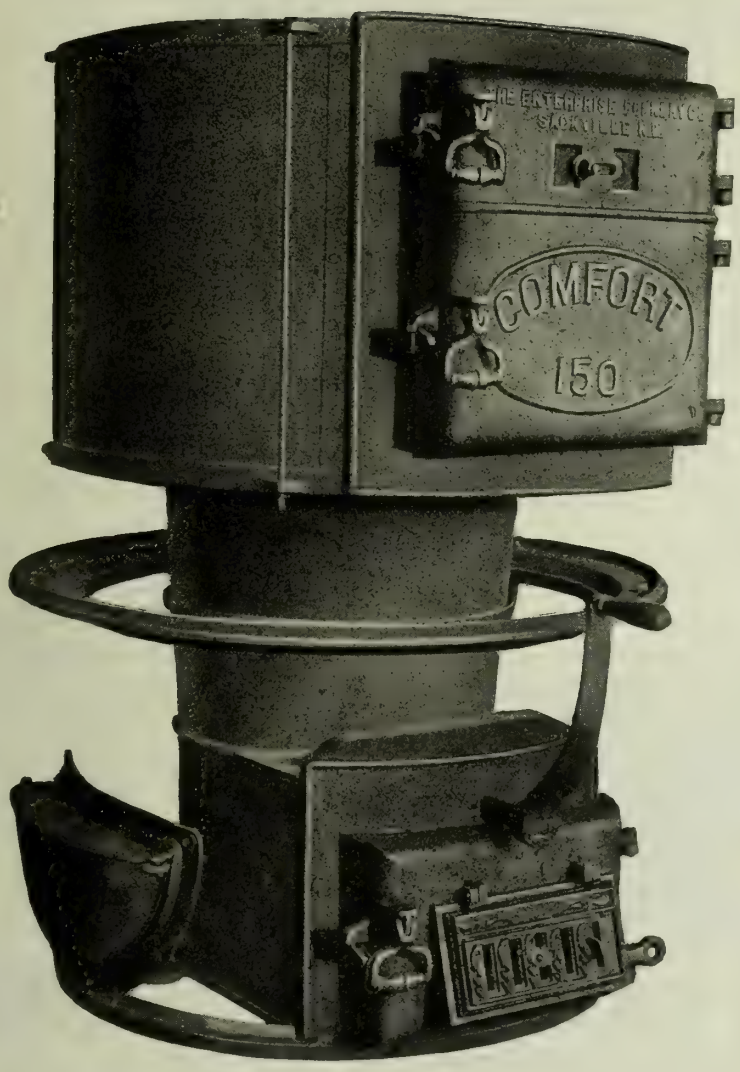
Trimo—	Net prices dozen	Coes—	Net prices dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

Stillson—

6 in.	11 00	18 in.	27 60
8 in.	12 45	24 in.	40 00
10 in.	13 80	36 in.	74 50
14 in.	19 35	48 in.	100 00

Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.

A Bargain in Furnaces



We have in stock a limited number of *No. 150 Comfort Furnaces* as illustrated, which, while unsold, we offer at such a low price as will make it a genuine bargain to any dealer who has a demand for a furnace of this character.

The Comfort is a low down furnace of the most modern type, well made, and a powerful heater. Our only reason for offering these so cheaply is that we have recently altered the pattern and are now making it with straight case direct to the floor instead of with smaller lower section, and wish to clear our warehouse of the older pattern to make room for the new.

Illustrated circular giving full dimensions, with weight and other particulars sent to anyone who is interested in securing a bargain while the chance is open.

Orders filled in turn as received up to the quantity on hand.

First comers will have the advantage.

The Enterprise Foundry Company

SACKVILLE, N.B.

If interested, tear out this pand keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

		Per lb.
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$2 25	$3 38

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	7-12c
Burnt Umber, 100 lbs.	7-12c
Raw Sienne, 100 lb. kegs	7-12c
Burnt Sienna, 100 lb. kegs	7-12c
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06
White ochre, 100 lb. kegs	0 03
White ochre, barrels	0 02½
Yellow ochre, barrels	0 02¾
Spruce ochre, 100-lb. kegs	4-5c
Canadian red oxide, bbls.	0 01⅝
Super magnetic red	2¼-2½c
Canadian red oxide, lb.	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	36-45
Golden ochre, pure	20-22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	0 26
Signwriters' black, pure	27-36
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB	1 70

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated. $1.35 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 25
Genuine, 100-pound kegs, per cwt.	15 75	16 00
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	2 90
Moore's Floor Paint	2 60
Moore's Egyptian Paint	2 40
Moore's Sani-Flat	2 60
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 5
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN	Per 100 lbs. Munro's	C.P. Co.	Bergers
600-lb. bbls.	....	$53 75	$54 50
250-lb. kegs	53 75	54 00	54 75
100-lb. drums	54 75	55 00	55 75
50-lb. drums	54 75	55 00	55 75
25-lb. drums	55 00	55 25	56 00
1-lb. 100s pks.	57 00	57 25	58 00
1-lb. 100s, tins	59 00	59 25	59 00
1-lb. 100s, tins	59 00	59 25	60 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.o.b. Montreal, Toronto.

PUTTY	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal. $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 18½
XX Quality	$0 16½
XA Quality	0 15
X Quality	0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Quality I	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 46-0 50
Johnsons	0 46-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.25
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15
Barrels	1 90	2 00

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

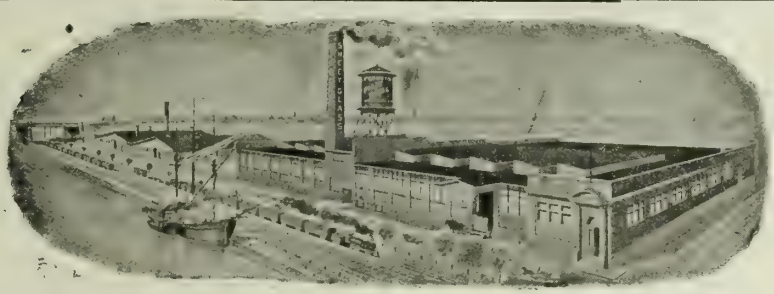
"THE VARNISH THAT LASTS LONGEST"

DOUGALL'S
Transparent Spar Varnish

For exterior work this varnish is unexcelled. When used where the exposure to wind and rain is severe it will give splendid service. This is the one best varnish for front doors and outside work of a like nature. One of the complete Dougall line of quality Varnishes.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.20.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs., and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $5.00 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list. The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil, 3-16 in., $12.50; ¼, $9.75; 5-16, $8.85; ⅜, $8; 7-16, $7.75; ½, $7.50; 9-16, $7.50; ⅝, $7.40; ¾, $7.25; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, $1.35 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger ,$6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; 1 in., $6.40.

IRON GALVANIZED	Apollo and	"Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.15 dozen. Mrs. Pott's improved, $1.50 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 22. Dash-board	11 25
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10.00; cutter, $10.00.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline" engine coal oil, 18½c; Summer black oil, 21c; eKlso 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.35; Stephen's House, $3.10; Stephens' Floor, $2.70; Silkstone, $2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $9.60 per doz.

WROUGHT IRON PIPE

See charge on pipe.

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51(30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, [illegible] full polished, $13; 18 x 24, half polished, $12; full [illegible] $13; 20 x 28, half polished, $1[illegible] full polished, $13.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 26½c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	[illegible]
22-24 gauge	[illegible]
26 gauge	10 [illegible]
28 gauge	10 90

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $11.50 per doz.; D.H. Rd. Pt., $11.50 per doz.; L.H., Sqr. Pt., $11.50; L.H. Sqr. Pt., $11.50; D.H., Rd. Pt., $11.50; Bulldog and Jones, D.H., Rd. Pt., $12.35; D.H. Sqr. Pt., $12.35; L.H., Rd. Pt., $12.35; L.H., Sqr. Pt., $12.35; Black Cat and Crescent Scoops—No. 4, $13.70 doz.; No. 6, $14.60; No. 8, $15.55; No. 10, $16.50; Moose and Jones Scoops, No. 4, $15.15; No. 6, $16; No. 8, $16.85; No. 10, $17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base, spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $$7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list; full boxes, iron, 10% on list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., F. William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

If you sell paint, you might as well sell a line that ranks with the world's Best

PAINT

that has a reputable name behind it is the paint to sell; paint that will give your customers ample value for their money; paint that induces repeat orders. That paint is the celebrated

Stephens

REGISTERED TRADE MARK

Paints for all Services

Dealers should avoid selling bargain lines put up under special labels. As a rule they lack quality and substance, and disappoint the user. You can't afford to lose your hardware customers by selling them these cheap lines. Sell your customers a standard reliable line like "Stephens," and you will run no risks of disappointing anybody.

The Stephens agency is a live proposition for you if you are not handling it. Get in touch with us.

MANUFACTURED BY

G. F. STEPHENS & CO., Ltd.

PAINT AND VARNISH MAKERS

WINNIPEG, CAN.

Branch at Calgary, Alberta

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the coninent with a condensed advertisement in this paper.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

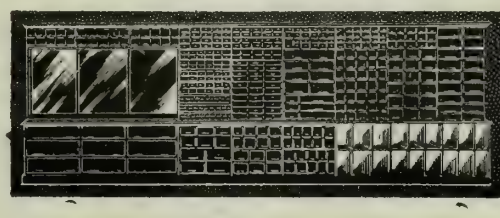
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

Kindly Mention This Paper When Writing Advertisers



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

OWL METAL

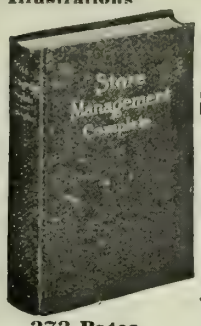
THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG, MAN.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to Retail Advertising Complete
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.10. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

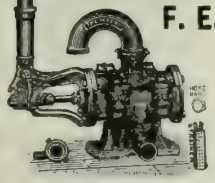
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

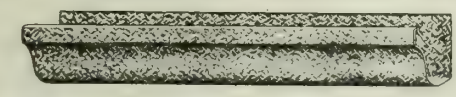
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg



WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,
Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested, tear out this p and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Bridge
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.
Valentine & Co., New York and Toronto.

Paint, Cement Coating
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto

Paint, Flat Wall
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Floor
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, House Colors
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar MONTREAL

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly—packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

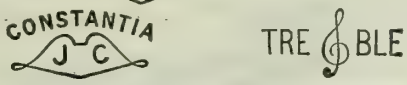
Improved Patent Flush Handle

CHESTERMAN'S

MEASURING TAPES

Linen, Metallic and Steel

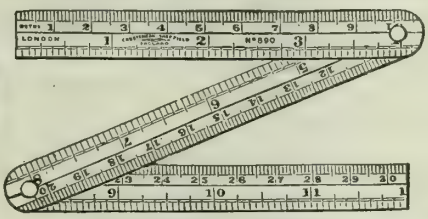
TRADE MARKS



TRE BLE

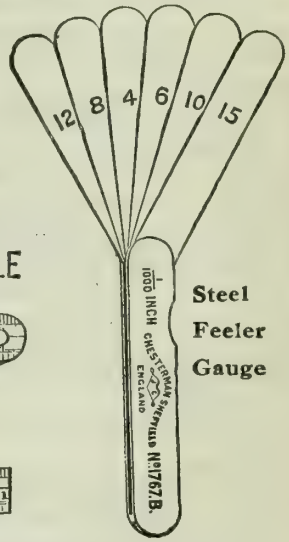
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

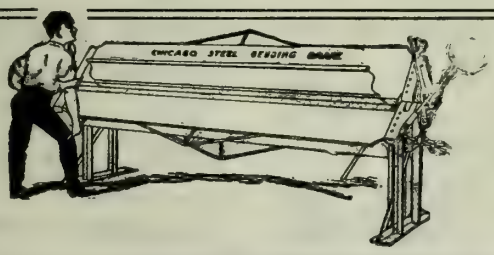


Steel Rules, Gauges, etc.

Engineers' Small Tools



Steel Feeler Gauge



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers, in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Canadian National Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.

Latches
The Stanley Works, New Britain, Conn.

Lead, Block
John Oakey & Sons, London, Eng.

Lead, Sheet
Hoyt Metal Co., Toronto.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. F. Beauchamp & Co., Montreal, Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead Traps and Bends
Hoyt Metal Co., Toronto.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto.
Northern Electric Co., Montreal.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

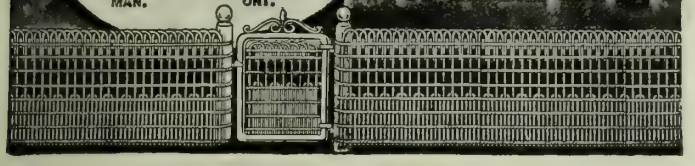
YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

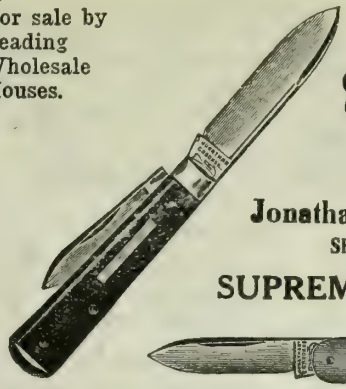
Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates Write today.

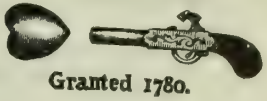
BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.



For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Corn and Bean Planters

The old and reliable King of the Field is the one asked for—also made with pumpkin seed attachment or with fertilizer attachment.

OTTERVILLE MFG. CO., LIMITED
OTTERVILLE, ONTARIO

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

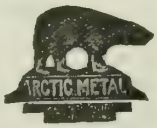
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Arctic Metal



QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Spring Shackle Bolts
Canadian Winkley Co., Windsor.

Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stable Fittings
Beatty Bros., Fergus, Ont.

Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Fittings, Steel
Dillon Mfg. Co., Oshawa, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers,
National Machinery & Supply Co., Hamilton.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.

First Plan Out Your Work Then Work Out Your Plan

Every hardware merchant should give special attention to his campaign for Fall and Winter business this year.

New conditions have arisen and continue to develop every day which will make it impossible to successfully follow out all the old ideas that may have done yeoman service in former years.

HARDWARE AND METAL is getting ready to help you! The Annual Fall Number, to be issued August 25, will contain many fine ideas that you can easily adapt to your own business, and incorporate in your plans for Fall and Winter.

Be ready to extend an unusually cordial welcome to this, the best of all HARDWARE AND METAL'S Annual Fal Numbers.

CLASSIFIED LIST OF ADVERTISEMENTS

Varnishes
Valentine & Co., New York and Toronto.

Vises, Household
National Machinery & Supply Co., Hamilton.

Wads
Remington Arms-Union Metallic Cartridge Co., Windsor.

Wall Board
Beaver Companies, Ottawa, Ont.
Bird & Son, East Walpole, Mass.

Washers
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.

Wash Stands
Wakyte Mfg. Co., Winnipeg.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Waste, Cotton
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton

Water Bowls
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Well Curbing
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg.

Whitewash Outfits
Collins Mfg Co., Toronto.

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.

Whisks
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John

White Lead
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Leamont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal.

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cutters
Northern Electric Co., Ltd., Montreal.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Wire Rods
Steel Co. of Canada, Ltd., Hamilton.

Wood Finishes
R. C. Jamieson & Co., Ltd., Montreal.

Wood Screws
Canadian Tube & Iron Co, Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches & Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Car
Dillon Mfg. Co., Oshawa, Ont.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt.

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg.

You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

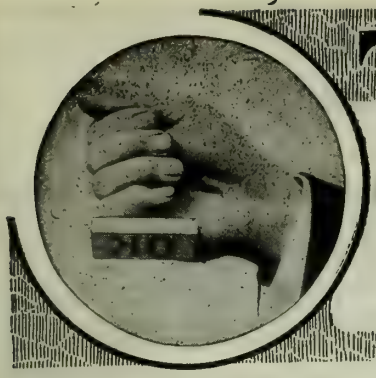
256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

If interested, tear out this page and keep with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

STENCIL INKS
MEDALS
Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

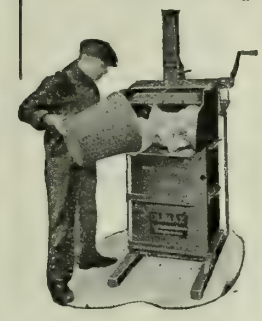
Trulite The Original Short Globe Lantern.
Made only by
Ontario Lantern & Lamp Co.,
HAMILTON, CANADA Limited

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Strong, Serviceable Trucks of all Kinds
Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.
John Watson Mfg. Co., Ltd.
Winnipeg

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto. 52 Canada Life Bldg., Montreal.

Waste Paper Balers



"CLIMAX"
ALL STEEL
Turn your waste paper into money. 12 sizes. $22 50 up
Send for Catalog.
Climax Baler Company
Emerald St.
Hamilton, Ont.

FOOD CHOPPERS
Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BOLTS, RIVETS, WIRE & WIRE NAILS
Quality Rite Prices Rite
Quick Service

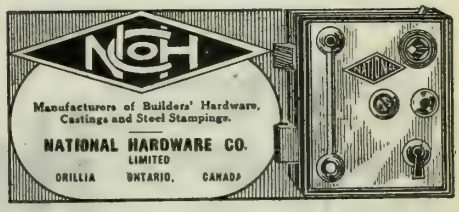
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

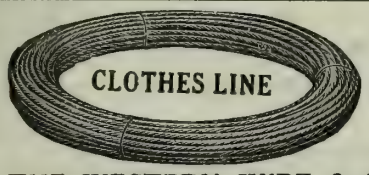
SPRAYERS
We are makers of several kinds of Sprayers—Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.
THE COLLINS MFG. CO.
415 Symington Ave., Toronto

Hardwaremen
You should stock a James Bros. Feed Cooker. Write for circular and prices to
James Bros. Foundry
PERTH, ONT.

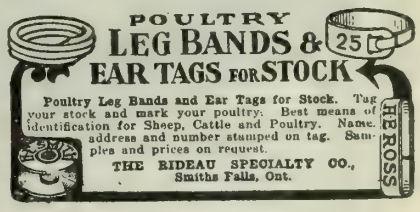


ENAMELLED STEEL BATH
Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.
The Steel Trough & Machine Co., Limited, Tweed, Ont.

A QUALITY LAMP Behind Every Label
MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE
Smoothest and most pliable made.
Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.
THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.



INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Adamson Mfg. Co. 8
American Pad & Textile Co... 10
American Shearer Co. 1
Atlas Metals & Alloys Co..... 47

Banwell-Hoxie Wire Fence Co. 73
Barnett, G. & H., Co. 61
Barton Netting Co., Ltd., The. 20
Belleville Hardware & Lock Mfg. Co. 57
Berry Bros. 51
Brandram-Henderson Co. 49
Brown, Boggs Co., Ltd..... 13
Buck Bros. 8

Cameron & Campbell 67
Canada Dry Cells, Ltd..Front cover
Canada Metal Co. 15
Canada Steel Goods Co. 6
Can. Consolidated Rubber Co... 22
Canadian Linseed Oil Co..... 57
Canadian Tungsten Lamp Co... 77
Can. Tube & Iron Co..... 75
Can. Yale & Towne, Ltd..... 1
Canadian Tube & Iron Co., Ltd. Inside front cover
Cane, Wm., & Son 12
Carter White Lead Co. 8
Chatillon & Sons, John 18
Chesterman & Co., Jas. 71
Coghlin, B. J., Co., Ltd..... 71
Collette Mfg. Co. 12
Collins Mfg. Co. 77

Crooks, Jonathan, & Son 73
Cummer-Dowswell, Ltd. 12

Davidson, Thos. 4
Dominion Iron & Steel Co..... 80
Dominion Linseed Oil Co..... 15
Dominion Sheet Metal Co..... Inside back cover
Dougall Varnish Co., Ltd., The 61

Factory Products 19

Goodell-Pratt C...Inside front cover
Granatstien & Sons 73
Gutta Percha & Rubber Co... Inside back cover

Hamilton Stamp & Stencil works, Ltd 77
Hendryx, Andrew B. ..... Inside back cover
Howland, H. S. 7
Hoyt Metal Co. 78
Hutton, Jas. 73

International Nickel Co., The. 67

James Bros. 77
Jamieson & Co., R. C. 47
Jenkins & Hardy 77

Kinzinger, Bruce & Co., Ltd.. 77
Kirkwood & Sons 18

Laidlaw Bale Tie Co..... 51
Lamplough, F. W., & Co..... 77
Landers, Frary & Clark..... 2
Lewis Bros., Ltd. 3
London Foundry Co..... 12
London Rolling Mills Co. 67
Lufkin Rule Co..Inside back cover

MacLean's Magazine 21
Manitoba Engines, Ltd. 18
Martin, The L., Co. 77
McAvity, T., & Sons 12
McComb, J. H. 71
McDougall, R., Co. 18
Metallic Roofing Co. 13
Moore, Benjamin & Co., Ltd.. 53
Morin, J. H., & Co. 69
Morrison, James, Brass Co..... 4
Myers, F. E., & Bro..... 69

National Hardware Co..... 77
Nicholson File Co..... 14
North Bros. Mfg. Co..... 10
Northern Bolt, Screw & Wire Co., Ltd. 77
Nova Scotia Steel & Coal Co.. 69

Oakey, John, & Sons..... 69
Ontario Lantern & Lamp Co... 77
Otterville Mfg. Co. 73
Owl Metal Co., Ltd. 69

Parmenter, Bulloch Co., The.. 77
Plewes, Ltd. 77
Pink, Thos., & Co..... 20
Port Hope File Mfg. Co. 16
Prairie City Oil Co. 18
Pratt & Whitney 1
Progressive Mfg. Co. 71

Ramsay, A., & Sons 53
Reeder-Weeks Co. 63
Reliance Ink Co. 69
Renfrew Machinery Co. 16
Rideau Specialty Co. 77
Royal Iron Mfg. Co. 19
Russell-Jennings Co. 73

Samuels, J. 16
Sharratt & Newth 67
Sherwin-Williams Co. 55
Shipman, J., & Son 77
Simonds Canada Saw Works.. 14
Specialty Paper Bag Co..... 16
Standard Tube & Fence Co., Ltd. 73
Stanley Rule & Level Co. 10
Stanley Works 24
Starrett, L. S., & Co..... 5
Steel Bending Brake Co., of Canada, The 71
Steel Co. of Canada, Ltd. 9
Steel Trough & Machine 77
Stephens, G. F., & Co..... 63
Still Mfg. Co., J. H. 77

Taylor-Forbes Co. 18
Tallman Brass & Metal Co.... 73
Terry & Sons, Ltd., Herbert.. 20
Tire Import Co. 80
Toronto Lock Mfg. Co..... 11
Toronto Plate Glass Importing Co. 61
Trees, Samuel, & Co..... 57

Victor Saw Works, Ltd..Back cover

Watson, John, Mfg. Co..... 77
Western Wire & Nail Co..... 77
Wheeler-Bain 69
Wilckes-Martin-Wilckes Co. ... 77
Wilkinson & Kompass 57
Williams Bros. & Piggott..... 51
Woods, Walter, & Co..... 17
Wrought Washer Mfg. Co..... 20

Wanted

SITUATIONS WANTED

ACCOUNTANT, THOROUGH, WITH 18 years' successful experience in hardware and metals; credits and collections my specials; want a better position; married; age 36. Address, Box 567, Hardware and Metal.

COMPETENT HARDWAREMAN CAPABLE OF taking charge would like to make change at once or in the fall; best references Box 566, Hardware and Metal.

EXCEPTIONAL OPPORTUNITY FOR PROgressive hardware firm to acquire good man; thoroughly experienced manager, bookkeeper or salesman; good reference; ineligible for military service. Box 17, Hardware and Metal.

FOR SALE

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

FOR SALE

COMPLETE OUTFIT FOR FURNISHING store, wall shelving, tables, mirrors, etc., quartered oak, slightly used. For particulars apply to Jones Bros. & Co., Ltd. (Western), 437 Main St., Winnipeg, Man.

BUSINESS CHANCES

HARDWARE, BOOT AND SHOE BUSINESS for sale; clean stock; good surrounding country; doing good business; owner retiring from business. Robert Neilly, Bradford, Ont.

AGENCIES WANTED

MANUFACTURERS, JOBBERS—I MAKE A specialty of supplying the homes of Southern Alberta with all the labor saving machines and appliances I can find on the market. Stock Depot, Lethbridge. Roy Little, 1258 6th Ave. A., South, Lethbridge, Alberta.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

NAILS

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

QUICK SHIPMENT—a complete stock available at MONTREAL and SYDNEY.

Timco Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retails $2.25 a Quart Tin.

Packed in half dozens. Carriage prepaid to all points east of the Rockies on orders for half dozens or more.

Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

THE TIRE IMPORT CO., LIMITED
544 YONGE ST. TORONTO

The Crop and Business

In view of the great importance of the crop in relation to the Empire's food supply and Canada's business prosperity, THE FINANCIAL POST will present each week a special article dealing with the developments in a broad way and as they affect the business situation as a whole. This article will be edited by F. M. Chapman, Editor of The Farmer's Magazine, who will have direct and authoritative information on the Western Canadian situation supplied regularly by Miss Cora Hind, a former member of our staff, but now Agricultural Editor of the Manitoba Free Press, a publication whose information for some years has not taken second place even to the current Government statistics. Miss Hind's service will be supplemented by reports from the Provincial Departments of Agriculture from time to time.

THE POST believes that this special on agricultural conditions as presented to the readers of THE POST will prove a very valuable guide to the manufacturers and business men, as well as to the investing public as to the developments of the crop in relation to general business and financial affairs.

This is only one of the many news features that THE POST gives its readers every week. It has become so valuable that thousands of them renew year after year.

The Financial Post of Canada

143-153 University Avenue
Toronto, Ontario

If interested, tear out this page age and keep with letters to be answered.

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

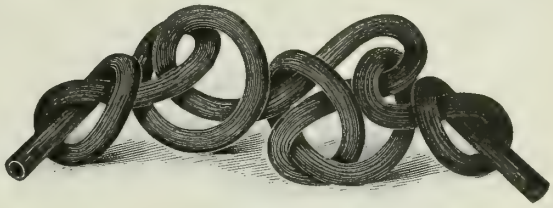
A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

The Garden Hose That Doesn't Kink



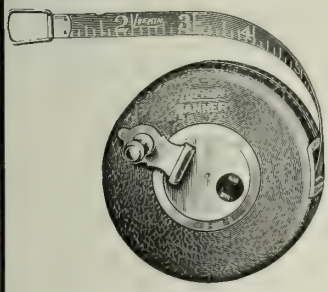
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

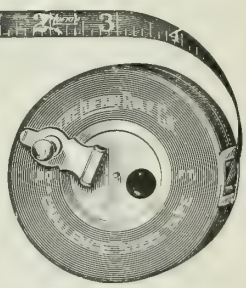
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

THE NEW POPULAR PRICED



LUFKIN "Banner" Steel Tape



Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape

It has *Instantaneous* Readings. Foot number at each inch. Originated by us.

It also has metal-lined case, push button, etc. SELLS AT A PRICE WITHIN REACH OF MANY USERS OF WOVEN TAPES.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

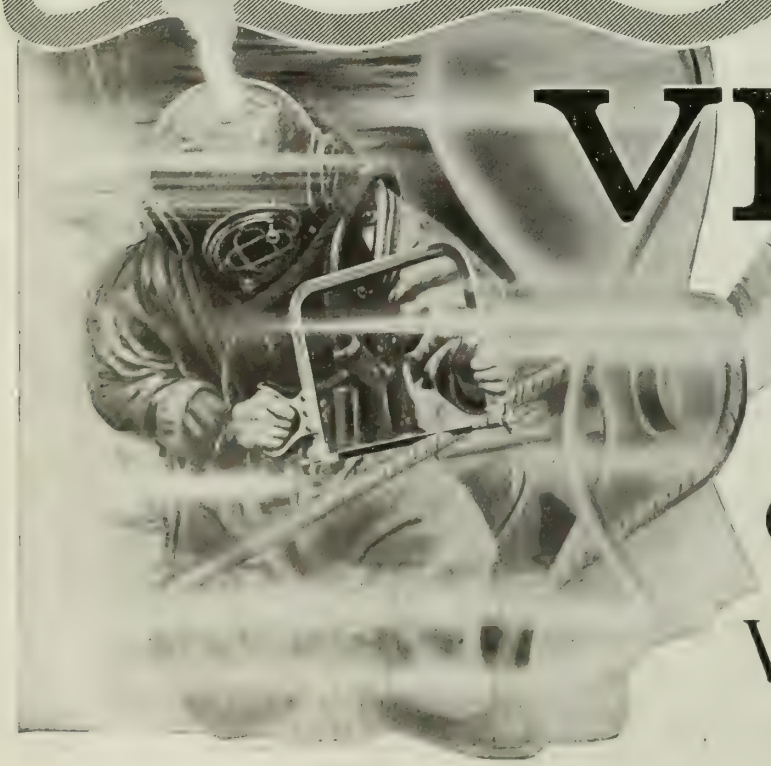
Where Every BLADE COUNTS

VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM



VICTOR
Flexibles

VICTOR HACK SAWS

VICTOR SAW WORKS LTD.
HAMILTON, CANADA

HARDWARE AND METAL

Vol. XXIX No. 30 | PUBLISHED EVERY SATURDAY SINCE 1888 | July 28 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

THE SPHINX IS BRITISH

BRITISH in the sterling quality of material and of workmanship, Sphinx Spark Plugs are made specifically—not just adapted—to meet the requirements of American engines.

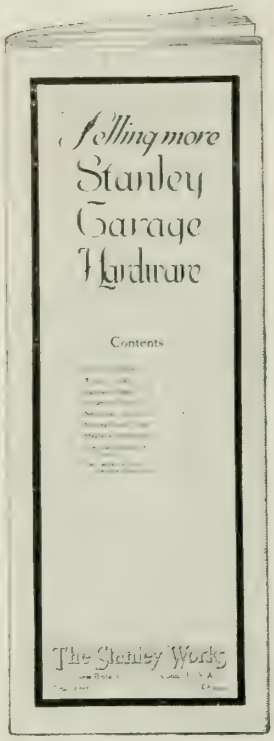
Sphinx Plugs are sparking on British behalf in every theatre of war. Every part is perfect. There's a standing guarantee to replace ***at any time,*** free and promptly, any Sphinx Plug not found flawless in workmanship or material.

The Sphinx solves every plug problem—is without rival for reliability—is indifferent to high speed or low, to engines over-oiled or overheated — has insulator of Sphinx-made steatite—is easily detached for cleaning.

To push Sphinx Plugs is to win the goodwill of customers —and the dealer's profit is generous.

Sole Agent for the Dominion:
W. T. EVANS, 1684 ST. URBAIN STREET, MONTREAL

SPHINX



12 x 4½ inches

On Selling More Stanley Garage Hardware

WE are doing our part—we are telling the architect, the builder and the garage owner about the merits of the hardware which we make and which is specially designed for Garage use.

If you are not already selling this good-margin, fast-moving line you should investigate it.

We're prepared to help you build up your business on this profitable line.

If you stock Stanley Garage Door Holder No. 1774 we will send you a sales-making Mounted Sample. If you stock STANLEY Garage Hinges No. 1457 also, we'll send a handsome Window Display Cut Out.

We will send Signs, Display Cards, Folders and Booklets (imprinted with your name and address), a series of trade-producing Newspaper Advertisements, Moving Picture Slides, and our Booklet, "The Man Behind the Counter," which tells the story of Stanley Garage Hardware in an easy-to-read, interesting way.

All these helps are illustrated in the booklet, "Selling More Stanley Garage Hardware," which will be sent you on request.

Why not write for it to-day?

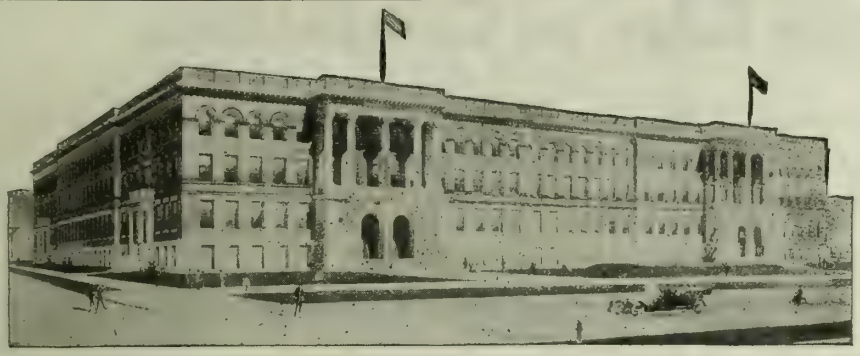
The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Coristine Building, Montreal

Toncan Metal News

Vol. I. No. 10 | Published in the Interest of Better Sheet Metal | July, 1917



Utica Free Academy and Technical High School, Utica, N.Y.

DOES TONCAN METAL INCREASE THE COST OF A BUILDING?

A Comparison with Steel

This question is often asked, but can only be answered when the material that will be considered as an alternative is known.

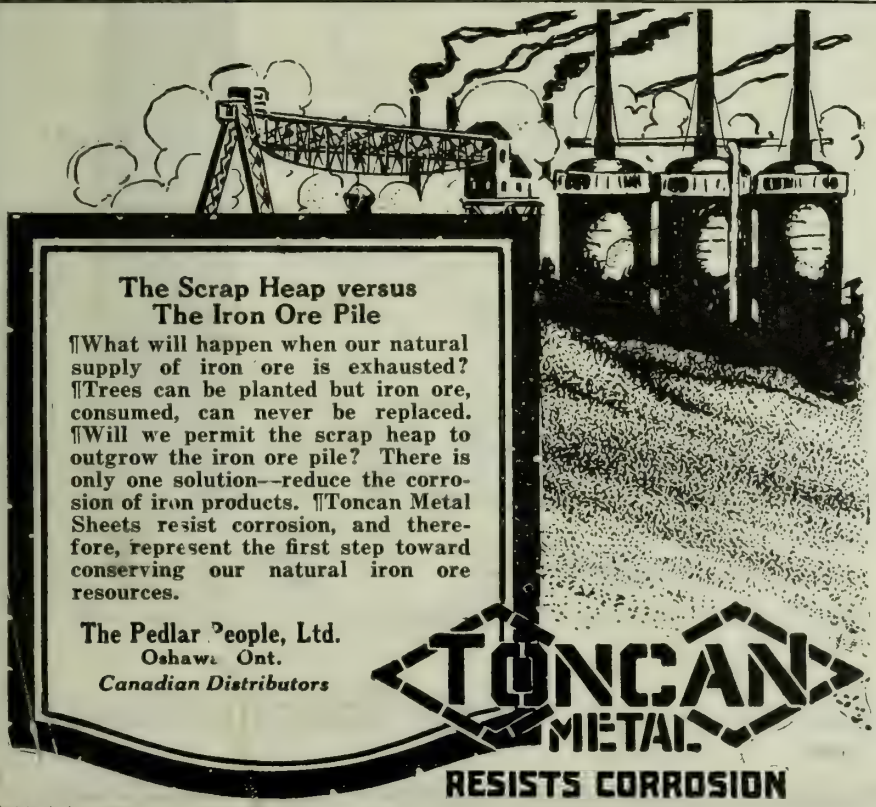
Compare it with Steel roofing, for instance. Say that steel on a certain small job costs $15.00 and the labor cost is $15.00, or a total of $30.00. Toncan Metal on the same job would cost about $16.50 for the metal, whereas the labor would cost the same. The difference in cost would be $1.50, or about 5 per cent.

As the job increases in size, the proportionate increase is much less; in fact, the difference is almost insignificant.

It has been definitely determined that Toncan Metal Conductor Pipe and Trough on a dwelling would not increase the cost on an average more than $2.00 over steel.

Consider also that when other roofings are used it is necessary to add to the cost sufficient to take care of frequent repairs and replacements.

Summed up, Toncan Metal may slightly increase the first cost, but decreases the ultimate cost of a building.



TEN TONS FOR CORNICE AND CAPPING ALONE

Toncan Metal Used on Immense Utica Building

Ten tons of Toncan Metal Galvanized Sheets were used for cornice and capping on the Utica Free Academy and Technical High School, Utica, N.Y.

The size of this building can be easily conceived from the amount of sheet metal used for the cornices and capping, and the necessity of avoiding frequent replacements and repairs is readily apparent.

Sheet Metal work of this kind is too often slighted and naturally a high maintenance expense is the result. In this instance the architects took into consideration the constant presence of corrosive influences and to combat these conditions specified Toncan Metal Corrosion-Resisting Sheets.

The moderate first cost of Toncan Metal as compared with other materials is an added reason for its use wherever economy is a factor.

Some of the most discriminating architects in the country are specifying Toncan Metal Sheets for every purpose where sheet metal can be used, namely: Roofing, Eavestrough, Conductor Pipe, Window Frames, Ventilators, Skylights, Refrigerators, Lath, etc. As a result it is a common sight to find in some of the finest structures erected Toncan Metal being used for any of the purposes above mentioned.

ANSWERS TO QUESTIONS

D.S.I.: Do not use copper sheets or nails in connection with any sheet metal made from iron ore. It causes corrosion.

A.L.M.: 2", 2½" and 3" Corrugated and V-Crimp Roofing (without sticks) prices represent the base on which all roofing differentials are computed.

J.J.A.: For ornamental roofing, use Toncan Metal Spanish Tile or Toncan Metal Shingle.

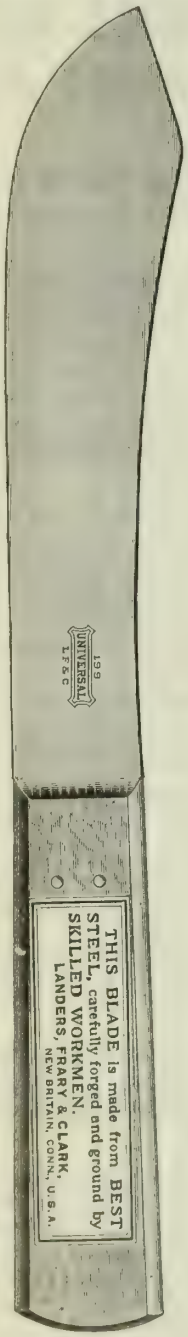
G.J.S.: For painting Toncan Metal Roofing use red lead, iron oxide, metallic brown or venetian red paint with pure linseed oil.

A.E.H.: If in doubt, send us a piece of the material and we will analyze it to determine whether it is actually Toncan Metal.

If interested, tear out this page age and keep with letters to be answered.

Universal Cutlery

Gives You the Edge on Competition



No. 199
UNIVERSAL
Butcher Knife
Cocobolo Handle

Men that wield a Butcher Knife from morning to night are more than apt to make their purchase a call for Universal.

The strenuous searching wear to which the Butcher Knife is subjected gives them a wholesome respect for the knife with the Universal trade-mark on the blade.

National advertising of Universal Cutlery has familiarized the public with the quality which has been well and favorably known to the trade for over fifty years.

We Go to Every Quality Extreme to Make the Universal Line Supreme

The greatest pains in manufacture and inspection are taken to insure the perfection of each piece that is shipped from the factory.

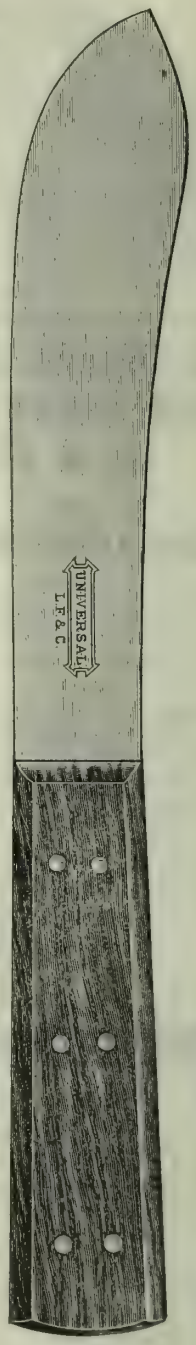
Complete and expensive equipment together with large production enables extra value to be given and a thorough uniformity to be preserved in the manufacture of each product.

When next your stock of cutlery is low write in for Universal. The trade mark on each piece is our assurance to you and your pledge of quality to your customers.

UNIVERSAL

Canadian Representatives:

A. MacFarlane & Son, Montreal



No. 2000
UNIVERSAL
Butcher Knife
Boxwood Handle

Landers, Frary & Clark **New Britain, Conn.**

If interested, tear out this page and keep with letters to be answered.

THE PURPOSE

OF

LEWIS BROS.

LIMITED

MONTREAL

Mail Order Service

is to help the customer to have his goods when he wants them

We carry heavier stocks and more complete assortments than are shown by any other

Wholesale Hardware

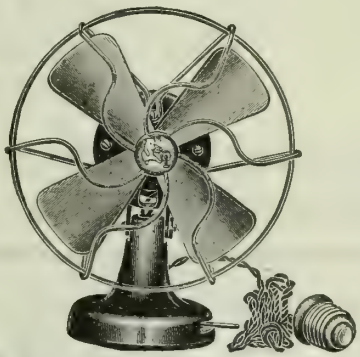
House in Canada

Quick Service

Polar Cub Electric Fan

$7.50

It's as good in every respect as any of the high-priced fans.



Adjustable to any angle

BLADE 6" HEIGHT 8"

WEIGHT 3 LBS. 5 OZ.

Equipped with 8-foot cord and plug.

Even at the above low price it pays the retailer a good profit

Don't judge it by the price

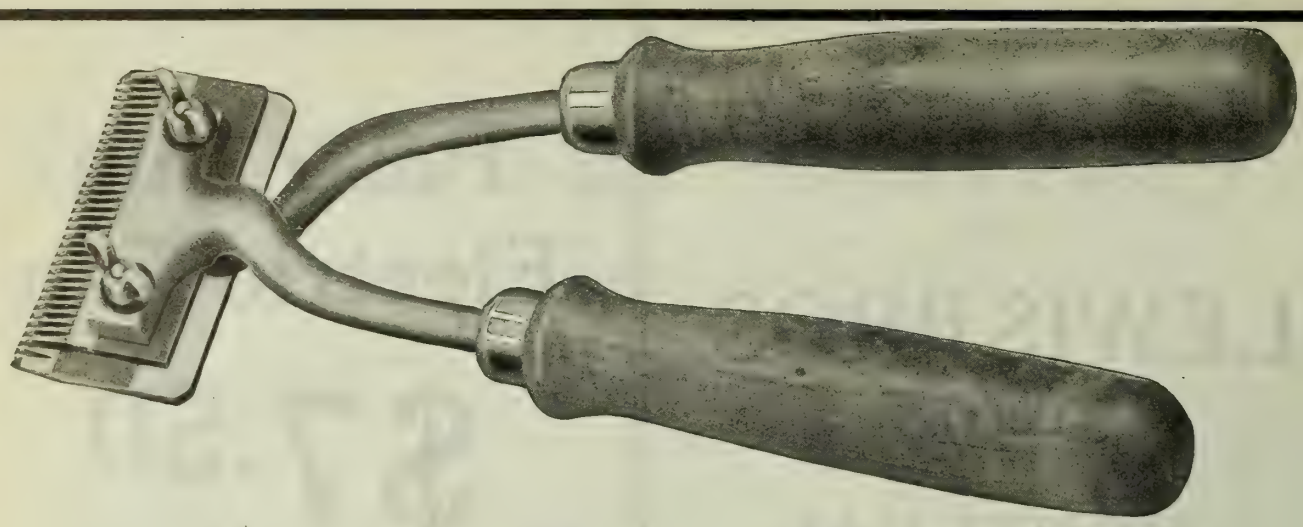
LEWIS BROS.

LIMITED

AGENTS

MONTREAL

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

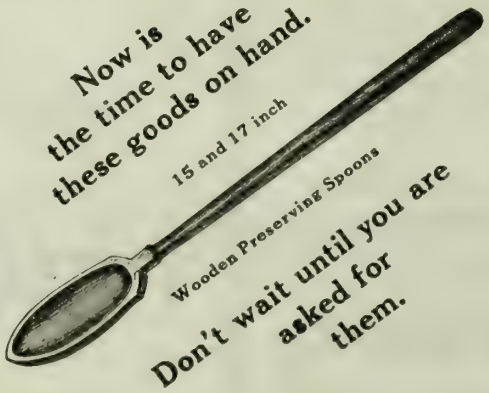
Wiebusch & Hilger, Ltd.
New York City

Enameled Preserving Kettles and Berlin Pots

MADE IN OUR FAMOUS

COLONIAL, PREMIER AND BRITANNIC WARES

Preserving Kettle in sizes from 2 to 30 quarts

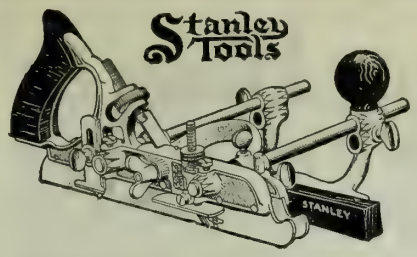


Kitchener Pot in sizes from 1 to 18 quarts

The Thos. Davidson Manufacturing Company, Limited

Montreal Winnipeg Toronto

If interested, tear out this page and keep with letters to be answered.



Notwithstanding price advances

STANLEY TOOLS

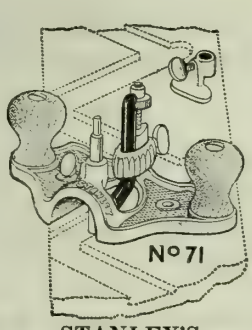
are always worth the money.

Stanley "Forty-five"

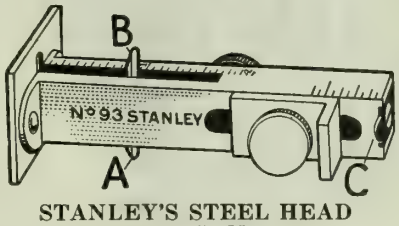
Seven Tools in One

(1) Beading and Center-Beading Plane; (2) Rabbet and Filletster Plane; (3) Dado Plane; (4) Plow Plane; (5) Matching Plane; (6) Sash Plane; (7) A Superior Slitting Plane.

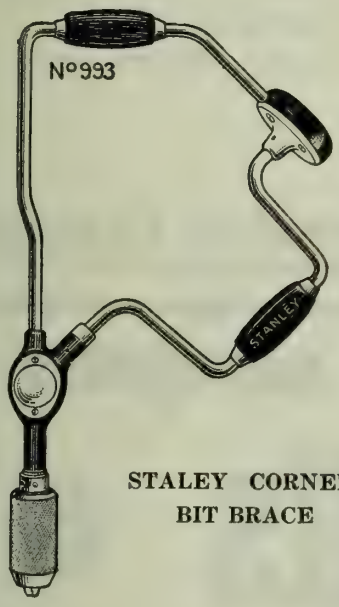
Extra cutters may be used to advantage by substituting specially formed detachable bottom. Carpenters will find this tool almost invaluable



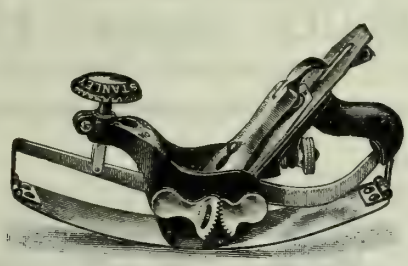
STANLEY'S ROUTER PLANE



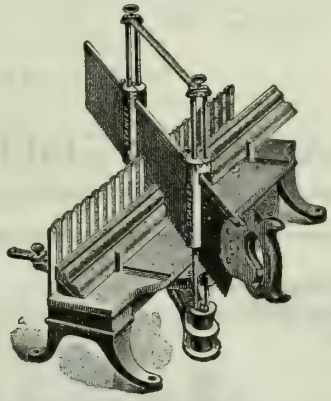
STANLEY'S STEEL HEAD BUTT GAUGE



STALEY CORNER BIT BRACE

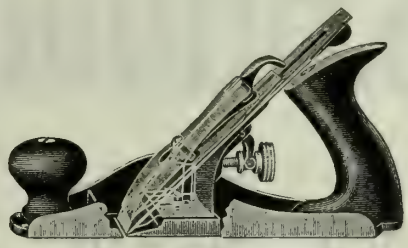


No. 113 CIRCULAR PLANE

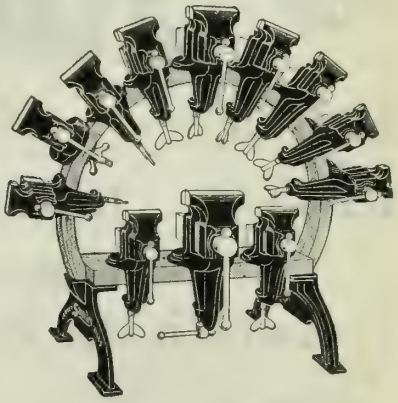


STANLEY MITRE BOXES
Complete with Saws
All sizes in stock.

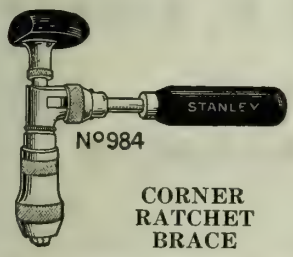
HORWOOD SCREW DRIVERS
Blade shank and head formed of one piece of steel.



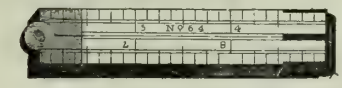
BAILEY PLANES



STANLEY ASSORTMENT VISES



CORNER RATCHET BRACE



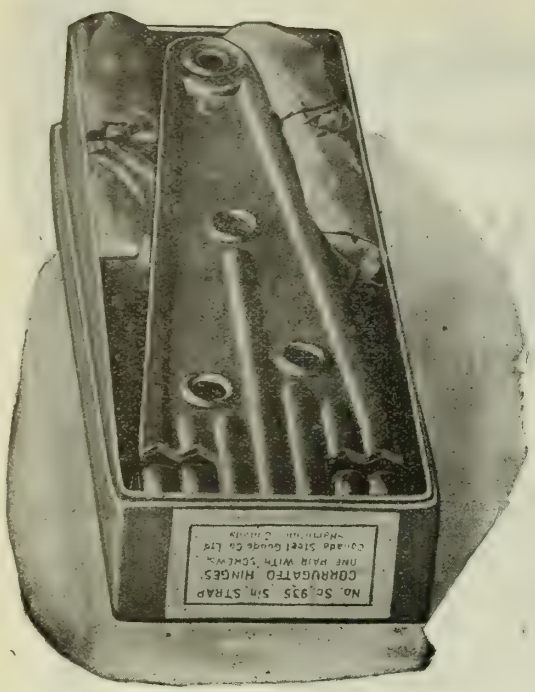
STANLEY RULES ARE ACCURATE

WHOLESALE DISTRIBUTORS

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL — ATLAS

TENAXAS — TIN-TOUGHENED — MASCOT — W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — THEY MAKE GOOD EVERYWHERE

Large Stocks — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

Manufacturing Standards

EVERY coil of Plymouth Rope bears our name and carries the familiar Ship trade-mark stencilled on the burlap cover, denoting highest quality cordage.

Plymouth Rope always sustains its reputation, for its quality is *uniformly* high. This quality is assured by rigidly maintained manufacturing standards and by the Plymouth policy of producing rope of one grade only.

It is our facilities, devices and formulas of manufacture, our expertness in the selection and blending of the fiber, achieved through 93 years of rope-making, combined with skilled and honest workmanship that insures better and longer service-giving value in Plymouth Ship trade-marked Rope and Cordage.

Plymouth Rope is widely distributed. You can readily obtain it from your favorite jobber.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

THEIR UNDERLINES MIXED

The Morrison People Object to the Names of Their Products Being Changed. The Name of an Inanimate Object is Just as Important as That of a Human Being

Call Bill Jones, Jack Brown and Bill is going to tell you about it pretty quick. And Bill is right too for the name, though it doesn't change the man, is his official identification mark. Just so with a Relief Valve or a Gland Cock.

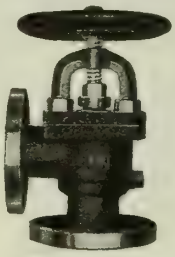
In the June 30th issue of Hardware and Metal a most interesting article appeared on the history of the James Morrison Brass Mfg. Co., in the border of which a great number of cuts were used, illustrating part of the Morrison line, of which the seven shown below formed part.

These during the last-minute rush going to press were transposed and their underlines unfortunately identified the wrong articles.

Though the name does not change a Bronze Beaver Angle Valve into something else it is an error to those who know.

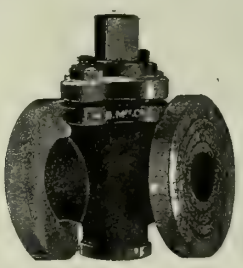
Accuracy has always been the Morrison policy in their manufacturing, and also in their selling, of which advertising forms a most important part. Any line bearing the "Morrison" name is absolutely dependable, and any statement the Morrison people make in their advertising they back up absolutely.

Model "C" Safety Valve



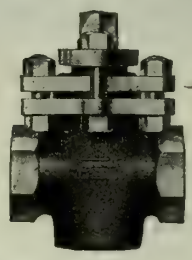
Beaver Angle Valve (Bronze)

Beaver Safety Valve



Gland Cock

Relief Valve



Asbestos Packed Cock

J-M-T. Reducing Valve (Iron Body)

THE JAMES MORRISON BRASS MFG. CO., LTD., 93-97 Adelaide St. West, Toronto

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

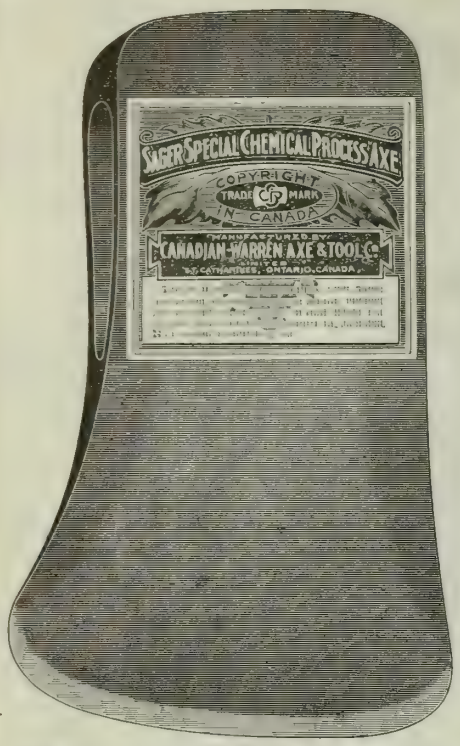
AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

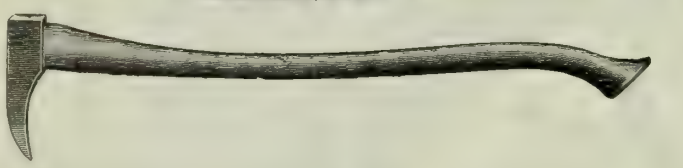
If interested, tear out this page and keep with letters to be answered.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

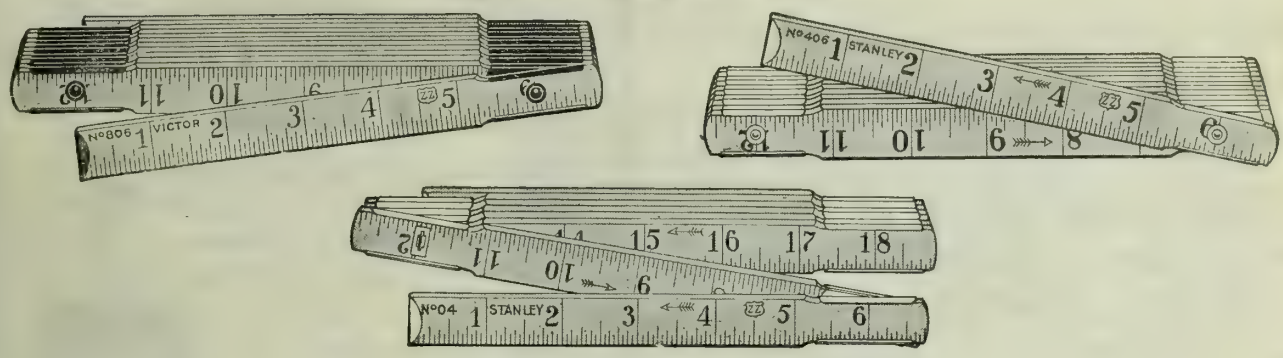


MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., 326 9th Ave. W., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



"ZIG-ZAG" RULES

The term "ZIG-ZAG" as applied to folding rules made of flexible wood is a trade-mark belonging to this Company. This trade-mark is stamped on the rules either at full length or in its abbreviated form "ZZ."

The Joints used in "ZIG-ZAG" rules are made in two distinct styles, the Concealed Joint, in which there is no hole through the wood, and the Rivet Joint, in which the rivet is carried through both wood and joint. Both styles contain a stiff spring which holds the rule rigid when open, even in the longest lengths.

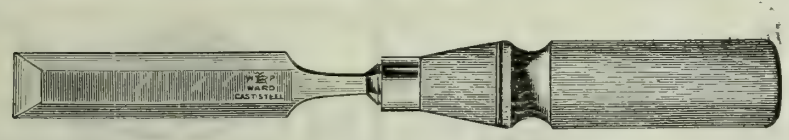
Several other patented features add special value to the Stanley and Victor rules.

Made in all standard lengths and finishes.

Be sure your stock of Folding Rules all bear the name "ZIG-ZAG" or "ZZ."

MANUFACTURED BY

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



ALWAYS IN DEMAND

WARD & PAYNE'S

CELEBRATED LIGHT EDGE TOOLS

Every user of Chisels, Gouges and other light edge tools has supreme confidence in Ward & Payne products. Known the world over for the excellence of their serviceable qualities.

Anvil Brand products have stood the test of a 100 years.

W P

Largest Makers of Light Edge Tools in the World.

WARD & PAYNE, SHEFFIELD
CABLES: WARD, SHEFFIELD.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal
SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

"To Sell Files You Must Know Them"

We were impressed when reading this sentence recently.

The truth of it explains why some hardwaremen hold their tool trade against all comers.

They know the good qualities of every tool they handle.

To them "Famous Five" Files bristle with good points (figuratively as well as literally). They will tell you of their fine balance; of the hardness of the steel and the accuracy and sharpness of their teeth. The advice of these men is absolutely sound in regard to the best file to use for a job.

We are proud of the fact that all such hardwaremen sell "Famous Five" Files. They know them and specify them when ordering.

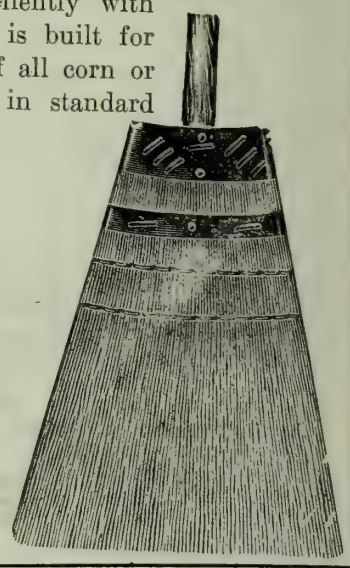
TRADE MARK KEYSTONE BRAND REGISTERED

Dealers are Enthusiastic

over the new

METAL CASE KEYSTONE STAPLE BROOM

It is repeating excellently with their customers. It is built for the heaviest work, of all corn or corn and bamboo, in standard weights.

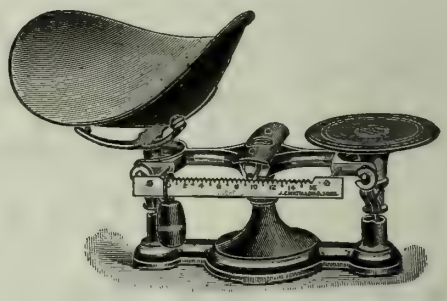


Write for prices, etc., to

Stevens-Hepner Co., Limited

Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.



A Scale for Every Customer

With every sale a profit to you and satisfaction to the purchaser.

Since 1835 we have been making a complete line of scales second to none.

Scales for every purpose in every style and capacity —strong, durable and accurate.

They will bear the most critical government inspection.

It is profitable to handle a line which renders such satisfaction and, moreover, our prices are right.

Ask your jobber about Chatillon Products or write for illustrated catalogue, prices and details.

JOHN CHATILLON & SONS

85 Cliff Street New York City

If interested, tear out this page and keep with letters to be answered.

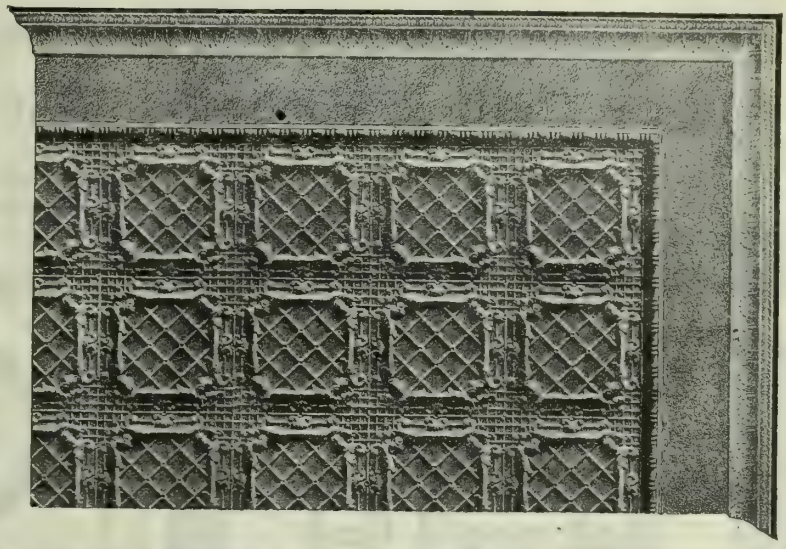
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

You make money with these—

"M-R Co." Ceilings and Walls are easily laid over old surfaces — they fit properly, edges always true, joints always snug. Big enough variety to suit any use or customer.

Illustrated printed matter gladly sent on request.



The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

CANADIAN NATIONAL EXHIBITION

AUGUST 25 TORONTO *SEPTEMBER 10*

Fiftieth Anniversary of Canadian Confederation

1200 PERFORMERS JUBILEE SPECTACLE 1200 PERFORMERS

Super-Climax in Spectacular Pageantry. Mobilization of Resources. National Service Exemplified. Motor Show—First Showing of 1918 Models. Fine Arts from Many Lands. Innes' and a Score of other Leading Bands. Giant Display of Live-stock and Agriculture. Tractor Display.

NEW FEATURES IN EVERY DEPARTMENT. REDUCED FARES AND EXCURSIONS ON ALL LINES OF TRAVEL.

If interested, tear out this page and keep with letters to be answered.

BINDER TWINE

FOR IMMEDIATE SHIPMENT

WRITE OR WIRE, OUR EXPENSE, FOR QUOTATIONS

SHIPMENT SAME DAY AS ORDER RECEIVED

KIRKWOOD & SONS, 34 West Front St., TORONTO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

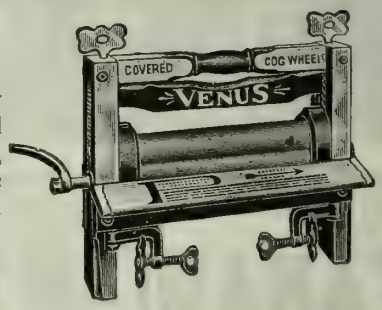
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and recommends.



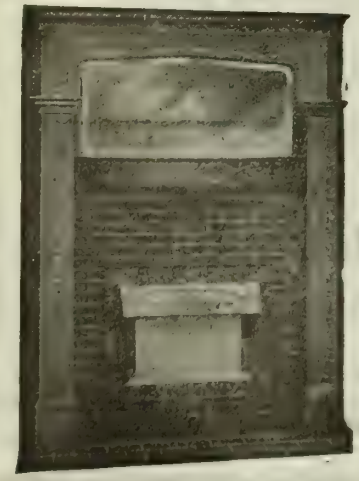
Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL LIMITED

HAMILTON - - CANADA



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

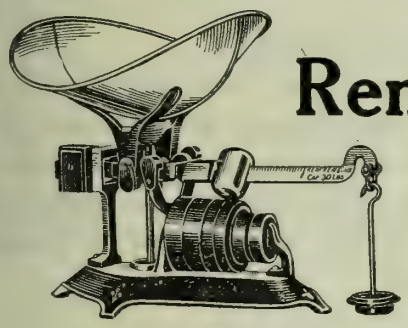
GALVANIZED SHEETS

We have in stock—

6,000	sheets	10¾	oz.	30 x 96 in.	285	sheets	No. 28	30 x 96 in.	430	sheets	No. 26 30 x 120 in.
450	"	"	"	36 x 96 in.	1,300	"	" "	36 x 96 in.	197	"	" " 36 x 120 in.
2,400	"	"	"	30 x 120 in.	547	"	" "	30 x 120 in.	359	"	" 24 30 x 96 in.
1,800	"	"	"	36 x 120 in.	410	"	" "	36 x 120 in.	390	"	" " 36 x 96 in.
1,100	"	"	"	24 x 120 in.	287	"	" 26	30 x 96 in.	45	"	" " 30 x 120 in.
					775	"	" "	36 x 96 in.	136	"	" " 36 x 120 in.

A Full Stock of Heavy Sheets on Hand.

WHEELER & BAIN -:- -:- TORONTO



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is guaranteed accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

DEPENDABILITY

P H

TRADE MARK

Quality Files

are dependable files. Finest Crucible Cast Steel, expert workmanship, and rigid testing give a triple assurance to your customer. Each file out of the box is as good as the fellow before it.

No seconds, no "duds." Every file must stand up to its job—or we want to know why.

They cut—and THEY WEAR.

Port Hope File Mfg. Co., Ltd.

Port Hope, Ont.

"Ask your Jobber"

MENDETS Has Passed the Censor!

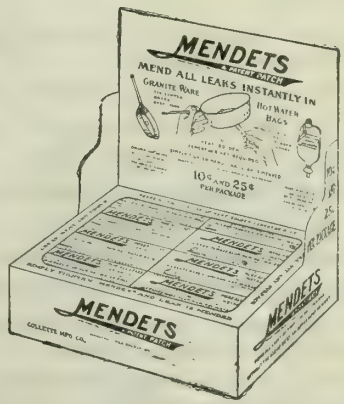
A PATENT PATCH

MENDETS has passed the censorship of public opinion and it is unanimously declared O.K.

Appreciation of Mendets' wonderful merits is shown in the great, increasing demand. It's no fad—here to-day and gone to-morrow. Mendets is here to stay as long as there are leaks to mend in household articles.

Makes graniteware and all kinds of cooking utensils leak-proof without heat, solder, cement or rivets. A child can use it to perfection, too.

Mendets sells like hot cakes. Get a free counter display and see how it goes. Good profits.



COLLETTE MFG. COMPANY, Collingwood, Ontario

If interested, tear out this page and keep with letters to be answered.

Col. MacLean was in Germany When War Broke Out

HOW he got out, what he saw, heard, learned and concluded, he tells in the August number of MACLEAN'S MAGAZINE. Colonel MacLean knows Europe thoroughly. He knows high-up men in all the great political and commercial capitals of Europe—diplomats, bankers and great merchants. These men told him freely and plainly many startling things about Germany and her intentions.

In a contribution of truly sensational interest, abounding in most startling facts, Colonel MacLean points out "The Dangers Ahead." His aim is to arouse Canadians out of their unwarranted confidence and out of their content. You will find in this article by Colonel MacLean strange, even shocking revelations, and things hard to believe—and you ought to read "The Dangers Ahead" in order that you may help in their avoidment by Canada and her people.

MacLean's for August Is a Midsummer Number

The August MACLEAN'S is excellently balanced, as you will see from these contents:

CONTENTS

The Dangers Ahead. By John Bayne MacLean.

The Menace of Canadian Titles. By Joseph Martin, M.P.P.

Rev. C. A. Eaton—A Canadian Who Speaks Out. By Beatrice Redpath.

Frenzied Fiction for the Dog Days—(Done by the Dipperful.) By Stephen Leacock.

The Human Side of Conscription. By H. F. Gadsby.

Winning the War in the Air. By Agnes C. Laut.

A Circus Story. By L. B. Yates.

Mam'selle Butterfly. By Arthur Beverly Baxter.

The Captain of the Susan Drew. By Jack London.

An Andy Doolin Yarn. By Hopkins Moorhouse.

A Detective Story. By Robert E. Pinkerton.

The Gun Brand. By Jas. B. Hendryx.

Canada's First Woman Member.

Economy in Preserving and Canning.

Women and Their Work—A New Department. Review of Reviews—Regular Department.

Yates who writes the Circus Story, was born in Hamilton. He wrote those stories about Paragon Pete and The Singin' Kid in the **Saturday Evening Post.**

Leacock is excessively humorous in his Dog Days Sketch, in which he talks about summering and simmering.

Miss Laut fancies that the war may be won by the birdmen, and if Uncle Sam produces 100,000 planes, she may be right.

Gadsby sits in the Press Gallery at Ottawa, and writes brilliantly always. His "Conscription" article is in order.

Pinkerton who writes the detective story, "Old Twilight," knows how to write this class of story.

By the way, Lord Northcliffe has promised an article for the September MACLEAN'S.

You can see that MACLEAN'S for August is just the right type for August.

At All News-Dealers 15 cents

"You Can Depend on Them"

That's what you can say to your customers when they ask for ammunition. Tell them of the standard represented by the big "D" on every box of

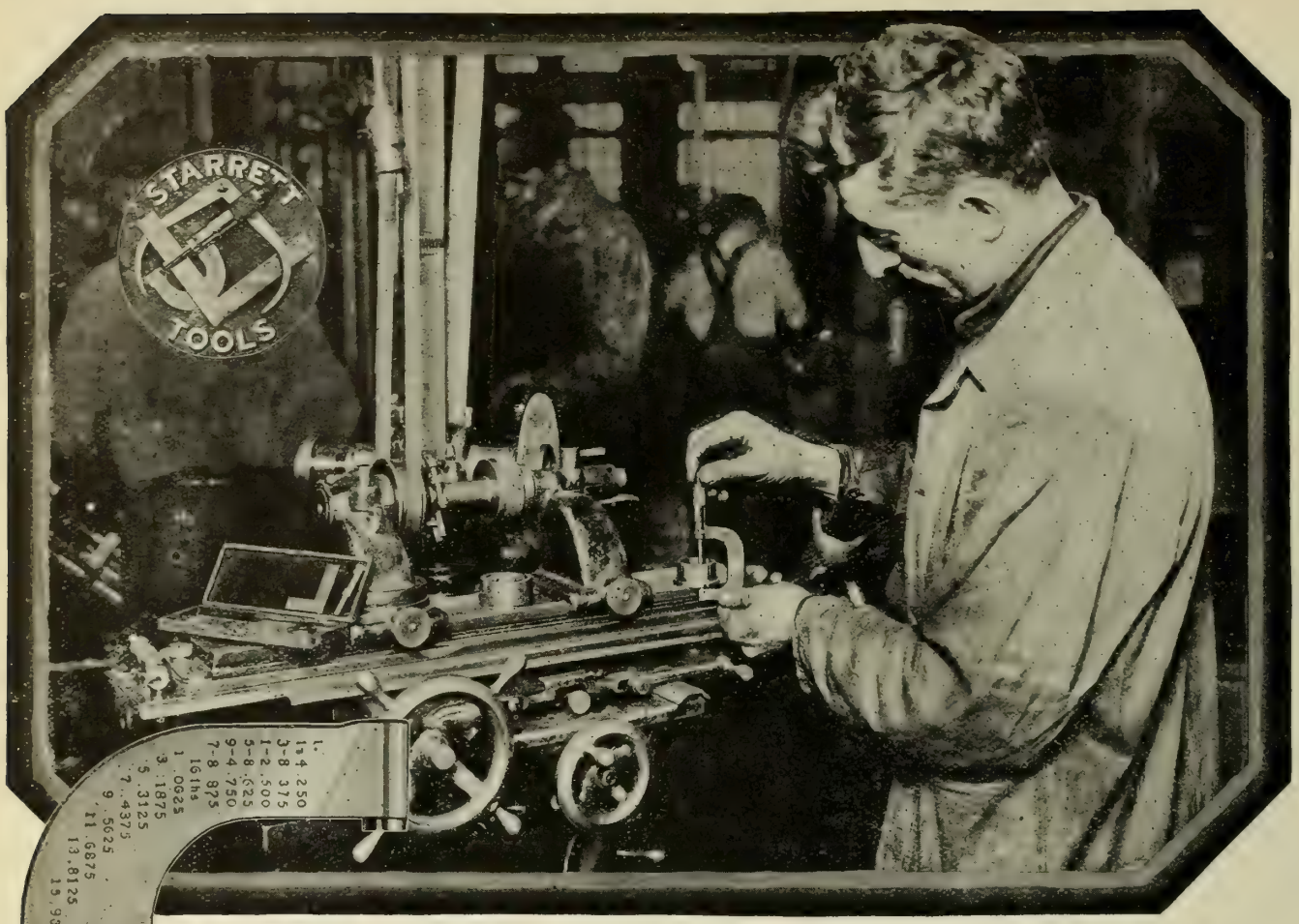
Dominion Shot Shells and Cartridges

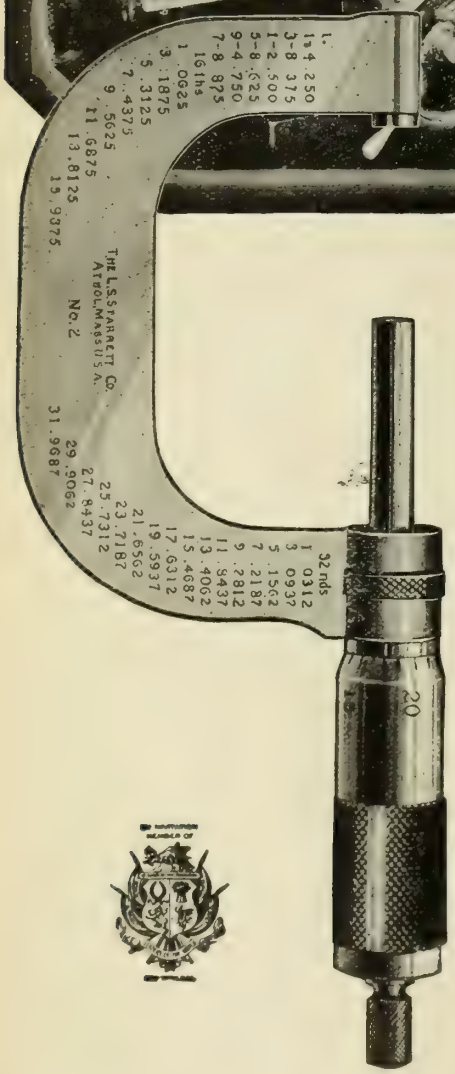
Hunters who have used Dominion Ammunition know its dependability. Tell your new customers and get the increased business and more profits that will come from linking up with the nation-wide advertising of this ammunition.

Tell them they can depend on Dominion—the made in Canada ammunition—as being of a quality that permits of no substitutes.

Dominion Cartridge Co., Limited

120 St. James Street Montreal





Where Quality Comes First

Where quality must be made certain, you use tools of known accuracy. You are also very careful to use the tools especially adapted to the work in hand.

It makes little difference what sort of work it is, if accuracy is the first thing, you can be sure of it with

TRADE MARK
Starrett Tools
REG. U.S. PAT. OFF.

There are 2100 styles and sizes of these fine tools. One or more of them matches every demand for the fine work needed in a well-made product.

There are micrometers, vernier height and depth gages, vernier calipers, caliper squares, rules, levels, surface indicators and many other instruments of precision.

Catalog No. 213 on request.

The L. S. Starrett Company

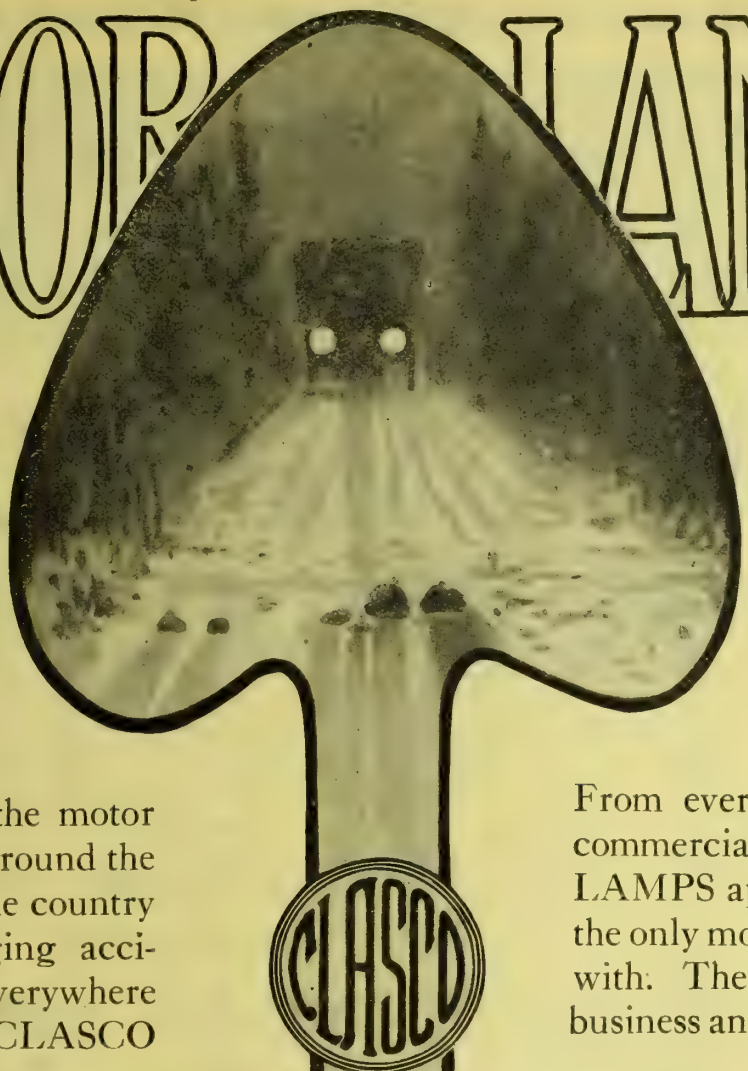
THE WORLD'S GREATEST TOOL MAKERS

Athol, Massachusetts

42-703

AUTO ACCESSORY AND SPORTING GOODS SECTION

MOTOR LAMPS



Facts Favor Clasco Lamps

Clasco Lamps In Big Demand

Ninety per cent. of the motor cars you see buzzing 'round the city and flying over the country roads at night, dodging accidents here, there and everywhere are equipped with CLASCO LAMPS.

This is an eloquent tribute to the superior merits of the CLASCO.

From every essential angle of commercial instinct CLASCO LAMPS appeal to the dealer as the only motor lamps to stock up with. They are sure builders of business and good profit makers.

No lamps can "touch" CLASCO Lamps.

Investigate a Worthy Proposition

The Canadian Lamp & Stamping Co., Ltd.

FORD, ONTARIO

Sold by the following Jobbers. Please order from your nearest Branch

Automobile Equipment Company, Ltd., Winnipeg; J. H. Ashdown Hardware Company, Ltd., Winnipeg; Canadian Fairbanks-Morse, Ltd., Montreal, Branches; Cutten & Foster, Limited, Toronto; F. S. Evans & Son, Limited, Montreal; Hyslop Bros., Limited, Toronto; John Millen & Son, Limited, Montreal; Motor Car Supply Company, Limited, Calgary; Northern Electric Company, Limited, Montreal, Branches; W. H. Petrie of Montreal, Ltd.; Wood-Vallance & Company, Winnipeg; James Walker Hardware Company, Montreal.

Clasco Lamps Pay Big Profits

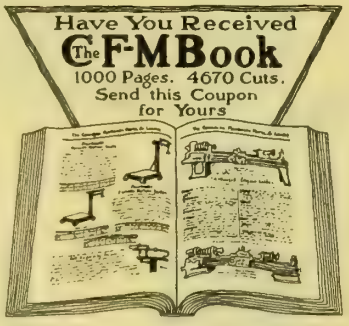
Clasco Lamps Leading Sellers

THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

AUTOMOBILE SUPPLIES

The difference between success and failure in the Automobile Accessory Business is a matter of Goods, Price and Service.



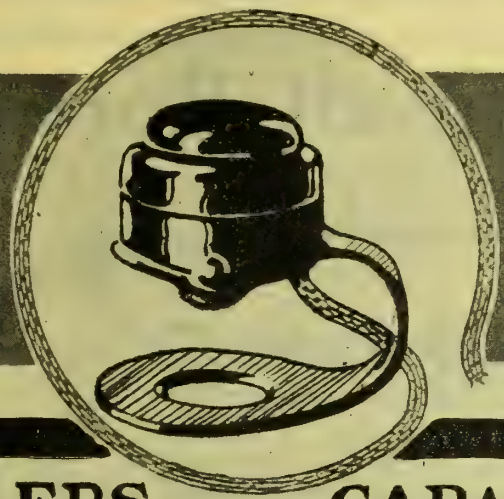
The Canadian Fairbanks-Morse Automobile Accessory Business is founded upon these elements. Thus, in stocking from us, you prepare yourself for the success which the right goods, the correct price and proper service will certainly bring you.

The Canadian Fairbanks-Morse Company, Limited

St. John Quebec Montreal Ottawa Toronto Hamilton
Windsor Winnipeg Saskatoon Calgary Vancouver Victoria

AUTO ACCESSORY AND SPORTING GOODS SECTION

SMALL ARTICLE BIG SALES



MOVES QUICKLY MAKES FRIENDS

DEALERS GARAGEMEN

The HANDY HORN PUSH BUTTON FOR FORD CARS

A little Specialty for Fords that takes little space, time or money to handle, but pays a good, continuous profit. It cements old friendships and builds new ones.

It sells on sight and will start the good work as soon as you stock it.

Every Ford owner now has to reach through or around his steering wheel to operate his warning signal. THE HANDY PUSH BUTTON enables him to blow his horn by touching a button at center of steering wheel —**on top!**

This is exactly the arrangement now in vogue on the fine, high-priced cars.

The Ford owner knows this—he recognizes immediately the advisability—the real **necessity**—for having the button where he can press it without taking his hand from the wheel or shifting his position.

The HANDY can be attached in five minutes and costs but 75 cents!

To Dealers

There's no profit in delay — write now. Everybody is buying these little buttons nowadays.
If your jobber does not stock the Handy, send us his name and w will do the rest.

The Francis Rand Co.
Sole Manufacturers
400 Erie Building, Cleveland, Ohio

RETAILS AT **75c.**

GENEROUS TRADE DISCOUNTS

OUR DANDY DISPLAY CARD

HELPS YOU MAKE SALES

AUTO ACCESSORY AND SPORTING GOODS SECTION

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

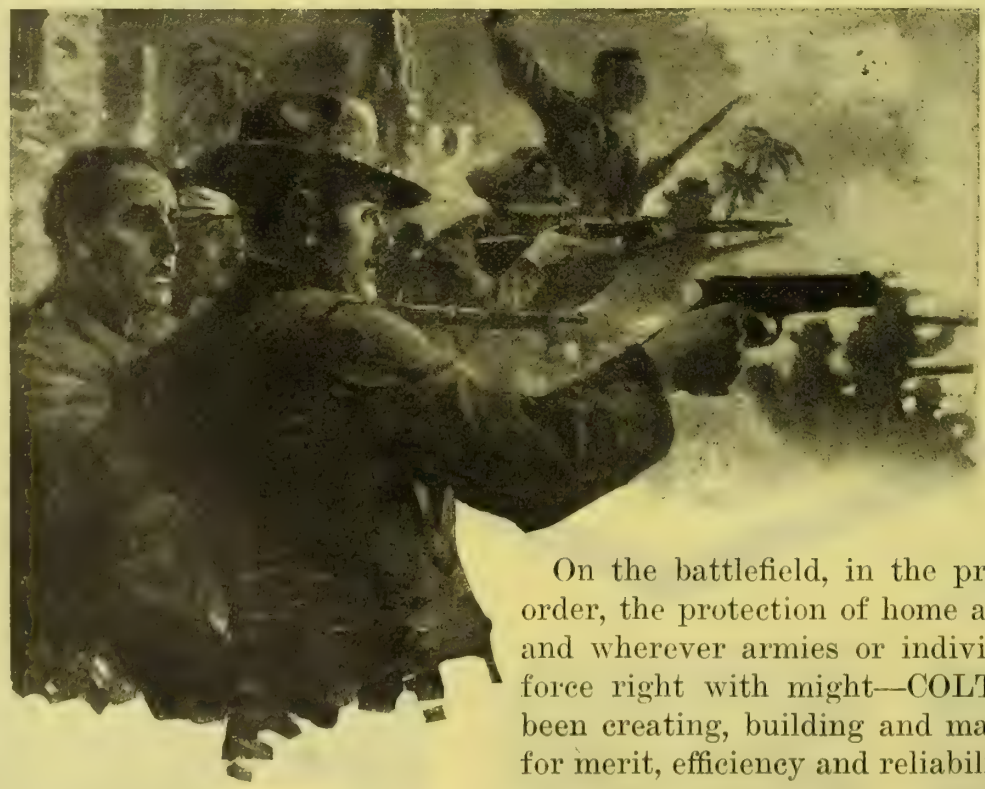
A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue **Worcester, Mass., U.S.A.**

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE



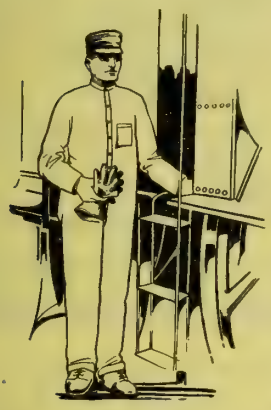
COLT Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

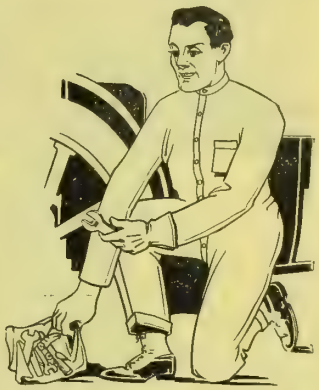
Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Cor'stine Bldg., Montreal

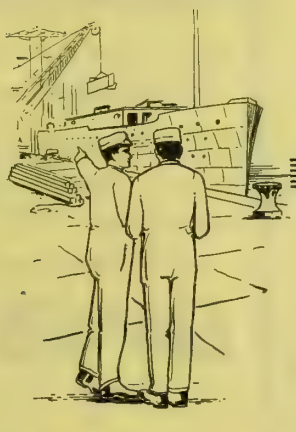
AUTO ACCESSORY AND SPORTING GOODS SECTION



Industrial Activities

require good overalls





The Gardener,
The Engineer,
Shipbuilder

The Farmer,
The Motorist,
The Machinist

all appreciate and use

CARHARTT SAFETY FIRST ALLOVERS

AND OVERALLS

There is one infallible guide each of these men can use in selecting these overalls, and that is the above label—the Carhartt trade-mark, which represents the first quality of both workmanship and materials.

The Carhartt trade-mark on a small stock will mean some nice pick-up business for you—will mean a regular and growing trade with men who work. The Motorist's Allover business is worth getting after.

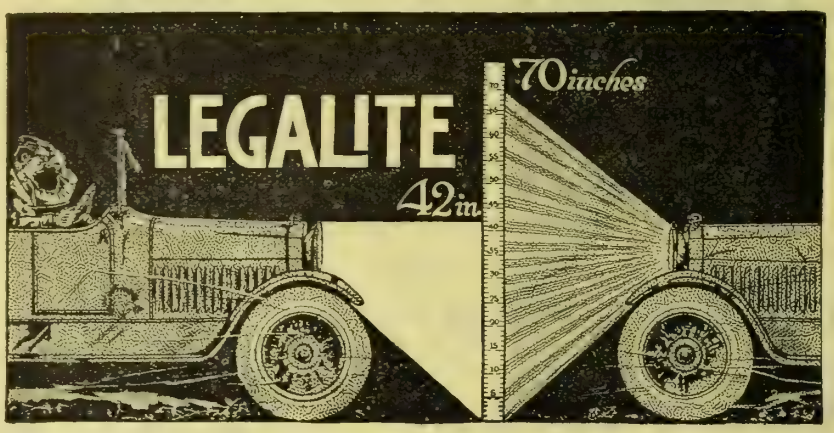
A trial order will please you.

Hamilton Carhartt Cotton Mills, Limited

TORONTO **MONTREAL** **WINNIPEG** **VANCOUVER**

AUTO ACCESSORY AND SPORTING GOODS SECTION

LAW AGAINST GLARING HEADLIGHTS



An amendment to Section 9 of the Ontario Motor Vehicles Act reads:

"It shall be unlawful to use on a motor vehicle any lighting device of over four candle-power, equipped with a reflector, unless the same is so designed, deflected or arranged that no portion of the beam of reflected light, when measured seventy-five feet or more ahead of the lamp, shall rise above 42 inches from the level surface on which the vehicle stands."

LEGALITE LENSES COMPLY WITH THIS LEGISLATION
LIGHT BEAMS ARE NEVER MORE THAN 42 INCHES ABOVE THE GROUND

Here at last is a wonderful new headlight lens, the greatest advance in automobile lighting equipment since gas and electricity superseded oil. Positively no glare. Light beams never more than 42 inches above the ground—at any distance from the car—you get the light where you want it. Throws a searching light 250 to 500 feet ahead—on the ground—even when going up or down a hill.

PRICES PER PAIR—8 to 8⅝ in., $4.00. 8¾ in. to 9⅝ in., $4.75. 9¾ in. to 11⅛ in., $6.00.

Attractive proposition for dealers—write for particulars.

HYSLOP BROS., Limited, EXCLUSIVE CANADIAN DISTRIBUTORS
Shuter and Victoria Streets, Toronto, Ontario

Comfort and Protection

This attachment, fitted to any Ford car, has proven a boon to Ford owners. It insures comfort and cleanliness in the car and protects your health from sickness by keeping the Ford car cool in summer and warm in winter.

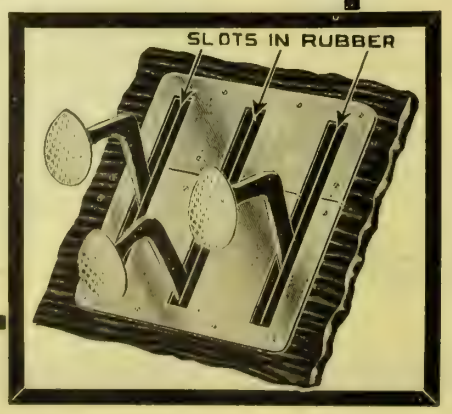
Presto

Alweather Protector

closes all lever slots and foot pedal slots, keeping out dirt, dust, water and engine heat.

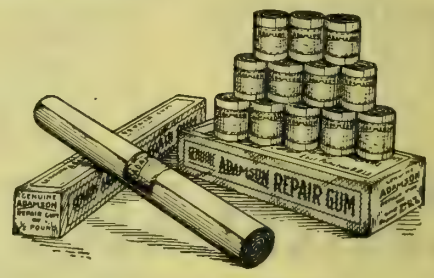
Anyone can install the Presto Alweather Protector in fifteen minutes. The Presto cannot interfere with levers or brakes, regardless of their position.

This wonderful attachment costs but $2.25. It pays for itself many times over in one season.
Write for literature of complete Presto line, over 100 useful articles.



Metal Specialties Manufacturing Co.
338-352 N. Kedzie Ave., Chicago, Ill.

ADAMSON Repair Gum



No Cement is Necessary

THIS Vulcanizing Rubber is especially prepared for use with **Adamson Vulcanizers.** A high grade repair stock for use in repairing both Tubes and Casings.

It has proven to have many advantages in general repair work.

Adamson Repair Gum is compounded so as to give a perfect adhesion without the use of cement.

There are many kinds of vulcanizing rubber on the market which differ in quality and price. In purchasing repair gum insist upon getting Genuine Adamson stock.

We guarantee satisfactory results when **Adamson** Repair Gum is used.

Repair Kit Rolls, -	each, $ .25,	per dozen, $2.00
One-fourth Pound Rolls, - - - -	each,	.50
One-half Pound Rolls, - - - - -	each,	1.00

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

AUTO ACCESSORY AND SPORTING GOODS SECTION

Drop! Drop! Drop!

It's the drop, drop, drop that slowly, but surely (more surely than slowly), drains the barrel. Small and apparently insignificant as is a drop of water, so is the electric current that passes from pole to pole of an ignition battery, but just as surely as the continued dropping of water will empty the barrel, so the wireless current or short-circuiting will drain the battery, degenerate its energy and make it less efficient—shortening its length of life to an appreciable degree.

THAT FIBRE CAP

(Shown above)

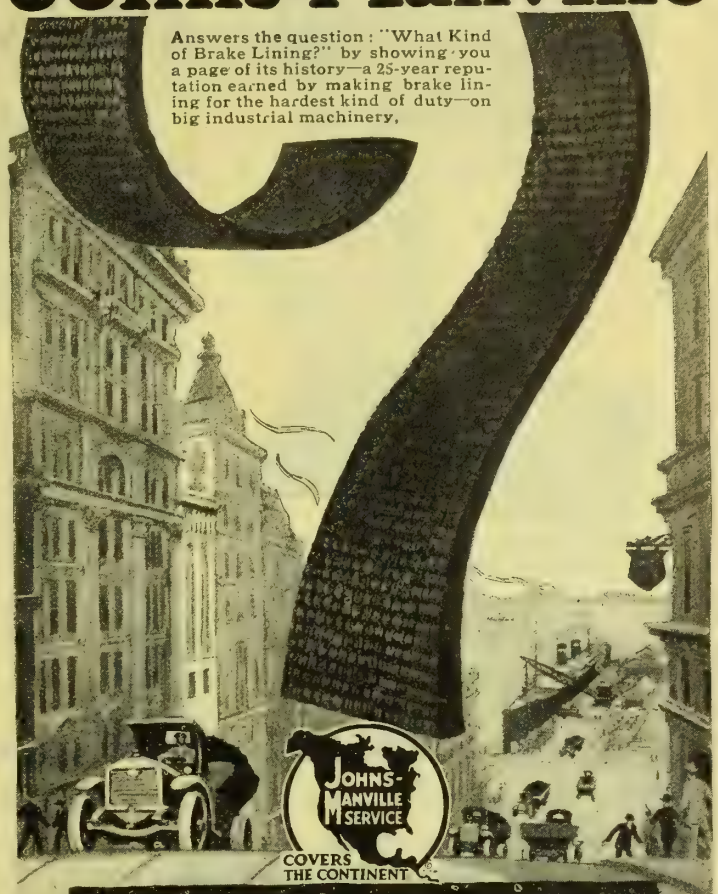
comes to the rescue of the "Master" Battery, preventing to the utmost degree all depreciation from this intangible loss of energy.

This fibre cap is part of the construction of the "Master"—the seal of surety placed there by the makers to ensure an absolutely perfect battery being delivered to the consumer.

If you're not selling "Master" Batteries, Mr. Salesman, you have something to think about.

CANADIAN CARBON CO., LIMITED
96 King St., West
TORONTO

Johns-Manville



Answers the question: "What Kind of Brake Lining?" by showing you a page of its history—a 25-year reputation earned by making brake lining for the hardest kind of duty—on big industrial machinery.

NON-BURN ASBESTOS BRAKE LINING

is building the same reputation as our Industrial Brake Lining, because it is basically the same material — Johns-Manville Asbestos. And Johns-Manville Asbestos Brake Lining is not just asbestos brake lining. The Johns-Manville Asbestos that goes into Non-Burn is a special grade of fibre selected from thousands of tons of our own mined product.

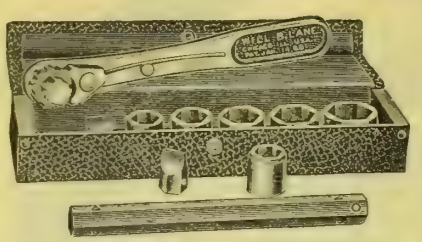
Such fibre is rarely seen on the open market, and none is sold by us except as Brake Lining. This is important because strong fibres make strong fabric, which is what you must depend on for safety and service.

We stand solely as manufacturers in the marketing of this brake lining, selling strictly through jobber-dealer channels. Discounts provide an adequate margin to both, and are uniform to the dealer regardless of quantity purchased.

THE CANADIAN
H. W. JOHNS-MANVILLE CO., LIMITED
Montreal Toronto Vancouver Winnipeg

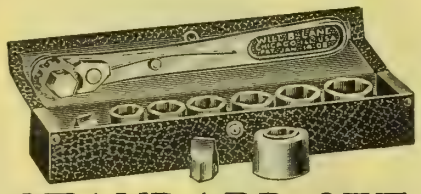
When you think of Asbestos you think of Johns-Manville

AUTO ACCESSORY AND SPORTING GOODS SECTION



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

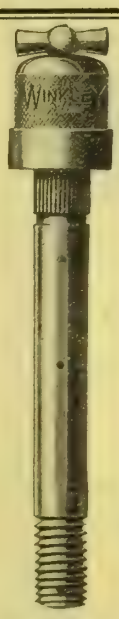
SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. - Saskatoon
W. W. Cooper Co. - - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

ONTARIO:
Hobbs Hardware Co. - - - - - London
D. H. Howden & Co., Ltd. - - London
London Engine Supplies Co. - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - Ottawa

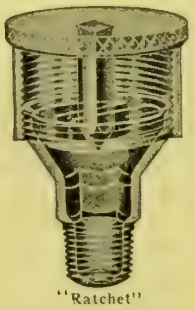
QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Limited - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago., Ill.



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"



"Ratchet"

"D"

"N"

"M"

"Plain"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

ELECTRICAL
SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED

TORONTO CANADA

AUTO ACCESSORY AND SPORTING GOODS SECTION

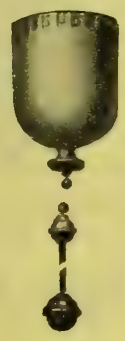
THE "*New Wrinkle*" LINE

INTERCHANGEABLE

No. 13
Shell or Body
Keyless Socket

No. 16
Twin Pull Socket

No. 10
Key Socket



No. 20
Pull
Ceiling Switch

No. 15
Pull
Socket

No. 19
Pull Wall
Switch

No. 21
Pull Fixture
Switch

A CAP OR BASE FOR EVERY SERVICE

WITH A SHELL OR BODY TO FIT IT

SAVE TIME because a push and a snap quickly fastens body into place, after the wires have been connected.

SAVE MONEY because it is unnecessary to carry a line of completely assembled devices.

SAVE STOCK because all caps and bodies are interchangeable and it is only necessary to carry such parts as will meet local demands.

SAVE TROUBLE because all parts are made uniform—assembly can be effected readily without any tools—amount of stock to meet demands is less than with assembled devices.

Get full details in our complete catalog. Write our nearest House.

Northern Electric Company

LIMITED

HALIFAX
MONTREAL
OTTAWA

TORONTO
LONDON
WINNIPEG

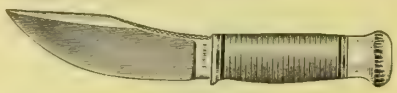
REGINA
CALGARY
VANCOUVER

AUTO ACCESSORY AND SPORTING GOODS SECTION

Puts Punch In Summer Sales

MARBLE'S

Outing Specialties boost your summer sales because of the big demand for these goods by campers, military organizations, Y.M.C.A. summer campers, Boy Scouts, fishermen and all sportsmen. Our national advertising is running in all the outdoor magazines, and this advertising will keep summer sales going strong. Stock up—see your jobber NOW. The articles shown here are only a few of the popular 60 Marble's Outing Specialties. SEND NOW FOR CATALOG NO. 18 AND DEALER'S PROPOSITION. Prices here are list—liberal discounts to dealers.



MARBLE'S FAMOUS KNIVES
Finest knives made. 16 styles—a knife for every outdoor purpose. Knife shown is famous "Woodcraft"—the $1.50 knife that is better than the average $2.50 and $3.00 knives. Other styles at $1.25 to $4.00.

MARBLE'S FAMOUS SAFETY AXES
Handy, durable, dependable, KEEN-EDGED Axes, with safety guard. Steel and hickory handles. Many styles, $1.50 to $3.00.

MARBLE'S Pocket SCREW DRIVER
Every outdoor fan and motorist wants one. A perfect folding screwdriver at 50 cents.

MARBLE'S FAMOUS COMPASS
Can't lose—attaches to coat or shirt. Accurate. Very popular. Used by U. S. and Allied Armies. $1.25 and $1.50.

MARBLE'S FAMOUS MATCHBOX
Absolutely water and weather-proof. Used by U.S. and Allied Soldiers. 50 cents. **Send for Catalog 18 NOW.**

MARBLE ARMS & MFG. CO.
5350 Delta Ave. Gladstone, Mich., U.S.A.

TIMCO
Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retails $2.25 a Quart Tin.

Packed in half dozens. Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

THE TIRE IMPORT CO., LIMITED
544 YONGE ST. TORONTO

DU PONT

SPORTING POWDERS
SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

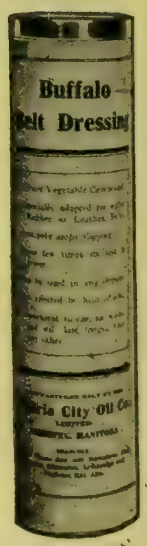
E. I. du Pont de Nemours & Co.
WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

AUTO ACCESSORY AND SPORTING GOODS SECTION

Swastika Guaranteed Tires

For Ford, Chevrolet, Gray-Dort, Maxwell and Other Cars Using 30x3½ Clincher Rim

Large production of this one size only is responsible for Swastika Tires being sold at lower prices than other makes of Standard Guaranteed Tires and still permit the use of best quality fabric and rubber in their construction.

Swastika Inner Tubes have that fine "SILKY" feeling because they are made of pure Para Rubber (no compound) giving them that tough elasticity necessary to long service.

Compare These Prices!

Swastika Plain Tread Casing - -	$16.00
Swastika Non-Skid Casing - - -	18.00
Swastika Inner Tube - - - -	3.75

Dealers find Swastika Tires "Quick Sellers" on account of their high quality and low list price.

WRITE FOR TRADE DISCOUNTS

HYSLOP BROTHERS, Limited Shuter and Victoria Streets TORONTO, ONTARIO

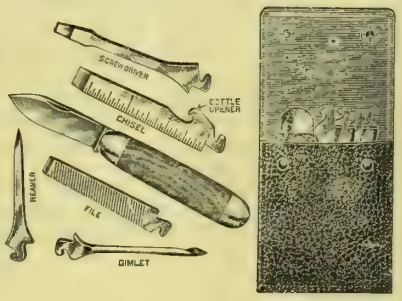
Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.

Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

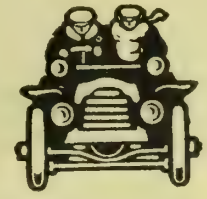
Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.



THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.

AUTO ACCESSORY AND SPORTING GOODS SECTION

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

Liberal dealer offer.

Write on your letterhead for sample

CHAS. CURTIS COMPANY

McARTHUR BLDG., WINNIPEG

AUTO ACCESSORIES

DID YOU GET OUR BARGAIN BULLETIN?

If not, write for it at once; we publish them EVERY TWO WEEKS. Let us put your name down on our mailing list.

They illustrate hundreds of staple, quick-selling accessories at prices 25% to 50% lower than can be bought from any other jobber.

You Can Undersell All Competitors

Standard accessories enable you to undersell any of the **mail order to consumer houses**; they leave you a larger profit, because we sell **Wholesale Only.** We do not fix any resale price, you sell as low as you want, or as high as you want. We do not solicit your customers' business, our trade is **Strictly Wholesale.** Our overhead expense is low, and that is the reason we can give you the products of the largest and most dependable accessory factories at the lowest possible cost.

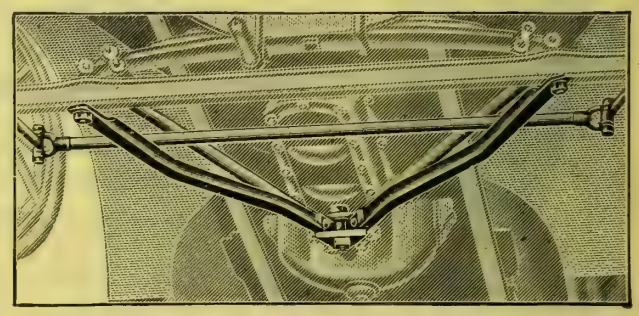
STANDARD SAME DAY SERVICE.

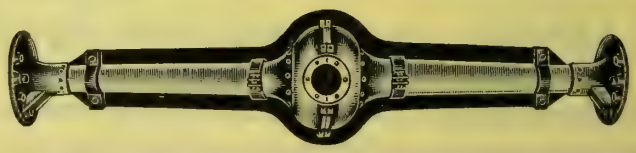
If you don't buy from us, we both lose money. ORDER NOW.

Address all communications to

STANDARD MFG. & SALES COMPANY

16 Cuthbert Street, Montreal, Que.





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

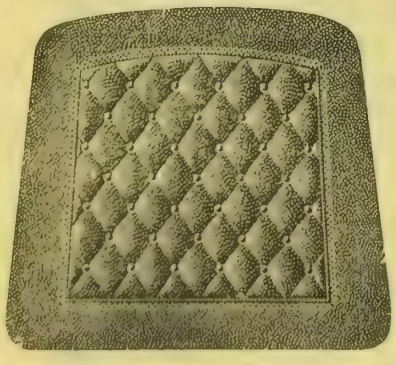
Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan



No. 1 Local

Fibre Chair Seats

of every description

Good stock and good prices.

From 10 to 18 inches. Black and tan.

For prices and circular apply to

J. E. Beauchamp & Co.

Montreal

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

AUTO ACCESSORY AND SPORTING GOODS SECTION

The "Salesman" Who Says a Lot--But Never Speaks a Word

He's in your store.
If he isn't he ought to be.
He's a quiet chap. Always on the job. Your customers recognize him instantly. They know the ideal for which he stands and believe in it absolutely:

"Honest Goods at Honest Prices"

His name is one of the world's most famous tradenames—IVER JOHNSON.

The public knows that when they buy a revolver with this name on it they are sure to get a revolver that is absolutely safe, accurate and dependable. When they buy a bicycle with this name on it they know that this bicycle is of the highest grade throughout. When they buy a shotgun with this name on it they know that they are getting the best gun value obtainable for the price.

Why not let the silent Iver Johnson salesman help the men on your payroll make easier and quicker sales to customers who will be satisfied to the limit?

Send for catalogs which you want: A,—"Arms"; B,—"Bicycle"; C,—"Motor cycles."

IVER JOHNSON'S ARM & CYCLE WORKS

330 River Street
Fitchburg, Mass.

New York:
99 Chambers St.

San Francisco:
717 Market St.

IVER JOHNSON
Safety Automatic **REVOLVER**

Correct shaving angle. Proper balance. Triple silver-plated. Handsomely covered plush lined metal case. Blades are laboratory-made. Retail price, $1.50.

ALL Satisfied Customers

There can never be a dissatisfied customer from the sale of Penn Razors, Honing Strops or Blades because:

A guarantee of satisfaction or money back goes with each sale, which makes it easy for the customer to return the article if he is dissatisfied.

As a matter of fact, they don't return the Razor—they're satisfied, not only with what they bought, but **where** they bought it.

We pay you full price, including your profit, for any outfits that are returned to you.

PENN SAFETY RAZOR

Canadian Distributors

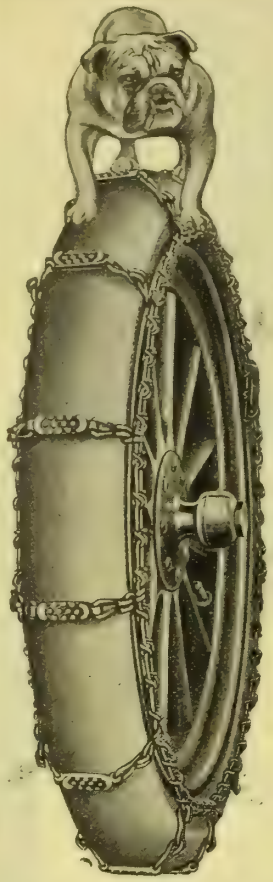
MENZIES & CO., Limited, Toronto, Canada

A. C. PENN, Incorporated
100 Lafayette Street, New York

Penn Honing Strop with Handle, $1.50

Double-sided—abrasive and finishing. A few strokes just before using assures many more smooth satisfactory shaves from a Penn Blade. Suitable for use with any Blades or Old Style Razors.

AUTO ACCESSORY AND SPORTING GOODS SECTION



"BULL DOG"
ANTI-SKID TIRE CHAINS

Guaranteed to wear twice as long as any other tire chain on the market. Will not injure the tires.

LIST PRICES

Size.	Price.	Size.	Price.
28x3½	$3.50	34x4½	$4.85
30x3½	3.75	36x4½	4.95
32x3½	4.00	37x4½	5.05
34x3½	4.20	38x4½	5.15
36x3½	4.40	40x4½	5.25
30x4	4.10	34x5	5.10
31x4	4.20	35x5	5.30
32x4	4.30	36x5	5.50
33x4	4.40	37x5	5.70
34x4	4.50	38x5	5.90
35x4	4.60	39x5	6.10
36x4	4.70	40x5	6.30
37x4	4.80	42x5	6.70
40x4	5.00		
30x4½	4.35	36x5½	6.10
32x4½	4.55	37x5½	6.30
34x4½	4.75	38x5½	6.50
		38x6	6.85
		40x6	7.35

CROSS CHAINS.

2½, 3, 3½, 4, 4½, each 10c
5, 5½, 6, each 15c
Fasteners, per pair 25c

J. H. Hanson Co., Limited
MONTREAL
Quebec Distributors

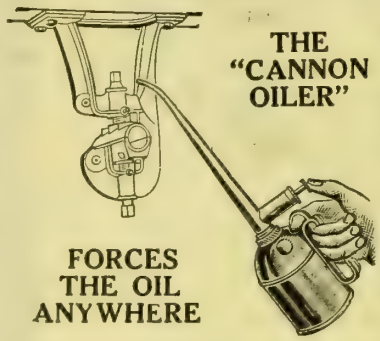
The Reeder-Weeks Co. Limited
39 Wentworth St., North - HAMILTON, ONT.

An Extra $5 or $10 Every Week

Quite a bit extra, isn't it? Would you like to have that much coming to you regularly every week, entirely in addition to your weekly pay envelope? Of course you would.

Well now, write us and we will be glad to send you full particulars of our plan—the very same proposition that has proven so successful with hundreds of our representatives. You can read it and apply it right in your own home district. Your spare time is all that's needed. Write us to-day,—next week you'll be earning more money.

The MacLean Publishing Co.,
LIMITED
143-153 University Ave.
TORONTO - CANADA



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

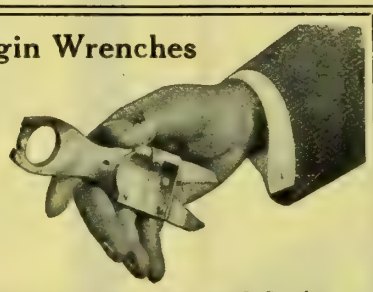
It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

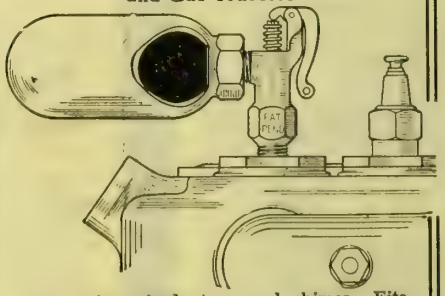
IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lif "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

FORGETTING

One of the things we all do well is to **forget.**

Names that were household words yesterday are gone to-day.

Because people knew your Name and your Line a year ago it is no sign they do to-day. They forget easily.

Keep yourself in the public mind by advertising. It is just as important to make old friends remember as it is to win new friends. Advertising does both.

Get this card working for you

It is a handsome card that tells the story of the Benjamin "Two-Way" Plug.

Produced in seven colors.

Stands 24⅝ inches high.

Side panels illustrate the uses of the Plug.

Centre panel shows what the "Two-Way" Plug is like.

Then there is space for ten packages.

Its novelty attracts the customer.

Catches the eye of everybody.

It "SELLS" Benjamin "Two-Way" Plugs.

FURTHER PARTICULARS ON REQUEST

Benjamin Electric Mfg. Co.

of Canada, Limited

11-17 Charlotte St. - Toronto, Ont.

AUTO ACCESSORY AND SPORTING GOODS SECTION

Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

HELP YOU CONNECT

Magazines going into all the better class of homes in Canada contain advertisements of

Sani-Flush

We keep this advertising going strong. The constant hammering away convinces people who have yet to learn how *Sani-Flush* puts an end to unsightly, offensive toilet bowls and makes the cleaning of them easy.

Do you want to get the benefit of *Sani-Flush* publicity? We'll help you connect with the magazine advertising by supplying you with display cards, newspaper cuts, "movy" slides, and circulars with your imprint — or we'll mail the circulars direct to a list of your customers.

Ask us about *Sani-Flush* sales helps.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.
St. Thomas, Ont.

Sales Brought to Your Door

How we help you to get more customers for Gargoyle Mobiloils

This year will see thousands of new automobiles on the road. That means Gargoyle Mobiloils, which provide scientific automobile lubrication, will be in greater demand than ever before.

How can hardware dealers direct the local call for Gargoyle Mobiloils to their own stores?

That question is easily answered.

The Gargoyle Mobiloils advertising material for hardware dealers is designed to create more interest in Gargoyle Mobiloils, and to center this interest locally in your store.

Many hardware dealers to-day find these helps definite aids to sales.

The Chart of Recommendations

This Chart is the foundation of the entire sales plan of Gargoyle Mobiloils. It is generally recognized as the scientific guide to correct automobile lubrication. It was prepared after a thorough analysis of practically every make of automobile.

With this Chart the hardware dealer can point out to every customer the correct grade of oil for *his* car.

The hardware man cannot take full advantage of the sales possibilities unless he displays this Chart with his four grades of Gargoyle Mobiloils.

Gargoyle Mobiloils Signs

These metal signs are offered hardware dealers for display. No expense is spared to make them serviceable and permanent. They are made of charcoal iron with each of the three colors, white, red and black baked on separately at 3000° F.

"Correct Lubrication, 1917"

The new 56-page booklet contains complete discussion of lubrication problems, a list of engine and chassis troubles with remedies, and complete Charts of Recommendations for Automobiles, Motorcycles, Tractors and Motorboat Engines.

A supply of these booklets is furnished dealers for distribution to customers.

Other Valuable Helps

There are also other advertising and sales helps for the progressive hardware dealer. These include Gargoyle Mobiloils mailing cards: "The Gargoyle," a publication written to help you sell Gargoyle Mobiloils; lantern slides; dealer's newspaper electros; circular letters, etc.

Address us to-day, at Room 704, Imperial Oil Building, Toronto, for detailed information about this dealer service.

The four grades of Gargoyle Mobiloils for engine lubrication, purified to remove free carbon, are:

Gargoyle Mobiloil "A"
Gargoyle Mobiloil "B"
Gargoyle Mobiloil "E"
Gargoyle Mobiloil "Arctic."

GARGOYLE
Mobiloils
A grade for each type of motor

The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

Staight Talk From The Manager

No. 69

FROM FAR-OFF RUSSIA

OF course you have noticed the advertising of our Circulation Department, with their splendid offers to Clerks.

On Wednesday of this week, a reply to one of these advertisements was received from a clerk in Odessa, Russia. It was dated April 8, so that it took three months and ten days to reach its destination. It was written in English and read as follows:

> "Please let me have per return of mail, full particulars concerning your plan for use of clerks. Your advertisement in HARDWARE AND METAL had my deepest attention, and I shall be much pleased, should you be good enough to meet with my request.
>
> "Yours Faithfully,
>
> "J. AOSENEK, Odessa."

This looks as if all the live hardware clerks are not confined to Canada.

J.G.L.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

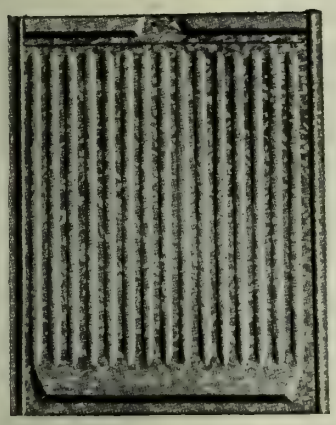
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



Thousands of Buildings Saved from Lightning and Fire with

Pedlar's "George" and "Oshawa" Shingles

No roofing material has done more to save owners from the loss and destruction by lightning and fire than Pedlar's strong, sturdy steel shingles, heavily galvanized and equipped with special locking device on all four sides. Recognized as the best value in roofing materials, they are in use to-day all over the country. The "George" Shingle is for barns and large buildings, the "Oshawa" Shingle for homes and small buildings. Known everywhere, they sell quickly and promote satisfied customers. Big selling season now on. **Write to-day for quotations and particulars.**

THE PEDLAR PEOPLE, LIMITED Established 1861. Executive Office and Factories Oshawa, Ontario

Branches—Montreal, Ottawa, Toronto, London, Winnipeg, Vancouver

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

If interested, tear out this page and keep with letters to be answered.

Warranted Pure

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

Ask Us For

Wrapping Papers

10,000 Rolls and Reams and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

If interested, tear out this page and keep with letters to be answered.

"White"

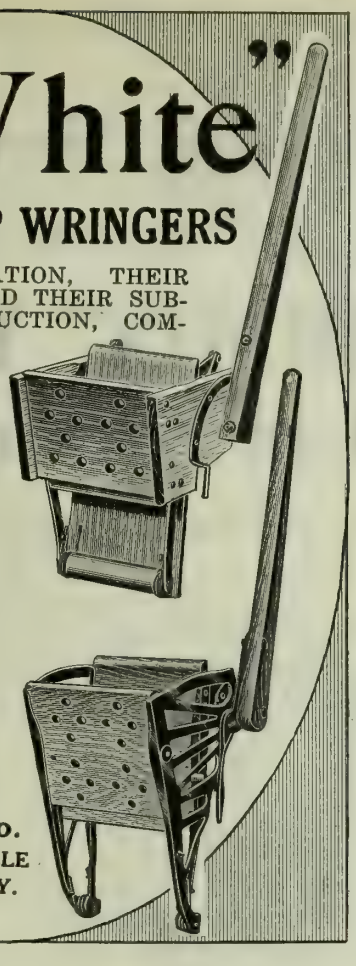
MOP WRINGERS

We lead, others follow. TRADE-MARK. WHITE PERFECTION. REG. U.S. PAT. OFF. PATENT MOP WRINGER. IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE, N.Y. U.S.A.

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



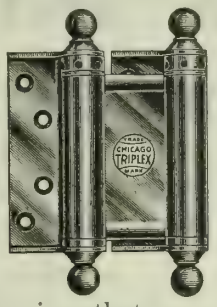
White Mop Wringer Co.
FULTONVILLE
N.Y.

TRADE **CHICAGO** MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERVISOR BOARD

DIRECTOR OF EXHIBITS

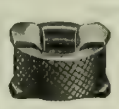
SECT'Y OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS



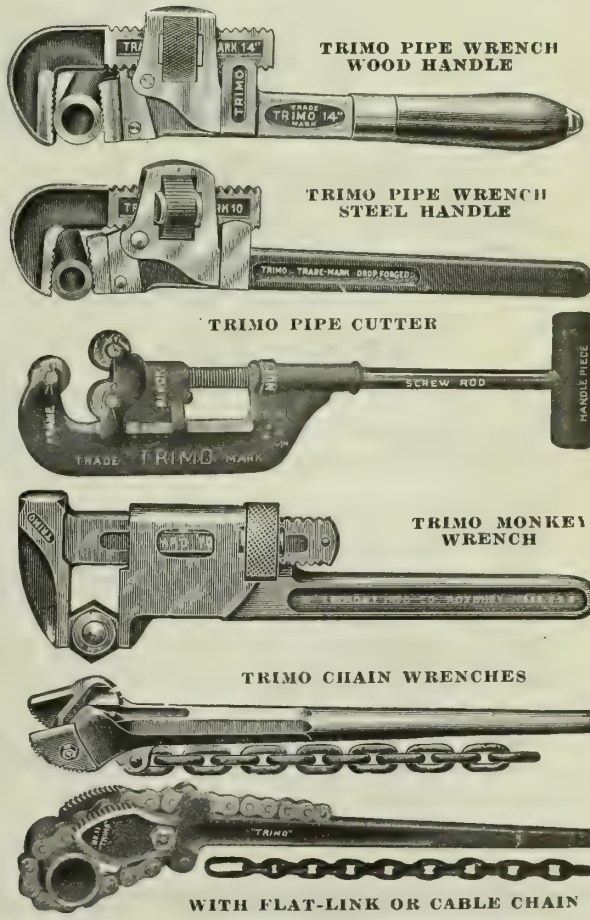
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

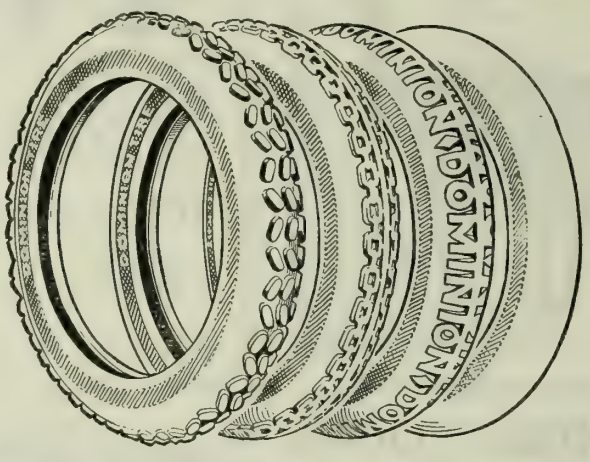
55-71 Amory Street
Roxbury, Mass.
U.S.A.



If interested, tear out this page and keep with letters to be answered.

There's a "DOMIINON" Tire for Every Kind of Service

As no one type of tire can possibly be best for every type of car and road and driver, we make four distinct types—



THE BIG FOUR

Nobby Tread

90% puncture proof. Gives maximum mileage and practical freedom from punctures and other annoyances.

Dominion Tread

A thoroughly dependable anti-skid. Has the most rubber where there is most wear—on the tread.

Chain Tread

The suction of the cup-shaped links grips the road—prevents skidding, and gives remarkable traction.

Plain Tread

The basis of all DOMINION TIRE value. Serviceable and economical — because mileage is built right into it.

Whatever car you drive—wherever and however you drive it—there is a DOMINION Tire perfectly adapted to your needs—the one tire it will pay you best to buy. Choose with judgment and you will get the most satisfactory service you have ever enjoyed.

Behind DOMINION Tires stands the largest Manufacturer of Rubber Goods in the British Empire.

Canadian Consolidated Rubber Company, Limited

Head Office, - - MONTREAL

28 Branches throughout Canada

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, JULY 28, 1917 No. 30

CONTENTS

Competition Boosts Sales of Accessories 43-4
Canadian Auto Industry Thrives 44
All Year Trade in Sporting Goods 45
Suggestions for Seasonable Windows 47
Editorial Comment: Useful Illegal Combines 48
Eternal Vigilance the Price of Safety 48
How We Keep Trade at Home 49
Events in the Trade 50-1
Advertising Stimulant of Retail Trade 52
The Clerks' Page 53-4
New Hardware Goods 55
What Other Papers Say 56
The Markets at a Glance 57
Weekly Report From Buying Centres 57-63
Speeding Up the Turnover 64
Weekly Paint Markets 66-8

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 22 Royal Bank Building; Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies. 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

The Substitutes for

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD WEAR"

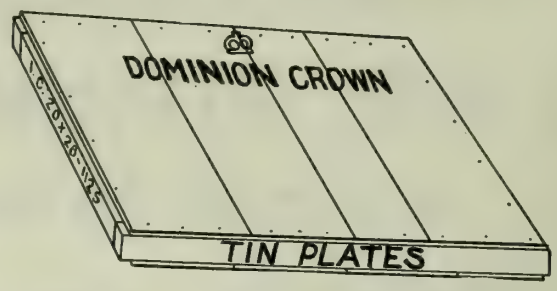
or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates

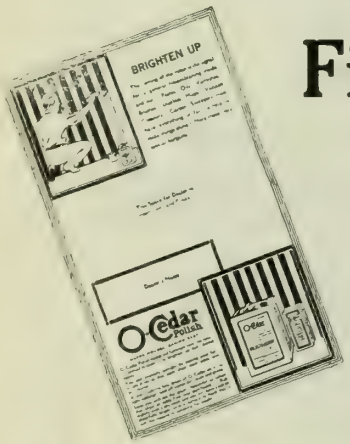


High-Grade Quality
Extra Heavily Tinned

Insist on **"DOMINION CROWN"**

A. C. LESLIE & CO., LIMITED
MONTREAL

Fill In Your Prices—
And Your Ad Is Complete



Getting up an ad is somewhat of a bother, especially in your busy season. That is one reason why our six free advertising plates will appeal to you.

The first dealer in each town to ask for them gets the series—provided he handles

O-Cedar Polish

The six plates come to you all ready to be sent to your local paper, as soon as you have filled in the blank space left for prices and your own name.

Each ad occupies 2 cols. x 7¼ inches.

All are especially prepared for Summer use—featuring such timely merchandise as screen doors and windows, garden and lawn tools, paints and varnishes, cutlery for June weddings, etc. These attractive ads will centre interest upon your store and increase your season's business.

Better send to-day—some other dealers in your town might get the notion first.

THE CHANNEL CHEMICAL CO., LIMITED
369 Sorauren Avenue, TORONTO

Channell Chemical Co., Limited

Please send me set of six free advertising plates.

Name .....

Address .....

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, JULY 28, 1917 No. 30

Competition Boosts Sales of Accessories

J. B. Bunt Hardware of Kingston, Ont., Does Good Auto Accessory Trade With Garage Few Doors Away—Manufacturers and Wholesalers Prefer Hardware Dealers to Garagemen—Window Displays and Newspaper Ads. Create Sales.

IT may seem peculiarly significant that the operation of two similar lines of trade within a few doors of each other are of assistance to each other's individual business in drawing trade, but J. B. Bunt, hardware merchant, of Kingston, Ont., can testify to the efficacy of this noteworthy condition of affairs, for he has successfully operated an auto accessory department for the past two years in face of the competition of a garage established but a few doors away, to say nothing of numerous other garages located throughout the city.

Mr. Bunt, like many other hardware merchants, believes the trade in automobile accessories is fast changing in character, and is of the opinion that as time goes on this branch of the business is fast coming into its rightful sphere, namely the hardware trade. Evidence of this is to be found on all sides, and its confirmation has just awaited reports of its growth and development in face of the competition of the former exclusive dealers—the garage men.

It is only during the last couple of years that the Bunt store has handled auto accessories, but with the constantly increasing popularity of motoring, this department has become an important one, and when HARDWARE AND METAL representative called, a very attractive window display of a large and complete stock of auto accessories was found.

Auto Wins Favor in East

It has been said that the general tendencies of the eastern counties in the district of Kingston are conservative in the extreme, and slow to adopt new-fangled creations, but the automobile has won its way into the affections of these people, and of course auto accessories likewise become necessary in increasing volume. Mr. Bunt was quick to realize the possibilities of the growing popularity of the motor car, and despite his neighboring competition, started right in to show the motorist the advantages of dealing with him for accessory requirements. By regular advertising in the local newspapers and by effective window displays, comprising a wide selection of articles required by every motorist, business began to come in and increased in volume with seasonable weather.

When things had been fairly well put under way, Mr. Bunt found out one day that the tendency on the part of motorists to prefer the hardware store to the garage for the purchase of their auto requirements, was spreading to the manufacturers and wholesalers, and this latter fact is a big element in the success of the line in the hardware trade. Mr. Bunt states that the oil companies and auto accessories manufacturers and wholesalers have an outstanding preference for hardware dealers in comparison with the average garage owner, owing to the fact that better payment is secured. The matter does not stop at that either, for these same manufacturers and wholesalers are following the movement started by the trade press and are openly urging hardware men to adopt their lines on a scale equal to that found in the trade across the border.

Touring Trade

Kingston and district represents a fertile field for the sale of auto accessories, for in addition to the demand from the townspeople, with whom the auto is becoming a growing favorite, there is a considerable transient touring trade. Better roads are constantly being constructed, and general facilities for enhancing the comfort of the great motoring class are constantly being improved, so that everything tends toward the encouragement of motor touring. This fact, combined with the proximity to the United States border and the good connections along the St. Lawrence River between Canadian and American ports, is instrumental in attracting large numbers of

A business-getting window display which has been a good booster for the Auto Accessory Department of the J. B. Bunt, hardware, of Kingston, Ont.

American tourists, many of whom have permanent summer homes among the towns and villages along the shores of the river. These summer visitors do considerable motoring when in Canada and their requirements of accessories, including tires, are on a big scale.

The J. B. Bunt store is well situated in the downtown district of Kingston, near the river, and tourists passing are impressed with the accessory showing made through the display windows of the store. There are many good garages in the city, and by no means least among them is the one a few doors from the Bunt store, but Mr. Bunt optimistically states that garages draw business in this line, and it is really only logical that the more facilities there are, the more motoring will be done, and therefore a greater demand for accessories.

A feature of the accessory business in the Bunt store is the trade done direct from the catalogue. A wide range of articles in this branch is carried in stock, yet by the extensive use of manufacturers' and wholesalers' catalogues, it is possible for Mr. Bunt to offer his customers facilities which are a big item in drawing trade. Prominent in the accessory department are catalogues of goods manufactured for the auto trade, with corresponding specifications and prices; and mail orders combined with prompt delivery, bringing within the quick reach of the purchaser the unlimited stocks of the wholesaler, are big factors in drawing business to the store.

Accessories Advertised

Prominent in the local newspaper advertising of the Bunt store is featured the stock of auto accessories. Mr. Bunt believes in keeping before the citizens the fact that he carries auto accessories in stock, but he is also of the opinion that unless there are leaders, results are not forthcoming in greatest volume. He therefore features periodically sales in accessories, offering certain leaders, and simultaneously arranged effective displays of similar articles. His most recent display in the foregoing combination featured such lines as locks, chains, rubber pedal pads, vulcanizers, tire repair outfits, garage tools, lamps, headlights, horns, tire covers, spark plugs, etc.

Soldier Trade

The city of Kingston, like many other eastern centres, is a well-known military concentration point, being the headquarters of the artillery branch of Canada's army. In summer and winter there are always large numbers of soldiers around the city, for when the artillery goes north to camp in the summer, the large infantry camp at Barriefield is opened just across the river from the city. The trade from these soldiers is an item in the business life of the city, though its effect was more noticeable in earlier months before battalion canteens were operated. In the hardware trade there is considerable demand from these soldiers for kitchen utensils and cutlery. The former includes graniteware and crockeryware, while the latter comprises everything from knives and forks to jack-knives and scissors.

Marine Trade Dying Out

Considerable of the former demand for marine lines, necessitated by the extensive shipping done through the port of Kingston, has died out in recent years owing to the many big mergers of individual steamship lines. There is however, still some demand, chiefly during the spring months, for such lines as rope, paint, varnish, blocks, tackle, and other small ship supplies.

Mr. Bunt is an exponent of the principle of dealing in only high class lines, and this fact is reflected throughout his whole business in regard to the matter of stocks carried, and his statement that there is no money to be made in selling cheap lines is one that is becoming more and more common among hardware merchants as time goes on. A large business in stoves and ranges is done in the Bunt store and a complete stock of stoves and ranges, of the oil, gas, and coal types, is carried. These lines are well displayed in the store in combination with advertising space in the newspapers, similar treatment being accorded all the various lines in turn.

Canadian Auto Industry Thrives

Not Now a Luxury But War-time Necessity—Demand Increases With Urgings For Economy—Big Market For Accessories—A Tire Repair Department.

DESPITE the constant crusade for economy and the unending withdrawal of men, power and money from Canada during the past three years of wartime, creating a situation unequalled and far in excess of anything contemplated in years gone by, it is with some significance that we can point to the undisturbed stability of the motor car market in this country, and which is frequently referred to as Canada's leading peace time industry.

Theory and surmise are by no means convincing, but actual facts and figures which indicate the liberal patronage of the motor car are available and provide the only true basis on which to gauge the extent of the industry for the future.

With generally satisfactory business conditions in Canada, it is recorded that in 1913 the number of registered cars in Canada had been increased by 16,780, or 38 per cent., as against the 1912 registration, and during 1914 it was decreased by 22,070, or 36 per cent. as compared to 1913. War was declared August 1, 1914, so that the last figures were little affected thereby. Now, after two and one-half years of warfare, Canada is this year estimated to be purchasing 100,000 new motor cars, almost five times as many as were purchased during 1914, and an increase of 85 per cent. over the normal increase for 1913 and 1914.

Discouraging Extravagance

Since the outbreak of the war, Canadians have been importuned to discourage the spending of money on things not absolutely necessary, and we are constantly faced with placards, bill-posters, and newspaper articles, urging the discouragement of extravagance, and when it is taken into consideration that 100,000 new cars are being bought by people representing a population of 8,000,000 people, the condition can be regarded in no other way than that Canadians do not regard the automobile as much a luxury to-day as a prime necessity. It has aided in the movement of troops, facilitated the transportation of war material, increased the efficiency of the farm, aided in the quicker movement of all things pertaining to business, and has been a great economic factor in the development of general business.

In combination with the motor car industry are other markets which are absolutely dependent upon it for their condition, and chief among these is the market for automobile accessories. Motor car manufacturers throughout Canada and the United States are doing their utmost to maintain interest in the purchase of automobiles and their energetic campaign has much in store for the hardware merchant and others who stock the accessories which at some time will be required by each of the individual purchasers represented in the above figures. These same figures are ample indication of the success with which the efforts have been met, and demonstrate in the most substantial manner what results can be expected by the auto accessory dealer.

The Repair Department

There are many ways in which business can be attracted and interest stimulated in connection with the sale of motor car accessories, and the many illustrated articles on the subject, which have appeared in HARDWARE AND METAL from time to time have furnished an endless number of splendid ideas for retail hardware merchants who wish to secure a share of this ever-growing and profitable trade.

NO BRAZIL RUBBER FOR ENEMIES

The Brazilians have shown their interest in the cause of the Allies by compiling a list of firms to whom it is considered inadvisable to ship rubber. Judging from the latest reports this blacklist on the Amazon has been a great success. It came into effect here on March 29, 1916, from which date to March 30, 1917, crude rubber was exported to the amount of 34,424 tons. Of this, 19,631 tons, or 57 per cent., went to Allied and American firms, 12,741 tons, or 37 per cent., to Brazilian or Portuguese firms, and only 2,052 tons, or 6 per cent., to enemy and blacklisted firms.

All Year Trade in Sporting Goods

Consistent Demand For Many Branches of Sport Goods—Selling From Catalogue—Older Generations Maintaining Sport—Arousing Interest in Trap-shooting Clubs.

THE encouragement of the handling of sporting goods in the hardware trade is a subject which has been extensively urged in numerous issues of HARDWARE AND METAL for considerable time past. It has been proved that it pays to carry sporting goods lines and the experience of large numbers of hardware dealers throughout the country, as outlined in HARDWARE AND METAL, in detail on many occasions, has established the fact that it is an advantageous proposition for the hardware merchant in any part of the country, and one which, with a little attention, remains a good staple line even under war-time conditions.

Recent Activity in Sports.

There has been a marked activity of late—through advertising and other mediums—to accelerate interest in sports and sporting goods, and many hardware dealers are realizing the advantage to be secured by becoming actively interested and identified with the sporting element of the centre in which they are located. A display of interest among local sporting men and support of local organizations does much to revive trade in all lines of sporting goods. In order that he might work intelligently, the dealer should make a study of local conditions and pay particular attention to the stocking and featuring of the lines he finds are in demand. Neat and attractive window displays from time to time as the sporting seasons change, usually draw good crowds and also good business. For this purpose, it is well to make the best use of showcards, cut-outs and other advertising matter furnished by manufacturers.

Newspaper Sporting Ads.

A good type of newspaper advertising to be used in combination with effective window displays is the accompanying sporting goods ad of the Ingram & Davey Hardware of St. Thomas, Ont. It carries an appeal to all sporting classes from the juvenile to the individual, whose sport takes more the form of a hobby. In the ad are featured lines which are most popular in the district, including baseball mits, masks, balls, bats and body protectors. Golfing irons and outfits "for the busy business and professional man wanting outdoor exercise for his health," and also for the ladies, are given a strong place in the ad. Roller skating, fishing and tennis are also featured, the latter including even white sporting shoes.

Sporting Goods From Catalogue.

The featuring of sporting lines has been found to draw considerable trade from the sporting enthusiasts in other hardware lines, and the benefit of becoming an interested party among this class is of unlimited value to the hardware dealer. It has also been found that some lines of sporting goods can be sold from catalogues. Manufacturers of sporting goods issue very attractive and well illustrated catalogues from which the retailer can very often make sales. One retailer in an Ontario town who does an exceptionally good trade in sporting goods, and who carries a small but well selected stock, has a large number of catalogues of leading sporting goods manufacturers and jobbers, and makes reference to them when customers ask for anything not carried in stock. This merchant also has discount sheets for every catalogue and is able to quote prices on the spot. This procedure is in marked contrast to the merchant who sometimes has a catalogue and can show an illustration of an article, but cannot quote a price.

There are many branches of sport just getting under way as the weather is changing, and towards the Fall others will be starting up with renewed interest and activity. There are other sporting lines which are consistently in demand throughout most seasons of the year, and these offer special possibilities for the hardware dealer stocking such lines.

Trap-Shooting — The "Sport Alluring."

Prominent among the class of sporting goods which are in good demand in some localities throughout the twelve months of the year, is that of Trapshooting, and the case of the Saskatoon hardware dealer as outlined in a recent issue

Effective ad. for the Sporting Goods Department of the Ingram & Davey store of St. Thomas, Ont.

of HARDWARE AND METAL could be duplicated by any other merchant willing to devote sufficient attention, and similar tales of possibilities developed can be associated with any other sporting goods. In Saskatoon the hardware dealer by the use of effective window arrangements and by the display of a personal interest in the affairs of the local gun club, was instrumental in having the club reorganized, and with the continued encouragement of Trapshooting, he found he secured valuable returns. New shooting grounds were established, new traps installed, and the new organization was the source of much profitable business to the hardware trade, especially as regards new modes of shotguns, shells and rubber butts, to say nothing of the general hardware lines which were sold to the sportsmen.

Sporting Possibilities in Any District.

This measure of success which attended the efforts of the hardware dealer in Saskatoon are capable of duplication in any community, and every hardware merchant should consider what the trade possibilities would be in combination with local development of sporting organizations in his community. There are few districts which have not some gun club or trapshooting organization, and interest should not be allowed to wane even under war-time conditions, for it is generally found that trapshooting and other sports are being carried on by the older generations in place of the young men who have gone to the war. At the present time gun clubs in Canada are fully alive, but their development can be extended much further, and the interest of local hardware dealers would invariably be not only directed profitably to them from a trade standpoint, but would be fully appreciated by the sportsmen and result in other benefits to the trade in general.

Trapshooting All Year Around.

There is no close season in the trapshooting or gun club activities, and good sport can be provided whether it be winter, summer, fall or spring. The sport with the elusive and fascinating clays is a very popular one, and gatherings at afternoon shoots of the town club are big elements in promoting a spirit of friendliness, brotherhood and sportsmanship. The subject of arms and ammunition is always under discussion and provides the interested hardware merchants with an opportunity to become acquainted with the requirements of the sportsmen.

Boost Local Sports.

There are possibly some communities in which sport has become more or less stagnant, and also perhaps some in which such branches of sport as trapshooting have never been introduced. In such cases it would be found to advantage for the local hardware dealer to not only stimulate interest by personal support of local organizations, but by the giving of expert information concerning such sport as trapshooting, a subject which may not be altogether familiar, but one which undoubtedly would be of considerable interest if once introduced. For such use some general information might be of value, even to the extent of its being distributed as editorial matter or as posters among local sporting clubs and other interested parties.

Trapshooting has become increasingly popular in recent years, and its growth is not to be wondered at when its many possibilities are considered. Among its chief ramifications, the "sport alluring," as it is commonly termed, embraces outdoor exercise with fresh air as a tonic for mind and body. The sport of competition, the quickening of the faculties for thinking and acting in unison—in other words co-ordination. Can anyone imagine better training for the mind and body than a sport which stimulates so generaly and effectively?

Give Details of the Sport.

In the distribution of such information, a description of the sport should be given with necessary directions. The shooter in trapshooting stands about 16 yards from the sloping roof of the trap house half hidden in the ground. To his rear is located the "puller" who controls the trap which ejects the saucer-shaped target from the traphouse. A boy in the traphouse feeds the trap with a diet of clay targets. When the shooter is ready, he calls "pull," and the target is thrown with great speed for a distance of 45 to 55 yards. The targets are usually thrown at unknown angles and the shooter is credited with a "lost" if he misses, and with a "dead" if he breaks the target. Five men make up a squad standing from three to five yards apart in form of an arc, and they shoot in order. The string usually consists of 15 to 25 targets, and any shooter who can break 90 per cent. or better, is credited with being a fine shot. A good shot is one who breaks between 80 per cent. and 90 per cent., and a fair shot between 70 and 80 per cent. It is not considered advisable to shoot at more than 100 targets during an afternoon, when the sport is being used for pleasure and relaxation.

The giving of information and advice for beginners regarding the sport of trapshooting, such as is contained in the above, combined with the active interest and support of local hardware dealers, should do much in reviving or introducing new sporting life in any community, and the success of the Saskatoon dealer in connection with the local gun Club is but an indication of the possibilities involved in the stocking of sportng goods lines for which a consistent demand has been stirred up, no matter what might be embraced in the sporting tendencies of the local fans.

Auto Accessories Work in With Sporting Goods

New Department Started in the Moose Jaw Hardware Co., Ltd. —Regina Firm Also Catering to Motorist.

THE Moose Jaw Hardware, Ltd., Moose Jaw, Sask., started to handle automobile accessories early in April this year, putting in a stock of $4,000 worth, including tires. Geo. Morrison, head of the company, looks after this department himself. He went east recently, examined a number of stocks, saw a number of people who are selling accessories, and got a good line up on what was doing in the trades.

The purchasing of the original stock was done in a conscientious manner, buying only what was thought would sell, and devoting attention principally to accessories, such as tires, spark plugs, pumps, pressure gauges, lamps, horns (electrical and otherwise) batteries, speedometers, tire covers, chains, bumpers, shock absorbers, tire carriers, all kinds of wrenches, jacks, spark plug detectors, ameters, avoiding anything in the nature of a fad, such as special trimmings, and many things that are not absolutely necessary for a car.

Mr. Morrison stated that in selecting the stock, he had in mind the man who did his own repairing. "By opening this automobile accessories department, we considered that we were doing the motorist a service.

"We find that automobile accessories work in well with our sporting goods department, and that one man can handle both. We try to keep on hand a good supply of catalogues and other descriptive matter, so that we can use these to explain to customers what an accessory is for. In cases where we do not understand it ourselves, we simply read from the catalogue to the man who owns an automobile, who will soon see that it is just the thing he wants."

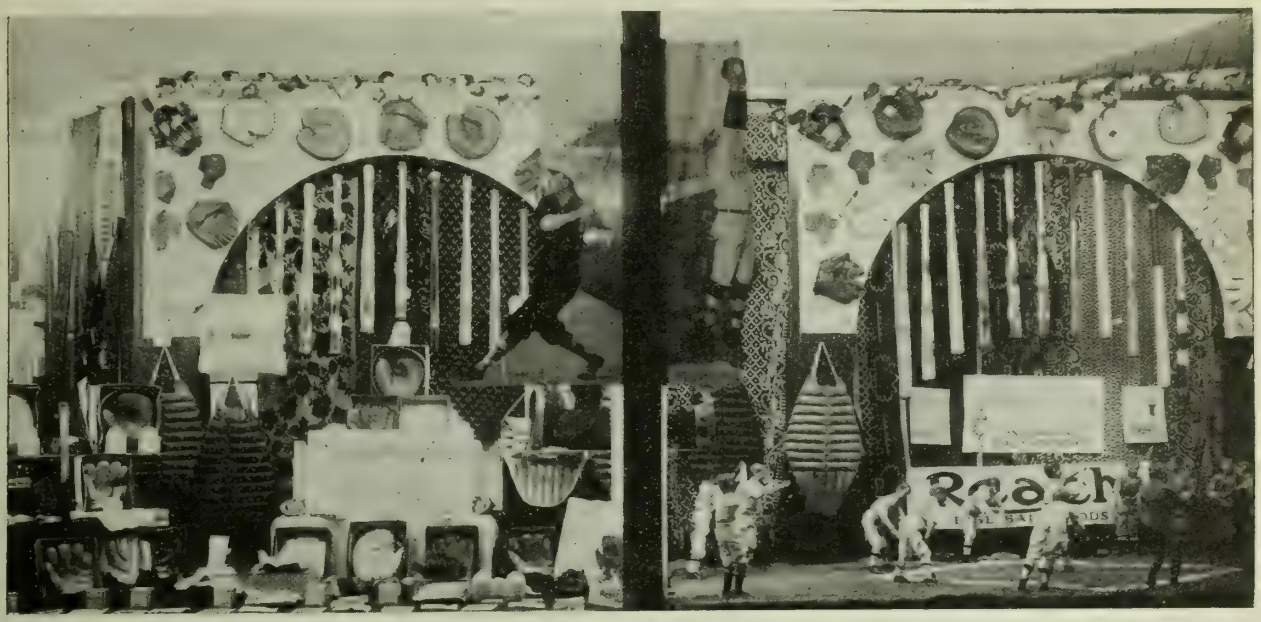
It is a profitable line, and Mr. Morrison thinks it should be easier for men in the country to handle it. He says that the average garage man is more interested in selling cars than in repair work, and certainly is not versed in mercantile business. The average automobile man, he says, would rather demonstrate a car, driving it up and down the street. "If," said Mr. Morrison, "the hardware dealer in country districts would get down and study the line, and study the particular cars that are in his district, he could make lots of money out of automobile accessories. It is no use introducing them and throwing them on a shelf. He has got to let the people know he has got them, and not just say we handle automobile accessories."

Armstrong & Dowswell, Regina started handling auto accessories this summer. They decided that this was going to be a good line or them, and put in a fair-sized stock, devoting a window and show case to the display. Inside of ten days they had sold half of their original order.

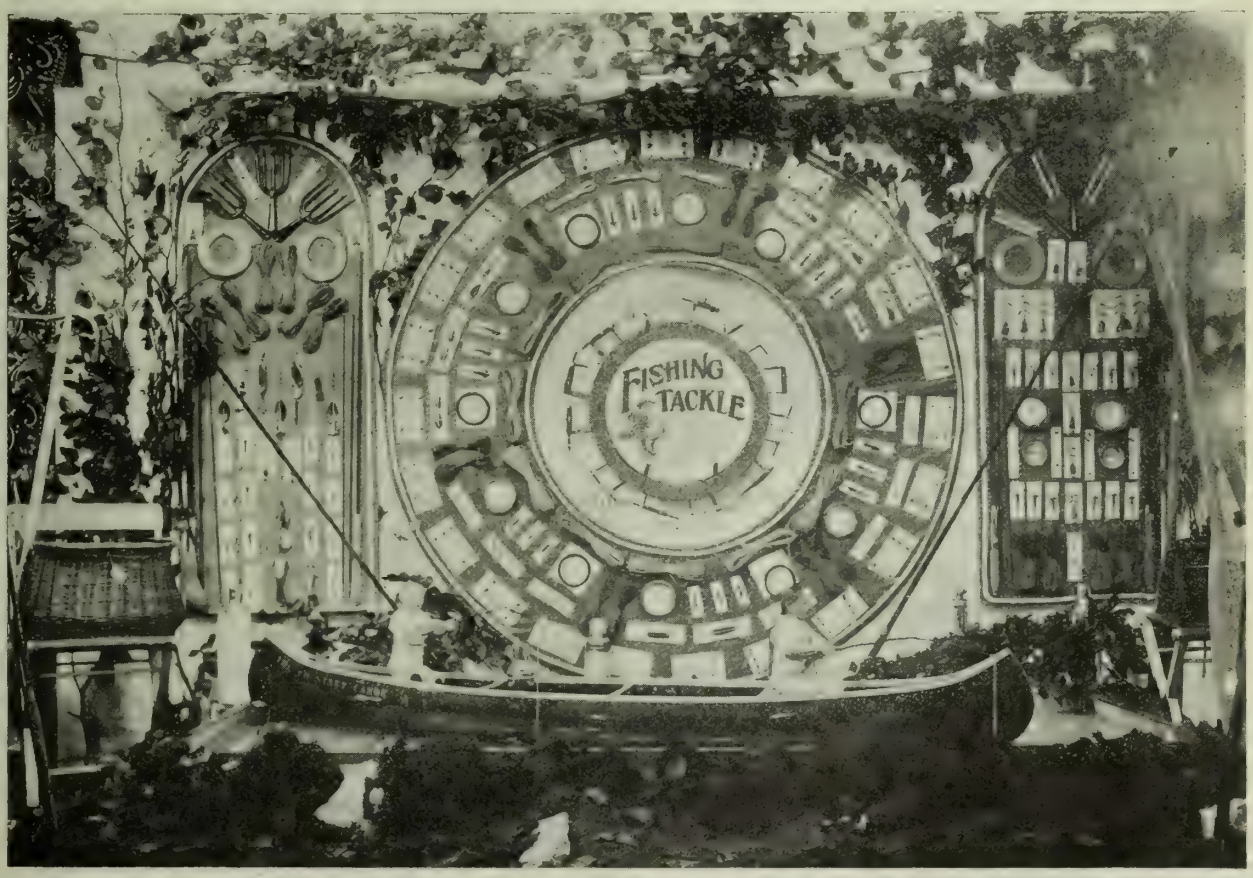
Mr. Smith, speaking to HARDWARE & METAL, of this new venture, said: "It is a matter of giving this line a prominent display. Whether we know a

(Continued on page 51.)

Suggestions for Seasonable Windows



This novel display of baseball supplies furnishes a number of splendid ideas for the window trimmer. The background is unusually attractive. The ball game in progress would attract many people, especially young boys. The figures representing players are dolls which were secured from a store in which toys are sold. A wide range of baseball supplies is shown in the display. The use of show cards is another commendable feature.



A decidedly novel, yet practical display of fishing tackle. An unusual touch of realism is added by the canoe containing two (large doll) fishermen. The scene represents a river with banks, etc., and would attract all the disciples of Isaac Walton. The novel has not been allowed to outshine the practical feature of the display. The splendid assortment of fishing tackle and camper's supplies stands out prominently in the display. The ideas in the above display could be easily carried out in whole or in part by window trimmers in all parts of Canada.

EDITORIAL COMMENT

EDITORIAL BRIEFS

IF ALL legitimate business-getters are not used during the spring months, then for each business-getter neglected by the merchant there is a certain monetary loss.

* * *

THE phenomenal growth of the auto accessory business through hardware stores, during the past three years, has greatly exceeded the expectations of the optimistic few, including HARDWARE AND METAL, who three years ago began a campaign urging the trade to cash in on this valuable trade. When HARDWARE AND METAL, practically alone, started the campaign, there were many who thought that the auto accessory trade would never develop to any great extent. To-day auto accessories are among the live wire departments in hundreds of the best retail stores in Canada.

* * *

THE recent developments in mail order selling as outlined in last week's issue of HARDWARE AND METAL, are causing great anxiety in the smaller towns and cities. Those who wish to continue in the retail business will have to work harder and more intelligently if they wish to compete successfully with the big city department stores and mail order houses. There is no good reason why the smaller retailer cannot compete with the mail order houses. Thousands of retailers are successfully fighting mail order competition. Unfortunately, there are many others who are more inclined to sit down and complain about mail order competition than to get out and fight against it.

USEFUL ILLEGAL COMBINES

A SIGNIFICANT statement was made in the anthracite coal report to the Government of W. F. O'Connor, K.C., Acting Commissioner re Cost of Living. Mr. O'Connor in his investigation discovered a number of organizations, mostly local, and of course confined to coal dealers, which he states are illegal because in partial restraint of competition. At the same time Mr. O'Connor also discovered that these so-called illegal combines were not harmful, but helpful to trade and public, inasmuch as the associations tended to prevent ruinous price-cutting, which, as every business man knows, is bad for dealer and public alike. There have, of course, been cases in the past where associations have over-stepped the mark in enhancing prices, and no doubt a certain amount of harm is being caused in the same manner to-day. On the other hand it is undoubtedly true that associations in any line, if properly conducted, can be of great value to all branches of commercial life in Canada. The following is an extract from Mr. O'Connor's report:

"I found no evidence of any general combine as to prices, but I did find ample evidence of local combines (illegal because in partial restraint of competition), made up of all or mostly all of the local coal dealers, in practically every city in Canada. In order to be fair, however, I have to admit that notwithstanding the illegal character of such combinations, they have not been responsible, so far as I can discover, for any enhancement of prices. If price enhancement was their object that object failed. Failure, of course, does not absolve from guilt. It is trite law that the illegality of a combination does not depend upon its success in the affecting of its purposes. But I do not believe that the enhancement of prices is the object of such combinations. They have a different, also illegal object with which object I must confess considerable sympathy, and my regret that it is illegal, and, as such reprehensible and condemnable. I think that the main object of such local associations is the avoidance of price-cutting wars, resulting in sales below cost, as among their members. They attempt to effect this purpose by the setting from time to time of a ruling or common price. They do not bind their members to invariable adherence to such price. It is intended as an assistance to price stablization."

ETERNAL VIGILANCE THE PRICE OF SAFETY

THERE are those merchants who rather pride themselves on the fact that they do not fear the future. According to their own belief, conditions are going to remain about as they are at present for several years to come. Possibly, mayhap even probably they are right. World conditions may cause such a demand that products may continue high for years after the war. There are many grounds for believing that this will be so. But world conditions are abnormal at present, and making judgments on abnormal conditions is a perilous business. They may all be astray. If they are correct the confident merchant is all right. If they aren't, where is he? The answer to this question all depends on how well he has provided, not only for what he considers the probable, but for what actually may be. We say again that only by keeping his house in order, his stocks moderate, his expenses within reason, and his collections up to the minute, is the merchant exercising that vigilance that is beyond question the only price of safety.

How to Get and Keep Business

Brief Essays by Western Merchants Describing the Means They Have Found Effective in Meeting Outside Competition—Advertising Service and Quality Generally Considered the Greatest Arguments.

EDITOR'S NOTE.—*At the time the Manitoba Retail Merchants' Association was in convention at Winnipeg, Russel Lang and Company, booksellers and stationers of that city, as an incentive to a better understanding of the problems the cities, towns and country places had to meet in facing the competition of the Mail Order House, offered a prize for the ten best papers on the general topic "How We Get and Keep, Business in Our Town." We publish herewith two of the essays. The first three prize winners appeared in this paper two weeks ago.*

"HOW WE GET AND KEEP BUSINESS IN OUR STORE

Importance of Social Service in Community—Good Service Needed to Hold Trade.

By W. C. Paynter, Tantallon, Sask.

THE subject is well put under the above caption, for you cannot make hare soup until you have first caught your hare. Therefore, our first concern will be how to get business, and get it in such a way, that once people start coming to your town they feel that they are treated so well that they enjoy each buying expedition as a holiday.

I believe that every successful town or business has its basis in social service to the community, and the opportunity falling to the lot of every progressive merchant for social welfare is not surpassed by any other vocation or calling. Not even by the clergy.

In front of our counter we know no party, creed or race. This is the shrine before which all have to bury their differences, and meet on common ground, and through a common language secure the supplies necessary for their existence. The God of this shrine wields a mighty power for good or ill. If he has a heart, his customers go to him for sympathy and advice. Into his ears they pour all their troubles and misfortunes. Tell him about all the bad points of their neighbors. If he has wisdom and keeps his own counsel, he will soon be the knowledge centre of the community, and can use his knowledge, web and woof, to weave a kindlier feeling throughout the district.

He should take part as far as possible in the social and other activities of the community as well as the town. Help his customers to secure the best markets for their products. If there is an opening, help organize a creamery, or a co-operative elevator. Join the Grain Growers' Association if you are asked to do so. Do your part in the Agricultural Society. If you have no town band, organize one; if you have no rural telephones, organize a company and put them in; if your store is too small to display your goods to advantage, enlarge it. Your trade will come in proportion to the accommodation you provide for it. And when you enlarge your store, don't forget to provide a rest room with wash room and lavatory equipment same as the big city stores. This is social service to the mother that comes shopping, bringing her little ones along with her; to the young ladies who wish to look their best in town after coming long distances over the dusty roads. Social service, which is also a first-class investment. Make your store the week-day social centre of the district. Don't be a slave to your customers altogether, your own family have a claim on you. Unite with other merchants in your town, and close your store early, day 6.30. We keep open till 8 p.m. Wednesday, and 10 p.m. Saturdays, but close other nights at 6.30, and no complaint. In exceptional cases, be ready to oblige a customer, if something is needed at other times and it is convenient to you. Keep your windows clean, and the store bright; change your displays often, and always have nicely written price tickest on every article, and then if your customer will allow you a little time and you have any specials that will interest them, send out a mimeograph letter telling them all about it. You won't be able to do this often, for each one sent out will make your store a busier place.

If you are going to advertise a snap to draw trade, don't take a staple article like Sunlight Soap and say you will sell 7 bars for 25c, as a merchant I know, recently did. He only had two cases to start with, and when these were sold out, there were a lot of dissatisfied customers who were too late for the snap. Such action may draw trade, but will not keep it, for people reason that when he could sell 7 bars for 25c, he was robbing them when he only sold them 5 bars. Or if he was selling it below cost, he was going to watch his chance to get it out of them on something on which they were not posted as to the value. We never take any notice of such competition, for we know by experience that a business run on this principle will not last long. When we advertise a snap, it is something we have bought in large quantities as a snap, and we lay out to reduce our stock of this article about half during the sale.

We do not consider any competition except the mail order house. In order to hold and increase our trade, we must meet their prices. In order to meet their prices, we must buy as cheaply as they do. In order to buy as cheaply as they do, we have to give the manufacturers as large orders as they do. This we cannot do individually, but we do it collectively by consolidating our orders, and paying cash for the goods, thereby securing all quantity discounts.

Our jobbing friends are waking up, and many houses are now helping the merchant to hold his trade at his home town, by giving special prices for quantity buying on some staple article that will make a good ad. by accepting mail orders for dress lengths and blouse lengths assorted in good weaves, so that the country merchant can have a good assortment, no two alike, with the expenditure of very little capital, thus keeping stocks down and helping towards a greater and more frequent turnover. Such actions are appreciated by the town merchant, as he feels that his jobber is back of him and helping him to render a better service to his community.

Gentlemen: I predict that plans as here outlined will not only hold business in our towns, but the time will come, and come soon, when the city stores with their high cost of operation, and their high cost of stores and store sites, will have to look to their laurels or the city people will be taking a run out into the country to buy their supplies, and then the problem will be: "How we get, and keep business in our city.."

BUSINESS HAS UNDERGONE CHANGE.

Mail Order Houses Have Made Big Inroads—Margin or Profit Cut Fine.

By Gordon McKay. Pilot Mound Pharmacy, Pilot Mound, Man.

BUSINESS to-day is entirely different proposition to what it was fifteen or twenty years ago.

Competition has become so keen, the inroads of the mail order housese have become so big. The margin of profit has been cut so fine that a man to make a success must everlastingly study all angles of his business.

The farmer of to-day is a pretty wise guy. He comes from Missouri and he is aided, abetted and coached by the mail order literature. He can read his catalogue backward and can quote you any price in it as well as some that are not in it. To get and keep trade, the first thing to do is to put your own business on a systematized business basis. Do you know what it is costing you to do business? What is your per cent. profit? Do you take your discounts? Do you consistently and persistently advertise? Have you an up-to-date mailing list and do you use it? In short, are you a business man or are you simply a storekeeper? I believe that if the country merchant buys light and buys right, sells his goods on as narow a margin as is safe and he ought to know what that margin is, if he keeps a proper set of books. That if he lets the public know he has the goods and the prices. That he means business and goes at it in a business-like

Continued on page 68.

EVENTS IN THE TRADE

BUSINESS CHANGES.

Roland, Man.—The Roland Hardware Co. has registered partnership.

Roland, Man.—C. S. Jones, dealer in hardware, has admitted Geo. Ross.

Harris, Sask.—A. E. Jones is negotiating sale of hardware business.

North Vancouver, B.C.—C. Y. Griffin, hardware, has sold to W. B. Goldie.

Verwood, Sask.—The Verwood Hardware Co. has registered partnership.

Westerham, Sask.—J. T. Ruggles has commenced the hardware business.

Olds, Alta.—H. A. Wallace has sold hardware stock to Allen & Anderson.

Toronto, Ont.—M. Rossiter, hardware, has sold branch store to T. W. Rossiter.

Olds, Alta.—Allen & Anderson, hardware merchant, has commenced business.

Tisdale, Sask.—Larson & McIntosh, hardware dealers, have been succeeded by Ida M. Cousins.

Wolseley, Sask.—C. H. Hurlbudt Co., Ltd., implements, has been succeeded by G. H. Hurlburt.

Bassano, Alta.—E. G. Paddon, hardware dealer, has sold branch at Lommond to T. H. Kennedy.

FIRE LOSSES.

Belmont, Man.—Cannon & Houghton, hardware merchants, have suffered fire loss.

Toronto, Ont.—Glidden varnish works was slightly damaged by fire recently when a varnish container boiled over.

OBITUARY.

Newburgh, Ont.—Ex-Warden M. Ryan, who formerly conducted two stores in the village, is dead.

Stratford, Ont.—Malcolm McDermid, for the past eighteen years in the hardware business here with T. Kyle, is dead.

PERSONAL.

Raymond A. Catlin, of the Corbin Cabinet Lock Co., was in Montreal last week.

J. Tucker, of H. S. Howland, Sons & Co., will spend a couple of weeks' holidays at Stouffville.

A. G. Bowman, of Russell & Erwin Mfg. Co., New Britain, Conn., visited Montreal last week.

J. S. Scott, of Lane Bros. & Co., Poughkeepsie, N.Y., was a business visitor to Montreal this week.

W. E. Reau, head of the Albertson Manufacturing Co. of Minneapolis, recently visited Weyburn, Sask.

W. J. Elliott, manager of Whitman & Barnes, St. Catharines, Ont., is spending his holidays at Atherley, Ont.

L. E. Griffith, representing Surpless, Dunn & Co., New York, was a business visitor to Montreal last week.

E. B. Ryan, Toronto manager for Wood-Vallance & Co., Hamilton, will spend a short vacation at Dunnville.

Charles L. Jobb, general manager of Canadian Iron Founderies Co., Montreal, Que., recently visited Fort William, Ont.

A. Birmingham, of John H. Graham & Co., New York, was in Montreal last week visiting friends in hardware trade circles.

Lieut. W. H. Reid of Toronto, formerly traveller for the Toronto Hardware Company, Limited, has been severely wounded at the front.

INCORPORATIONS.

Bradford, Ont.—Watson Specialties, Limited, has been incorporated with a capital stock of $150,000, to carry on general manufacturing business of wood and metal products.

INDUSTRIAL NOTES.

Montreal, Que.—Canadian File & Tool Works has been registered.

Brantford, Ont.—Four hundred veteran employees of American Radiator Co. will benefit by division of $1,000,000 left to them by the late John Bartlett, vice-president and founder of the business.

Lethbridge, Alta.—Imperial Oil Company is considering moving distributing headquarters in the south from Lethbridge to Medicine Hat, owing to difficulties between company official and city commissioners regarding cost of water service.

Guelph, Ont.—Iron moulders of the three factories, Crowe's Iron Works, Griffin's Foundry and the Guelph Stove Co., are on strike for increased wages. Their demands are for an increase from $3.50 to $4.25 per day, and for a 15 per cent. increase on piece-work.

VISITORS TO TORONTO

G. E. Polkinghorne, of Lunehouse, Ont., spent Tuesday of this week in the city.

S. W. Reynolds, of Highland Grove, Ont., spent a day in the city during the week.

G. Padget, of Padget & Hay, Agincourt, Ont., was in the city during the week.

George Beatty, general merchant of Cedar Grove, Ont., spent a day in the city during the week.

A. Carmichael, general merchant of Sundrdige, Ont., was in Toronto on Thursday of last week.

G. E. Dormer, of the Dormer Hardware, Teeswater, Ont., spent a day in the city during the week.

J. W. Kennedy, hardwareman of Georgetown, Ont., made a short business trip to Toronto during the week.

J. T. Bowerman, hardwareman, of Alliston, Ont., was on a short business trip to Toronto ruring the week.

Sarnia, Ont.—Perfection Stove Company's office staff held a banquet and smoker recently at Lake Huron Hotel.

Charles Shaw, hardwareman, of Kleinberg, Ont., made a short business trip to Toronto during the first part of the present week.

WOOD-VALLANCE PICNIC

The annual picnic of the Wood-Vallance Hardware Company at Hamilton will be held on Friday of this week at Hamilton. All representatives and members of the firm, together with their families, will spend the day in picnic formalities at one of the Hamilton parks.

NEWS FROM THE MARITIMES

Canadians Assisting in Training U. S. Troops.—Annual Convention of Simms Co.—Shipbuilding Plant Now Operating.

William C. McKeil of T. McAvity & Co.'s staff, St. John, has been admitted to a French Hospital, suffering from gunshot wounds in the shoulder.

Canadian Cottons, Ltd., are to install new motive power for their plant at Marysville, N.B., hydro-electric power to be used. Erection of concrete dam costing $30,000 will be the first step.

Tenders for power plant and laundry equipment for the St. John Hospital were rejected recently because the lowest tender was $43,000, while the estimates was only $27,000. The County Council has secured new specifications for plant estimated to cost $39,930, and will call for new tenders.

A joint meeting of the executive of the retail Merchants' Association, Wholesale Grocers' Guild, Canadian Credit Men's Trust Association and the Rotary Club is being arranged to meet and hear address by J. A. Beaudry, Treasurer of the Dominion Retail Merchants' Association, who is to visit St. John in the interests of the Association.

Lieutenant-Colonel J. L. McAvity, President McLean, Holt & Co., Ltd., St. John, is in charge, and Major Gordon Johnston, sales manager for James Pender & Co., Ltd., St. John, is one of the party of Canadian officers, who have been assigned by the Dominion Government to the work of aiding in training the Massachusetts troops.

Annual Convention of travelling representatives and head office and factory executives of T. S. Simms & Co., Ltd., broom and brush manufacturers, was held in St. John this week. The convention lasted several days and business sessions were varied with excursions and outings to various nearby places of interest, concluding with formal dinner on the closing day at the home of the President, L. W. Simms.

The Grant & Horne shipbuilding plant is now in operation at St. John, with the keel for the first 3,000 ton wooden ship laid. D. A. Saker, who is to undertake construction of smaller wooden vessels, has been awarded the contract for the preparation of his shipyards site, and expects to begin building soon. The St. John Shipbuilding Co., Ltd., has practically closed negotiations for a site and will start work at an early date.

FAREWELL PARTY TO SERGEANT RICHARD D. NOY

With the customary zeal which has always characterized this organization the members of the office force of the Boston Varnish Co., at Boston, Mass., gave a farewell party on Saturday evening, July 21, to Sergeant Richard D. Noy, one of their number, who has just been called to the colors with the First Company of the Coast Artillery. The affair was most brilliant, with patriotism for its keynote, and while there was always an undercurrent of sadness due to Mr. Noy's leave-taking, every possible effort was made to make the last evening of his connection with the Boston Varnish Co. a most memorable one.

One entire floor of the new factory building of the company was devoted to the assembly, and the members of the office force had caused it to fairly glow with the national colors, flags and bunting being everywhere in evidence.

Mr. James B. Lord, president of the company, in well-chosen words, presented Mr. Noy with a handsome and, at the same time, very practical gift in the form of a soldier's travelling case, in the centre of which reposed a very beautiful pipe and tobacco pouch. Mr. Noy, laboring under deep emotion, briefly responded, expressing his hearty appreciation for the esteem in which he is held by his associates, and saying that in answering the call of his country he felt that the inspiration given him on this occasion would serve him in good stead on the battlefields of France or wherever his Government saw fit to send him.

A very pleasing entertainment was furnished by the members of the office force as follows:—Reading by Miss Gladys Small; musical selections by Misses Mildred Burke and Clara Nye; vocal selections by Myrtle McCurdy, and Messrs. Wesley Gilmour and Vertner Bray. Mr. W. H. Gerke, vice-president of the company, also rendered a vocal selection.

Dancing was enjoyed until a late hour, and the party finally ended with the singing of the National Anthem by all present.

NEW INDUSTRY FOR CANADA.

Through the efforts of the officials of the Canada Stove & Foundry Co., Ltd., of Ville St. Laurent, Montreal, P.Q., the Company has been successful in the bringing of a new industry to Canada. They have already built a large enameling plant for the purpose of enameling both steel and cast iron stoves, ranges, or any kind of stove parts, and state that they will also in the very near future have a full line of cast iron hollow-ware, druggists enameled sundries in any color, etc., to offer for sale. The manufacturing of these latter classes of goods, it is said, will bring an entirely new industry to Canada.

They have secured the services of an expert enameler who has had twenty-five years experience in manufacturing all kinds of enamel-ware. The special grade of enamel which they are using is especially adapted for chemical work, it is said, and will successfully resist any kind of strong acids, and is so warranted. They are now making porcelain enameled ice cream containers in sizes ranging from one to forty quarts.

PLYMOUTH COMPANY DOUBLES STOCK.

The Plymouth Cordage Company's shareholders, at a special meeting held in Boston, Mass., recently voted to increase the capital stock of the company from $4,000,000 to $8,000,000 thereby converting $4,000,000 of the company's surplus assets accumulated prior to March 1, 1913, into permanent capital. This new issue of 40,000 shares of a par value of $100 each will be distributed as a dividend of 100 per cent. to shareholders of record of July 10.

President Loring stated that business was never so full of excitement at at present. Cost of material had advanced while the item of freight had risen 800 per cent. He stated that it was a serious problem to keep the mills running and that at one time last year supplies on hand only provided for running the mill for two hours, when a new cargo came in. He quoted figures showing that a cargo of Sisal now costs between $800,000 and $900,000 as compared with a normal price of $230,000. These high prices made it necessary to keep a large amount of money and about eight months' supply on hand to run the business.

AUTO ACCESSORIES AND SPORTING GOODS

(Continued from page 46.)

man or not, if he looks as though he is likely to be driving an automobile, we suggest automobile accessories. There is no doubt it is the coming line in the hardware business, and we cannot get away from it. Farmers out here are all using their automobiles now instead of the horse and buggy, etc. Before we started to handle automobile accesories, we experienced quite a demand for wrenches from automobile owners, but we were continually being asked for socket wrenches. The latter is one of our big lines now in the automobile department."

CHANGES IN HARDWARE STOCKS IN HALF A CENTURY

Hardware merchants engaged in business for the past half century and longer, have seen some radical changes in the goods carried in stock since the days of Confederation. Such pioneers of the hardware trade are reluctant to talk much of the changes in stocks carried, and oftentimes are of the opinion that such changes have been negligible, but on closer examination, it is evident that considerable changes have been made. These changes have been brought about by improvements in other lines which eliminate certain features of earlier trading, and by the introduction of new features in order that the hardware merchant might keep abreast of the times.

Take for instance the stocks of tacks, tack hammers, and carpet stretchers. These formerly indispensible articles in the hardware stock receive little attention to-day because carpets have been largely eliminated in favor of the more easily cleaned and handled rugs. For this reason floor finishes, and mops, have become more popular, and more carpet beaters are sold, though even the latter have been affected within the last few years by the introduction of vacuum cleaners, which are now dealt in on easy terms.

Then, too, the sale of picture nails has largely been decreased owing to the fact that the present fashion of hanging pictures from mouldings does not require them. And naturally this creates a bigger sale for both moulding and moulding hooks.

Chopping bowls and mincing knives were also very popular prior to the introduction of the modern food chopper, and in the days when concrete sidewalks were few, hardware dealers carried large stocks of foot scrapers and wire door mats.

Similar changes have been the order all the way in connection with small hardware, and articles which were formerly common sights in the average hardware have now given way to more modern labor saving devices, which, in turn may not be seen at the end of the next half century.

HARDWARE LETTER BOX

HEAVY CARDBOARD AND FIBRE BOXES.

R. T. Holman, Ltd., Summerside, P.E. I.—Will you please give us the names and addresses of manufacturers of heavy cardboard or fibre boxes, used for sending parcels to the front? The Adams Cellboard Co., Toronto.; Canada Paper Box Co., Ltd., Montreal; The Freed Paper Box Co., Ltd., Montreal; Hinde & Danch Paper Box Co. of Canada, Ltd., Toronto; Martin Currogated Paper and Box Co. of Canada, Ltd., Toronto; the Stronglite Box Co., Ltd., Ottawa, Ont.

Advertising Stimulant of Retail Trade

U.S. Authority Before Congress Committee Discusses Effect of Advertising on Retail Prices—Results of Inquiry as to Cost of Doing Business.

PROFESSOR Paul H. Nystrom, who for many years has been active in the discussion of retail problems, appeared recently before a United States Congressional Committee, who were discussing the subject of price fixing. During his talk Prof. Nystrom made particular reference to the effect of advertising on retail prices and one of his outstanding remarks was to the effect that advertising was really the stimulant of the retail business. He said in part:

"A farmer having two fields alongside of each other that he wishes to test in the production of crops may apply fertilizer to one and to the other we will say he gives nothing in the way of nutriment to the soil. He is using the original soil in each case, but in one case he is adding fertilizer and the other he is not.

"Now, because he adds fertilizer to that soil, providing he uses correct judgment in its application, both as to kind and amount, he gets a very much increased product from the soil; he has reduced the cost of its production on that acre of land as compared with the acre of land he has not used fertilizer on. Advertising is the fertilizer in the field of business. Advertising rightly applied, reduces the cost of distribution."

The business of a large clothing manufacturer of Chicago was the example chiefly relied upon by Professor Nystrom to bear out his contention that advertising is entitled to be looked upon as a business fertilizer. Said the authority on retailing, relative to this incident: "Before they began to market their men's suits by the help of advertising they had a selling expense that ran over 10 per cent. of their sales. They introduced advertising and have been able to cut their sales expense down until it is now less than one-half of the original amount and the reduction was due to applying the help of advertising."

The manufacturer of a small kitchen utensil—a patented article—was the beneficiary in another incident related by this observer of advertising influence. The kitchen utensil was put on the market several years ago and advertised to sell at 35 cents. Recently the price of the specialty was reduced to 25 cents, and although the period that has elapsed since the reduction has been much shorter than that wherein the article was on the market at 35 cents, the sales of the utensil have already been multiplied twelve times and the profits of the manufacturer have been increased many times over.

Cost of Conducting Retail Business

Relation between advertising, local and national, as a fertilizer and the retailer's cost of doing business was under discussion when Professor Nystrom gave the results of his latest investigation of the cost of doing business in various retail lines. He sought information at first hand from 100 merchants in various lines and obtained detailed data from seventy-nine. As the result of an analysis of these figures he found that seventeen grocery stores showed cost of doing business of 12 to 21 per cent.; eleven dry goods stores showed 16 to 25 per cent.; eight furniture stores reported 22 to 28 per cent.; eight shoe stores indicated 16 to 27 per cent.; eight hardware stores showed 17 to 26 per cent.; seven men's clothing stores had a total expense account running 20 to 30 per cent.; for three drug stores 24 to 30 per cent. was the ratio; for four jewelry stores the range was 25 to 32 per cent., and eleven department stores reported the cost of doing business as varying from 22 to 30 per cent.

The interpreter of advertising as a fertilizer, contended however, that advertising prestige will not impel an advertiser to advance prices. This was in answer to the inquiry of Congressman Sterling, who asked if manufacturers were not eager to fix resale prices so that they might scale up quotations and add the advertising cost of the goods. "I think that I formerly held exactly the same view," said Professor Nystrom, "but I have changed it. Let us take this kind of underwear that I wear—the B. V. D. underwear. They are all competing for my trade, and if the B. V. D. fixes its price too high I will purchase other brands of underwear."

A Chicago catalogue house was cited by this advocate as illustrating the method of the use of "leaders" as seeking to make the announcement of low prices on a few well known articles serve as advertising fertilizer for an extensive line of unidentified goods. The current grocery catalogue of this catalogue house was the subject of consideration, and Professor Nystrom declared that the Chicago house in listing more than 800 grocery items quotes on only thirty-one advertised brands, "and they cut on all of the thirty-one," he added—"everything else is a private brand and high in price."

PRICE REGULATION IN THE WIRE NAIL TRADE

An interesting development which throws a strong light on some phases of price advances in iron and steel is seen in the wire nail trade, according to the "Iron Age," New York. For some time, as market reports have indicated, the American Steel & Wire Co., which produces approximately one-half of the wire products of the country, has continued to sell wire nails at $3.20 per keg, while sales have been made by various independent producers at $4. The situation in wire has been like that in many other products, the bulk of the current shipments being at prices considerably below the $4 level, even in the case of independent producers. At the same time, as the prompt or premium market went to $4, the jobbing trade began basing its sales to retailers on the $4 price at mill. Thus in some cases $4.50 and as high as $4.75 were charged on sales to retailers, some business in the Philadelphia district being done at $5.

The American Steel & Wire Co. having made an effort to hold prices in check to guard against the inevitable reckoning which follows an ascent of the market to unusual levels, considered that the advances asked by the jobbers were unreasonable and so informed many of its customers. The result was a readjustment of prices by jobbers, so that a spread of from 40c to 60c a ton was made between the $3.20 mill price plus freight and the selling price to retailers. For the most part the readjustment gave the jobbers a 50-cent profit. As was to be expected, irregularities have developed, due to the competition of nails sold to retailers by some jobbers at $3.75 to $3.95, with nails for which other jobbers paid $4 on prompt orders from mill. The movement for reasonable prices thus started by the leading producer is apparently aided by the position the Government is taking respecting the whole range of prices for steel products. The $4 mill price for nails is still maintained by some sellers and the supply is not fully equal to the demand, partly in view of the fact that billets and rods are fully as remunerative to the mills as product in the more advanced form.

The method, as outlined above, of checking advances to the ultimate consumer, has had the approval and cooperation of many members of the jobbing trade, and the resulting situation has made the move the most widely discussed development in the wire nail trade

JAPAN SHIPPING FOR U.S. STEEL

It is reported that the Japanese Government is making arrangements with the United States Government whereby Japan will get steel in exchange for ships. The first part of the agreement will be that the United States expedite shipments of steel for Japanese shipyards, and in return Japan will send about 50,000 tons of ships to carry United States troops and war material to Europe. "A further effort will be made by Japanese ship builders to induce Gen. Goethals to order ships for the emergency fleet from Japan. The shipowners say they can complete steel steamers and have them in commission in four months if they get the steel.

LOAD FREIGHT CARS TO CAPACITY

In view of the existing car shortage, traffic officials and operating departments of railways say that the only way to improve present conditions is to secure greater efficiency in the present equipment, terminal trackage and man power. The railways cannot do this alone. They say consignees can help by ordering full carloads instead of the minimum authorized in the tariffs and classifications and consignors can help by loading cars to their full authorized carrying capacity.

THE JUNIOR CLERK'S PAGE

Three Important Lessons My Business Has Taught Me

By H. S. FIRESTONE

President Firestone Tire and Rubber Company

EDITOR'S NOTE:—

The majority of our large concerns today, started business in a very small way. Many were started a few years ago with only an idea and a lot of pluck. The history of most of these business firms shows that the success was attained by hard and intelligent work, and that there were many discouragements and perplexing problems which had to be overcome. In the accompanying article, reprinted from SYSTEM, the magazine of business, H. S. Firestone, President, Firestone Tire and Rubber Co., gives the history of the growth of his large business. The sales of the company for this year will be over $60,000,000. It should be read and reread by proprietors as well as clerks.

SYSTEM has asked me to discuss for its readers my experiences during my early years in business. I was reluctant, at first, to consent, because I realize that many successful business men have probably solved harder problems and encountered many more hardships than myself, and it seemed rather presumptuous in me.

I was induced to acquiesce, however, by the argument that there are thousands of business men coping with the same problems I coped with a few years ago and that the methods I employed to solve them might be of some assistance. So it was in this spirit of helpfulness and co-operation that I agreed to write this article. If only one of my fellow business men is benefited in any way I shall be well repaid.

Inasmuch as my purpose is that of a friend and not that of a preacher, I should like to have it understood that in my use of the first personal pronoun I am merely talking in the same frank spirit in which I would talk with the reader were I to spend a conversational hour with you in the smoking compartment of a Pullman while on a trip from Akron to Chicago.

Not unlike the experience of most business men, my hardships and failures proved a blessing in disguise. I lost two places through the failures of the companies that employed me. These events made me determined to go into business for myself. I lacked capital. Because of this I was forced to keep down overhead and watch every expenditure.

In fact, I feel that if I had had all the money I wanted when I founded my present business, it never would have become so big as it is. I never would have found it necessary to make such a close study of details to promote the efficiency of the organization. I would have accomplished less because I would have lacked the prod of necessity for surefooted, painstaking accomplishment and the elimination of waste.

When I left the farm to begin my business career I had no definite idea of just what line of work I was best fitted for. I attempted to analyze my qualifications and found that my inclination to "deal" or "trade" was very strong. I also took a great deal of interest in the growth and development of anything. The growth of a new building held my attention day after day. On the farm the development of a colt was of interest to me. In later years the growth of my business fascinated me in the same way, absorbing my interest and attention.

I started in at an early age as a bookkeeper in a small coal office—a one-man coal office. The business was a profitable one—for my employer. And as I worked hard he considered me a profitable employee and later did his best for me in the way of opportunities.

Later he decided to go into the druggist's sundries business. He wanted me to go on the road for him. I was reluctant to do so, but when he offered me fifty dollars a month I couldn't resist the temptation, and started out as a salesman.

It was while in this work that I came in contact with one of the fundamental principles of successful business. My employer decided to invest a considerable amount of his capital in advertising, just as his competitors were doing. But in doing so, he failed to realize that his advertising must be better than that of his competitors in order to obtain their business. He simply followed their accepted style of advertising and therefore was unable to overcome their business lead.

He lacked vision—he was unable to find that which the average man does not see—and it was not long before I was out of a job.

A short time later I became connected with the buggy industry and was made manager of the Michigan business for a then well-known buggy concern, with headquarters in Detroit.

My connection with this company brought me in contact with many successful business men. From them I learned that so-called soft or easy jobs kill initiative and cause business ability to decay.

While my position paid me well—because I worked hard and put in many hours a day—it took every cent I could earn to keep up my associations with these men. For five years I made good money but I spent almost every cent of it.

Then came the jolt. For the second time in my short career the business I was connected with failed. I was again out of a job, and what made this predicament worse was the fact that I had just been married. I had assumed responsibilities and found that I was in danger of not being able to meet them. It was like dashing ice-cold water into a sleeping man's face. I sat up suddenly and discovered that my financial assets were exactly the same as when I lost my first place.

I saw that I had been on the wrong road to success. I realized the mistake of letting my expenses keep pace with my income. And I also decided that the time had arrived when I must come to some definite conclusion as to what my future business career was to be.

It is because of my realization of these fundamental rules of business success that I look back upon my difficulties and see in them experiences that were absolutely necessary to my future business career.

It happened that I was driving the only rubber-tired buggy in Detroit—it may have been the only rubber-tired buggy in the state of Michigan. Rubber-tired vehicles were almost an unknown luxury then.

While I was enjoying the comforts of that cushion-wheeled buggy, it occurred to me that others would also enjoy such an equipage and would be willing to pay a fair price for the opportunity. The field was almost unlimited, I figured. The country was full of buggies and the owner of each was a prospective rubber tire purchaser. I felt then and there that the making of rubber carriage tires would be a mighty good and profitable business to go into.

My resolve was cemented following a conversation with a friend of mine from Chicago who dined with me in Detroit. I told him how I felt about the rubber tire business and said that I would like to go into it. He responded:

"So would I." We did. For a time he was associated with me. We bought an old run-down rubber factory in Chicago, on Wabash avenue near Harrison street, for $1,500. It cost us $500 or $700 to get started. Our cash capital was less than $1,000.

The beginning was awfully hard. Talk about my first three years in business for myself I'll never forget them. It was in the winter of 1895 that I started. A dollar looked to me as big as a buggy wheel and, at that, it was the most prosperous period in the history of the buggy business.

My main job at that time was endeavoring to make a cent do a nickel's worth of work. It was hair-splitting work, taxing our resources, patience and ambition. It proved beyond doubt that "eternal vigilance is the price of success." Even the use of a postage stamp was given serious consideration. But I learned how to prevent waste and to eliminate unnecessary overhead.

As an illustration of our condition, let me recite an incident connected with our advertising at that time. After our decision to take space in one of the trade journals, there was a question as to whether we would spend seven or eight dollars. And after the advertisement appeared we wanted immediate returns.

We paid forty dollars a month rent for the factory and our other operating expenses were in proportion. I had one employee. He swept out the factory and helped me put on tires. I had to make a mighty big readjustment in my scale of personal living expenses for the first year. While earning a good salary in Detroit I had lived in a style that I was unable to maintain in my new place. To make ends meet, I could not pay more than $27.50 for house rent, and the grocery bill averaged less than $5 a week.

That was twenty years ago, but the memories of lessons learned in those days have lost none of their vividness because the present Firestone company has assets of well over $33,000,000, a surplus of $18,000,000, and will do more than $60,000,000 worth of business this year. The appearance of 13,000 workers at our factory every day now is not watched any more anxiously, and does not leave any greater impression, than the appearance of that lone employee back in Chicago two decades ago.

In 1899 I consolidated my Business with the Rubber Tire Wheel Company. They had $200,000 in assets and my assets were $40,000. Later we sold out for $1,250,000.

Following the consolidation I became Chicago manager for the company. But I soon found that I could not agree with their fundamental policies and so I resigned.

I decided to take a few week's vacation on the farm. There I could lay my plans for the future with deliberation. After considerable thought I came to the conclusion that I would feel more satisfied, and therefore be able to make better progress, if had a business which I controlled personally and could manage as I saw fit.

I was offered a flattering position in the tire department of a large Akron corporation. Soon after I accepted I found that I had made a mistake in working for someone else instead of myself.

After considerable negotiating I prevailed upon the company to sell their tire department to me. For a time the company continued to manufacture my tires, but as competition became stronger I decided that I could do better by having a plant of my own. I had learned that it was impossible to continue having my tires made in a plant not entirely my own and make a reasonable profit.

A year later, in 1901, I bought an old foundry building, 75 by 100 feet, for which I paid $4,500. There was also another little building on the premises in which I established my office. I installed a second-hand engine, a second-hand calender, a rubber washer and two rubber mills, and started manufacturing my own carriage tires.

I learned to figure costs closely all the time and endeavored to know whether I was gaining or losing and how much and why. I made it my business to search for leaks and to stop those leaks before the profits could leak out. I learned to emphasize the value of a lead pencil and a sheet of paper for use in finding out definitely what were the actual facts, and steadfastly refused to fool myself with fancies about what I would have liked to have been the facts. As an example of how closely I found it necessary to figure, I recall that I was paying a carpenter $2.25 a day to work around the place. I had to let him go because his wages increased the cost of my tires a cent a pound, which was more than I could afford.

In reviewing my experience during those years and considering the rocks I might have split on had I been less careful in my steering, it occurs to me that the reason for failures in the first year or two in business can usually be found to be one or two common causes:

(1) Lack of sufficient capital;

(2) Failures to keep expenses low enough to continue business on the capital you have.

The second cause is a common human weakness. Strong resolution and constant checking up of one's self is necessary to subdue it. Men get extravagant. They want to start big so they can make big profits immediately. They use all their energies to obtain a large capital and then become reckless.

A man new to business is very apt to overestimate the purchasing power of his capital. Even if he has what may seem a large sum it is surprising how quickly it will get all tied up in the business. Then the man at the head of the business needs more money and needs it badly. It doesn't come. The business doesn't balance and unless it is righted speedily it falls over.

How a Business "EatsUp" Fresh Capital

To maintain a business in balance is not easy. It is difficult for me, even to-day, to balance my business. I have recapitalized several times, and each time I have thought to myself:

"What shall I do with so much money? Almost before I realized it, the business had absorbed it. It is this feature of speedy absorption of capital that the experienced business man, as well as the man new to business, must watch. It is the common fault of the man new to business to underestimate the necessity for capital. He should realize this and should emphasize the fact to himself often enough to avoid unnecessary difficulties.

The most important fundamental asset of the man who would succeed in business is credit. With good credit to begin with, chances for ultimate success are better than with simply ready money, for good credit will enable a business man to solve the money problem and to establish a financial bulwark against the needs of the future.

When a man goes into business for himself he should lay his affairs before his banker. And when he needs more capital he should make a plain, honest statement of every detail to his banker, because the man is capable of being, financially speaking, his best friend.

Speculation and credit are poor company and soon fall out. Speculation is credit's arch enemy. It is also the enemy of business concentration and efficiency. It distracts a man and uses up his energy. It is as detrimental to him as gambling of any kind.

My experience in speculation was relatively small and didn't last long, but it was enough to convince me of its mischievous tendencies.

I had $40,000 cash in a lump sum early in my business career. It seemed to me that it was as big as all the money in the world. I decided to take $5,000 and invest it in something that promised large, quick returns. I did so—and lost.

It was an excellent thing for me that I did lose it, because it prevented me from getting the speculative habit, which is bad for a man's business. While I was trying to make that $5,000 earn a large sum quickly, I was distracted from my work. I couldn't get either the morning or afternoon papers fast enough to keep myself fed with how my investment was going. Finally I got an "inside tip" on a recapitalization. The deal was legitimate, but I lost on the tip.

That was one of the very best lessons in business that I ever had. It taught me to beware of "inside tips" and to devote my energies to business of a kind in which I could in a measure, at least, control its destinies or know that its destinies were in capable hands.

Speculation didn't pay me, except in experience, and the average man will find in the long run that it won't pay him any better than it paid me. And he can take it direct and unadulterated that it won't help him with his banker if his banker finds it out.

Another rule that aids in maintaining credit is never to take the full amount

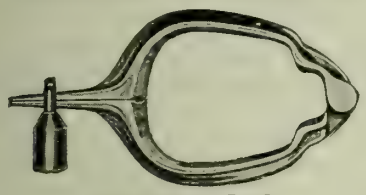
(Continued on page 63.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

SWEG AUTO LOCK

The "Sweg" Auto lock which is being marketed by the Chas. Curtis Co., MacArthur Bldg., Winnipeg., is placed around the front tire and rim in plain view of the public and the thief it is pointed out, must do his work in the open. The car with lock attached, it is claimed, cannot be driven along the street without attracting attention. Cost



Sweg Auto Lock

is small with no cost of installation. Locks are supplied in various sizes.

The company is also marketing the "Curtis Collapsible Bucket," which the makers claim is an essential piece of equipment for every car. It is especially important for tourists. With it the driver can fill the radiator from any hydrant, pump or stream. No time lost, no begging for tin pail or hunting a can.

The bucket in addition to being used as a water bucket can also be used for gasoline, thus eliminating cash deposits with the garage man, there being no necessity for going back a second time to return the can.

NEW AIR AND WATER STATION

The Western Manufacturing Company, of Oskaloosa, Iowa, is manufacturing a new air and water station for use at garages and other places. The Echo Air and Water Station is said to consist primarily of a patented reel contained in an outer housing for an air hose. It is connected to the air service of the garage by pipes running to the air service. In the standard type of machine the reel is locked and kept from revolving by a coin operated lever, so that in order to withdraw the hose from the station for the purpose of filling automobile tires it is necessary to drop a nickel in the slot, which allows the hose to be withdrawn. As many tires may be pumped up as desired, as air may be drawn from the hose as long as the hose is not allowed to wind up again on the reel. As soon, however, as the hose is dropped, or released from the tire valve, a spring operated on the reel winds up the hose and returns it ready for the next user. This, it is said, keeps the hose out of the dirt and heat of the walk, out of the mud and slush, and from under the feet of the passerby. The station is furnished with an automatic cut-off so that when the hose is wound up on the reel the air pressure is automatically cut off from the hose, thus relieving the hose from all air pressure, except when the hose is actually in use. A gauge on the top of the station gives the tank pressure so that the user knows exactly what pressure he has for the filling of his tires before he pays his nickel. Each station is also provided with a spring water faucet from which water may be withdrawn for the purpose of filling the radiator. At night an electric light in the top of the station illuminates a glass sign and also illuminates the face of the air gauge so that the station may be used day or night.

Eco Automatic Air and Water Pay Station.

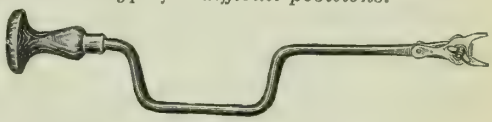
In the self-contained station the construction is the same as noted above, except that in the sub-base of the machine a compact and complete motor driven air compressor is installed, so that it is only necessary to connect to an electric service.

The company is about to put on the market units having the same characteristics as above, but of the flush type for city use where such stations setting on the curb are objectionable.

INSULECTRIC SCREWDRIVERS

The M-B Tool Company, of 26 Fountain Street, Providence, R.I., are putting out a new line of Insulectric screwdrivers and adjustable valve grinders. For the insulectric screwdrivers it is claimed that they are absolutely shock-proof, the breaking point being 10,000 volts. It is asserted by the manufacturers that it

M-B Adjustable Valve Grinder, straight Type for difficult positions.



M-B Adjustable Valve Grinder, brace type.

Insulectric Screwdriver.

will stand up under the roughest usage such as prying and cutting nails, like a cold chisel. There is a deep fluted handle which gives a good grip and also prevents from rolling off the bench. It is stated to be a desirable tool for electricians, automobile drivers and automobile repairers.

The adjustable valve grinder fits all valve tops whether slotted or drilled and can be adjusted instantaneously. There are no parts to break or get mislaid. They are constructed in two types, namely, brace type for general use and the straight type for speed and difficult positions.

Belleville, Ont.—Mackintosh Rubber Company of Canada, Ltd., formerly Maple Leaf Tire, Limited, will establish a plant here, it is said.

Hamilton, Ont.—Dann Spring Insert Company, Limited, whose incorporation was recently announced, has been located at 458 Barton St. E., and is now doing business.

WHAT OTHER PAPERS SAY

GETTING THE PRICE.

From *The National Hardware Bulletin*, U.S.

Occasionally we receive a protest against what the one protesting is pleased to term an unnecessary and dangerous discussion of this subject.

In analyzing these protests we sometimes wonder if they are really sincere, or merely the echo of an accusing conscience.

It is argued that a constant urging of retail merchants to get the price will be construed as an attempt to arbitrarily, and without just reason, boost prices that are already almost prohibitive.

This is a far fetched argument. The retail merchant is in no way responsible for the prices of merchandise as fixed by the manufacturer and jobber.

That the selling price, whether on a raising or declining market, should be based on the current market cost at the time sale is made admits of little or no argument.

The merchant far sighted enough to have in stock, or possessed of a knowledge of where to buy and procure the merchandise demanded in his community is rendering actual service, not alone to his community, but to the entire country.

There has never been a time in the history of this country when the service the retail merchant can and is rendering was as much needed as to-day. In fact, the retail merchant is rendering a service at this time that no other existing distributing agency can possibly render.

By far the greater amount of the goods sold by a retail hardware merchant goes to the farm and factory where it is used very largely to produce food and manufactured products to be sold at a profit. Why then should the merchant sacrifice his profit merely to boost the profits of the farmer and manufacturer?

The merchant's duty to his community has been fulfilled when he uses an intelligent effort to procure the merchandise best suited to the needs of his community, at the best obtainable price, adding only a reasonable margin of profit for rendering this service.

Just now business in nearly all lines is at high tide.

Stocks of goods bought at the prevailing low prices of two years ago are practically exhausted.

The present world-wide war will end sometime—the sooner the better—and then what? What about the high-priced goods on the merchants' shelves? Will the consumer be willing to pay the prevailing high price? Not at all. They will have entirely forgotten the merchant who sold them goods at less than his cost when prices were constantly advancing.

Keeping step with advancing prices is entirely optional with the merchant but competition forces him to follow a declining market, or keep his goods on the shelves.

Therefore, we repeat "get the price." Carry a reasonable stock of the goods most in demand—if you can get them. Use every means at your command to obtain this merchandise at the lowest market cost. Watch every detail of store expense. Reduce the cost of selling, or doing business wherever possible, and then add this selling cost, plus a reasonable interest on the money invested to the cost of merchandise, as the selling price. It is either a question of following this plan or of spending some of your own money for the privilege of staying in business.

The merchant wise enough to follow the market in this way will be the one to survive the present remarkable situation.

MADE NEW FRIENDS—INCREASED CUSTOMERS' PROSPERITY.

From *The Hardware Trade.*

There are few occupations which can be made more profitable as readily through outside influences, perhaps, as that of farming, yet there may be some ideas for the rest of us in methods that Fred W. Graham, of the Poe Hardware and Supply Co., Greenville, S.C., has followed, making farmers about Greenville more prosperous (and able to buy more hardware), besides winning new friends for the store.

Each winter he offers a prize (a plow or some other similar article out of his stock) for the best three ears of seed corn brought to the store. He also makes a record, when entering corn in the contest, as to whether the farmer has seed corn to sell. During the winter the exhibit attracts a great deal of attention, and many farmers learn that others are outstripping them in the quality of the corn they raise, and thereby become interested in better seed and better methods.

Mr. Graham also buys seed corn each year and, at about planting time, advertises that he will give two ears to any farmer who will call, thus interesting the man who would like to have better crops but has not been sufficiently convinced that he needs better seed to make him buy while the contest has been in progress.

THE CORPORATION SURTAX.

From the *Journal of Commerce*, New York.

It seems as though the regular two per cent. tax on the net income of corporations, and the progressive heavy tax on excess profits caused by the war, would be sufficient draft upon them for the support of the Government, especially those which are not making the excess profits. But besides these there is what is called the surtax of 15 per cent. upon any surplus funds left after the payment of interest and dividends, and making certain specified exemptions for purposes defined by law. With railroads these exemptions refer to extensions and improvemnts which necessarily vary with the conditions of traffic.

The purpose of this surtax is assumed to be to prevent the withholding of payment of full dividends on stock as a means of lessening the regular income tax withheld from shareholders; but it is a poor way of accomplishing that purpose. It is doubtful if there is any occasion for it. The accumulation of a reasonable surplus of earnings as a reserve fund is of a good deal of importance of which the officers and managers of corporations are the best judges. In these times there is likely to be need for extensions and modifications requiring the use of capital which cannot be counted upon with certainty from issuing new securities.

A point is made with apparent force that under this provision of the bill where there are excess taxes, to be paid six months after the close of the fiscal year of the corporation, this 15 per cent. surtax collected sixty days after the same period would be imposed upon the amount of the surtax itself as well as the remainder of the excess profits. This would be in effect double taxation. This is treated in a legal opinion that has been rendered as an oversight in drawing the bill. However that may be, there is in the provision a complication of taxes that can hardly be justified.

THE DANGER OF UNCERTAINTY.

From *American Metal Market*

Last Thursday we called attention to that sentence in President Wilson's appeal, which has become generally known as the "one price for all plan" predicting that it could only have the effect of unsettling business, frightening buyers, creating stagnation and depressing prices, and this although it was only the suggestion of our chief executive, and would be found to be quite impractical of being enforced. What has since followed has fully confirmed our opinion, and the fact that business will never have to face such a socialistic measure and a complete destruction of the law of supply and demand, has been forgotten in the fears the suggestion has created. The fact that for Government orders much lower prices than at present ruling would be enforced and properly so, and the tendency of such controlled and fixed Government prices affecting the market prices for public requirements would naturally create great caution, was to be expected, but it was a pity that the trade activities of the country should have been unsettled by something of such a threatening character as this "one price for all."

The metal trade has since been at a complete standstill, and the few efforts made to make sales have only resulted in a lower basis of prices being established without business.

In less than a week, even taking the nominal prices ruling to-day, which are in most instances higher than sellers would probably be found if there were any buyers, a decline has taken place of 3c on copper, 0.75c on lead, 0.50c on spelter, 1.00c on antimony, 1.00c on aluminum and no assurance that the scare is over.

It is a time for keeping cool and not being carried away by fears that are impossible of realization.

To win the war business must continue good and it is the duty of Washington to put as few obstacles as possible in the way.

We are not talking about what is necessary for war operations, as we are ready to give all we have and are for the successful prosecution of the struggle we are in, even to the life itself, there is no war measure that the business of the country will not accept if found necessary. But don't let there be any socialistic or not well thought out measures, either suggested or experimented with to weaken our business and financial strength. Business is a delicate and sensitive thing and is often more frightened and paralyzed by a suggestion than the actual enforcement. Above all things the most deadly thing is uncertainty to business as with the individual. We can grapple and contend with almost everything if we know what it is we are up against. Let us try to sift out what is certain to have to be faced, and forget all else.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A general advance has been recorded in practically all lines of shelf hardware during the past week and manufacturers intimate that the top of the market has not yet been reached. They state present costs of finished products are not yet in keeping with the prices of the raw materials. In some lines, such as lawn mowers, the manufacturers are accepting orders for 1918 delivery to the extent of only 75 per cent. of the purchases of 1917, and are not guaranteeing shipment of even that quantity. Wholesalers closely in touch with the situation assert their belief there is every evidence that there will be shortages in practically all lines wherein steel enters. Booking prices on harvest tools for delivery in 1918 have been announced by some concerns which are considerably higher. New prices on some makes of lawn mowers for shipment in 1918 have been issued and show advances of at least thirty-three and one-third per cent. over the opening prices for 1917. Further advances in all kinds of saws are highly probable.

Further advances have been recorded in plated loose pin butts, barrel bolts, chain bolts, hasps and staples, shelf brackets, corrugated strap hinges. Screw-drivers have again been increased in price. Horse clippers and sheep shearing machines of the power type have been moved to higher levels. Wedges and hammers of all kinds, including masons' sledges, have been increased considerably. Cutlery, cheap shotguns, snow shovels, auger bits, scythes, reaping hooks, hay knives, molasses gates, snow shovels, axle grease are also included in the lines which have been moved to higher levels. Linseed oil is in continued firm market and the price of turpentine held steady. Business with wholesale hardware houses is reported very good. There is an inclination toward quietness in the city, but from the country districts trade is keeping up remarkably well in spite of the holiday season.

MONTREAL MARKETS

MONTREAL, July 25.—A number of important changes in lines of steel goods have occurred this week, notably drills, also butts and hinges. Sheets and plates are still firm as ever. Nails and wire in firm market also, though nails remain at base price as previously quoted. Demand begins to set in for fall lines of goods, saner wire is being ordered earlier than usual as last year deliveries of this were delayed. Some cow ties, lanterns, lamp burners and chimneys are being ordered against the approach of fall and sporting goods, ammunition and guns are moving more freely, now. Advances in rifles are looked for by the early days of August.

Several Alterations Up In Shelf Goods

Montreal.

SHELF GOODS. — Not so many changes in shelf goods this week, change list men considering this a period of "let-up" on account of holidays, but firming tendencies are very much in sight for the future in many lines of shelf goods.

Butts Have Advanced.

Butts have advanced in price, No. 804 now 15 per cent. discount; No. 800 now 2½ per cent.; No. 840 now 5 per cent.

Light and Heavy "T" and Strap Hinges.

Light and heavy "T" and strap hinges are advanced also to 20 and 2½ off.

Some Prices on Butts.

Following are some prices on butts quoted in Montreal. Numbers 241 A.D. 2 and F. are quoted as follows: 2½ inch 35 cents a pair; 3 inch, 35 cents; 3½ inch, 35 cents pair; 4 inch, 45 cents; 4½ inch, 65 cents; 5 inch, 85 cents, and 6 inch, $1.55 per pair.

Number 241: ½ x 2½ inch, 67½c. pair; 3 inch, 71 c. pair; 3½ inch, 77c. pair; 4 inch, 85 c.; 4½ inch, $1.15 per pair; 5 inch, $1.27; 6 inch, $2 per pair.

Door Knobs.

Door knobs Numbers 300 and 307 are now $2.25 per dozen; Rim locks, Nos. 15 and 16 are $2.40 per dozen.

Steel Snow Shovels.

Steel snow shovels, No. 4, are $4.50 per dozen, and other sizes are list, less 12½ per cent. off.

Paris Green.

Paris Green in 1-lb. papers is now selling at 65 cents a pound to the retailer, and is very scarce indeed.

Drills Have Made Several Advances

Montreal.

DRILLS.—There have been changes in lists for steel wire drills, following prices indicating the extent of the advances: No. 107 x 1, 2, 3, 4, and 5, $2.75; No. 107 x 6, 7, 8, 9, and 10, $2.50; No. 107 x 11, 12, 13, 14, and 15, $2.25; No. 107 x 16, 17, 18, 19 and 20, $2; No. 107 x 21, 22, 23, 24, 25, $1.90; No. 107 x 26, 27, 28, 29, 30, $1.80; No. 107 x 31 and up to 40, $1.75; No. 107 x 41 up to 45, $1.70; No. 107 x 46 to 50, $1.65; No. 107 x 51 up to 55, $1.60, and No. 107 x 56 up to 60, $1.55 per dozen, with discount 35 per cent. off.

Straight Shank Drills.

Advances have also been made in straight shank drills, some representative sizes being as follows: No. 105 x 1-16th, $1.60 dozen; ⅛th, $1.80 doz.; ¼, $3.25 doz.; 5-16ths, $4.35 doz.; ⅜ths, $5.40 doz.; half-inch, $12 doz., and discount 35 per cent. off.

Number 104 x ⅝ths is $1.60 per doz.; by ¾ths, $2; by ⅞ths, $2.60 per doz., and one inch, $3.50 per dozen. Discount, 35 per cent. off.

Taper Shank Drills.

Prices for taper shank drills are now, per dozen: No. 102 by ⅛th inch is 45c.; by ¼, 60c.; 5-16ths, 70c.; ⅜ths, 80c.; ½ inch, $1.20; ⅝ths, $1.60; ¾, $2; and one inch, $3.50 each. Discount, 35 per cent. off.

Blacksmith's Drills.

Blacksmiths' drills have also advanced: No. 112 x ⅛th inch is now 45c.; 3-16th, 50c.; ¼ inch, 60c.; 5-16th, 70c.; half-inch, $1; ⅝ths, $1.30; ¾, $1.70; ⅞th, $2.10; and one inch, $2.50 each. Discount, 35 per cent. off.

Corrugated Hinges Have Advanced

Montreal.

CORRUGATED HINGES.—Advances are shown in corrugated hinges this week following prices being quoted: No. 935 x 4 in., per doz., $1.50; 5 in., $2; 6 in., $2.65; 8 in., $4.30; 10 in., $6.60 per doz., the foregoing being strap hinges. Number 937 are "T" hinges and quoted as follows: 4 inches, per doz., $1.80; 5 in., $2.60; 6 in., $3.05; 8 in., $5.90; and 10 in., $8.25 per doz. For these hinges packed in cartons, 1 pair to a carton, quotations are as follows: Strap hinges, 935C, 4 in., $2; 5 in., $2.85; 6 in., $3.35; 8 in., $5.10; 10 in., $7.80. For "T" hinges in cartons the number is 937C and prices are: 4 in.,

$2.80; 5 in., $3.55; 6 in., $4.65; 8 in., $7.35; and 10 in., $10 doz.

Nails And Wire Firm And Steady

Montreal.

NAILS, WIRE, ETC.—A tendency to further firmness in wire is always present on the market just now, but not all wholesalers in Montreal are quoting as high for No. 11 plain galvanized wire as the one firm which advanced this product this week to $7.05 per hundred pounds.. The market for nails remains steady with standard steel wire nails at $5.50 base, and cut nails at $5.75. Firmness of market continues in these lines, and further advances are probable.

Canada Plates Show Renewed Firmness

Montreal.

SHEETS, PLATES, ETC. — Canada plates are in the firmest of markets at present, and supplies of these are exceedingly hard to secure. Some few are still available, however, in Montral, but it is costing high to import them now. The ordinary 52 sheets are now quoted at $11.25 in Montreal, and prices are likely to be still higher. No changes have been made this week in prices of black sheets, and the market for these is as firm as ever with supplies exceedingly short. The prices for copper sheets have been advanced in some quarters, though the market for copper is not showing any special strength. Difficulties of manufacture are of course more pronounced now than formerly, and would account for firmness. Quotations are found in current quotation list.

SHEETS, BLACK.

	Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Market For Rope And Twine Steady

Montreal.

CORDAGE, ETC. — There is still a period of unchanged firmness in regard to rope, cordage of all kinds, and twines. The raw materials for these are still hard to secure in steady supply, and are in very firm market. Quotations for best manila remain as last week, 37 cents basis, with sisal and lathyarn at 26½c. basis. The outlook is towards greater firmness for rope, but meantime there is not such active demand as a little earlier in the season.

Lead Products Are Steady And Firm

Montreal.

LEAD PRODUCTS.—The market for lead in the ingot being still dull and inactive there have been no changes in the manufactured products, but one firm of wholesalers is quoting a cent higher for lead pipe and waste pipe per pound than was quoted last week. Demand for these goods, however, is at a low ebb meantime, and though there is firmness of market there is no great activity. The solders keep at quotations as last week, also lead and zinc sheets.

Lead pipe, lb.	$0.17	$0.18
Lead waste pipe, lb.	0.18	0.19
Lead traps and bends	15% on list	
Lead wool, lb.	0.16	....
Lead sheets, 3 lbs. sq. ft.	0.16¾	....
Lead sheets, 3½ lbs. sq. ft.	0.16¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.16½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Cast And Tool Steel Advanced

Montreal.

IRON AND STEEL.—Only one alteration in steel prices is reported this week. That is for tool steel and cast steel. An advance is recorded here, quotations being 18 to 19 cents a pound instead of 17½ to 18 as formerly. This is a change in line with the market tendency for tool steel, a condition of market which has been appreciated by the tool manufacturers, as shelf goods change lists have recently shown. The market for iron and steel continues very firm, while other metals fluctuate.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Market For Stoves And Ware Is Firm

Montreal.

STOVES, ENAMELLED WARE. — Following the recent advances manufacturers report demand good for both stoves and enamelled ware, etc. No further firmness of market is reported at present, but there is great strength of tone to all raw materials used in making these products. No future orders for stoves are being taken, only immediate delivery, and while there may not be more advances before the fall is well started, the prospects are none too certain for a continuance of prices at steady level for any length of time.

Gasoline Consumption Especially Heavy

Montreal.

GASOLINE, COAL OIL. — Although prices for gasoline and coal oil are still as quoted for the past few weeks, namely, 32½ cents per Imperial gallon for gasoline, 20 cents for Palacine coal oil per Imp. gal., and 17 cents for Royalite, the market for these products is showing more firmness of tendency. As has been pointed out many times since the beginning of the war the consumption of gasoline is greater than production. Only large pre-war reserves have enabled supply to keep up with demand, but reserves are steadily dwindling. The crude oil situation might alter to much greater firmness unless new sources of supply are discovered and tapped, and advances in cost of gasoline would not be surprising. Demand is at present very considerable owing to holiday automobile consumption, hot weather, and power-boat use of this product.

Sharp Decline In Some Old Metals

Montreal.

OLD METALS, ETC.—There has been a sharp decline in the market for several of the more important old metals, iron and steel alone maintaining their price at strength, the other metals either declining or showing a weaker tendency that may lead to decline. Demand is low for old metals except iron and steel, and supplies are at present more than sufficient to meet all call. The condition of weakness is due to season and the main metal markets of late which have also been dull. Following are the principal changes: Tea lead has dropped half a cent to 7½c. Heavy lead pipe is down ¾c. to 9¾c. Yellow brass has dropped from 2 cents to a cent and a half, being quoted now at 14 cents. Red brass is down 2c. to 20 cents. Light brass is down 1½c. to 8½c. per lb. Heavy copper is down 2c. to 23c. a lb. The other old materials are this week unchanged.

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09¾	.....
Yellow brass	0 14	0 16
Red brass	0 20	.....
Light brass	0 08½	.....
Scrap zinc	0 06¾	.....
Heavy copper	0 23	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	18 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 05¾	.....

Metal Markets Are Dull, But Steadier

Montreal.

INGOT METALS.—While the dullness of tone continues in regard to the metal markets and there have been declines rather than advances in some metals, the feeling is that the undertone is one of strength. There are prospects of stronger markets for ingot metals sooner or later, probably as soon as the holiday period passes, and the fall is approaching.

Tin Steadies Up.

TIN. — From a condition of weakness and fluctuation tin has come back to more steadiness, and quotations are not altered from last week's. From 63 to 64 cents for large orders, and from 66½ to 67 for small orders are the prices.

Copper Unchanged.

COPPER.—The market for copper is no stronger this week, and quotations are at last week, from 33 to 34 cents for large orders, and a shade higher for smaller business.

Lead Settling Down.

LEAD.—The market for lead seems to have about reached bottom. If anything a slightly firmer tone is noticed, but quo-

tations are not altered this week. From 14 to 15 cents is still quoted, and for smaller orders up to 16 cents.

Spelter Steadier.

SPELTER. — The market for spelter appears to be coming back to steadiness, but there is still a very dull tendency here, and from 11c. to 12c. are the quotations. These are believed to represent about the lowest.

Antimony Quiet.

ANTIMONY.—The market for antimony is quiet at 20 cents, and demand is very small.

Aluminum Down.

ALUMINUM. — A little demand for aluminum is noted this week, and quotations are lower. From 64 to 65 cents are the prices. Only small transactions are noted in aluminum.

TORONTO MARKETS

TORONTO, July 26.—Advances in numerous important lines have again been recorded during the week and indications seem to point to still higher prices. Manufacturers of shelf hardware have quite generally marked their prices higher during the week and the assertion is made by makers that prices are not yet commensurate with the costs of raw materials. In some lines such as lawn mowers the manufacturers are accepting orders to the extent of not more than 75 per cent. of 1917 purchases. Some are not guaranteeing shipments even up to that amount. While jobbers generally are not advising heavy purchases they think merchants would be well advised to keep their stocks as well assorted as possible.

Auger Bits And Axle Grease Higher

Toronto.

AUGER BITS, AXLE GREASE. — Higher prices were made effective on Gilmour and Beaver auger bits during the week through the changing of the discount. Gilmour auger bits are now quoted at 50 and 10 per cent. off list, while Beaver or common auger bits are quoted at 57½ per cent. off list. Mica axle grease has made a further advance and in 1-lb. packages is now quoted at $13.65 per gross with 3-lb. sizes at $3.20 per dozen.

Horse Clippers And Sheep Shearing Machines Up

Toronto.

CLIPPERS. SHEEP SHEARERS. — New and higher prices have been announced by the manufacturers of the Chicago horse clippers. A new list and discount is now the basis of selling. The resale price has not yet been issued, but the jobbers are booking orders subject to new prices which will be quoted in the near future. Sheep shearing machines share in the advance.

All Classes Hammers Up 10 To 15 Per Cent.

Toronto.

HAMMERS, SLEDGES.—Further advances have been made in various classes of hammers, including nail hammers, farriers' hammers, riveting hammers, setting hammers, machinists' and masons' sledges, amounting to approximately 10 to 15 per cent. As an indication of the amount of the advances the 1-lb. nail hammer that formerly sold for $7.95 per dozen is now quoted at $9.45. Canadian sledge hammers, 5 lbs. and over, that formerly sold for $14.40 per hundred pounds are now quoted at $17.50. For the same class of sledge under 5-lb. weight the price is now $20 per hundred. Masons' sledge hammers, 5 lbs. and over, are now quoted at $20, and under 5 lbs. at $22.50 per hundred pounds. Napping hammers up to 2 lbs. are now quoted at $25, the former price being $20.65.

Wedges Move To Higher Levels

Toronto.

WEDGES. — Considerably higher prices were made effective on wedges of various kinds during the week. Square-head wood chopper wedges are now quoted at $12 per 100 pounds; Truck E pattern are quoted at $12.50 per 100 pounds; Star brand, Truck E pattern, at $15.75 per hundred, and Oregon pattern at $13.75 per hundred. Advances were due to the higher prices in the iron and steel markets.

Black Wire Cloth Up.

An advance of 25c per roll was made effective on black wire cloth, making the price now $3.25 per 100 feet on 100-ft. rolls, and $3.30 in 50-ft. rolls.

All Saws May Advance.

There is a very firm situation in the market for all classes of saws, such as crosscuts, bucksaws, handsaws. Advances are highly probable in these lines in the near future.

Many Lines Shelf Hardware Up 15 Per Cent.

Toronto.

SHELF HARDWARE.—Following the advance recorded in wrought steel butts last week there has been a further advance in Nos. 802, 842, and 844, being now quoted at 5 per cent. off list as compared with 15 per cent. last week. Lines in which advances have been made include plated loose-pin butts, barrel bolts, chain bolts, hasps and staples, shelf brackets, corrugated "T" strap hinges, the increase amounting to approximately 15 per cent. Shelf hardware of practically all makes has advanced from 10 to 25 per cent. in some instances. Indications seem to point to still higher prices as manufacturers assert they have not yet reached the point where re-sale prices have been based on present costs of raw materials. In some lines, such as lawn mowers, makers are only accepting orders for not more than 75 per cent. of 1917 purchases and are not guaranteeing shipment even up to that amount. There is every evidence that there will be shortages in practically all lines wherein steel enters. While jobbers generally are not advising heavy purchases they are of the opinion that merchants would do well to keep their stocks as well assorted as possible.

Lawn Mowers And Screwdrivers Higher

Toronto.

LAWN MOWERS, SCREWDRIVERS. —Some manufacturers have issued prices on lawn mowers for shipment in 1918 which show advances of 33 1-3 to 40 per cent. over the prices issued at the opening of the season for 1917 delivery. Screwdrivers have also been moved sharply upward following a recent advance in these goods. The present increase amounts to 20 per cent. on some lines. All makes share in the advance.

Padlocks, Awning Pulleys Up 10%

Toronto.

PADLOCKS, PULLEYS, LATCHES. —An advance of 10 per cent. was made effective during the week in Miller padlocks. All japanned awning and screw pulleys have also advanced a similar amount. American Whitcomb barn door latches have been increased to the extent of 12½ per cent. and are now quoted at $5.75 per dozen. These lines are part of the numerous advances that have been recorded on shelf hardware.

Cheap Barrel Guns And Snow Shovels Up

Toronto.

GUNS, SNOW SHOVELS. — Higher prices were made effective during the week on cheap single barrel shotguns. Plain design is now quoted at $7 each and better quality of plain at $7.50. Ordinary automatic is now quoted at $7.50 and automatic of best quality at $7.90 each. Snow shovels have again been increased in price and are now quoted at a discount of 12½ per cent. off list.

Table And Other Knives Go Higher

Toronto.

CUTLERY. — Advances have been announced in the price of Rodger's cutlery, including table knives, dessert knives, butcher knives, sticking knives, skinning knives, farriers' knives. New net prices on table knives are as follows: T3721, $5.95 doz.; T3722, cream, $5.65 doz.; T3743, $7.05 doz.; T3744, $7.75; T3749. $7.25; T3799, $6.35; T3750, $7.75 doz. On dessert knives the following prices prevail: T3721, $4.65 doz.; T3722, cream, $4.45 doz.; T3743, $5.55; T3750, $6.45; T3744, $6.15; T3499, $5.05; T3749, $5.65. For butcher knives following are the prices: 5 in., $3.70 doz.; 5½ in., $4; 6 in., $4.35; 6½ in., $4.75; 7 in., $5.55; 8 in., $7.15; 9 in., $8.55 doz.

Flashlights Are In Firm Market

Toronto.

FLASHLIGHTS, BATTERIES.—Following the recent advance in batteries the

position with respect to flashlights is stated to be in very firm position. There has been no change in the price of flashlights since the beginning of the war and with the advancing price in all raw materials it is anticipated higher prices are inevitable in the not distant future. Prices on batteries which now prevail are as follows: No. 6 Master regulators, in barrel lots, 31c. per cell; No. 6 Master ignitors, in barrel lots, 31½c. per cell; No. 7 Green Seal regulars, in barrel lots, 52½c. per cell; No. 7 Green Seal ignitors, in barrel lots, 57½c. per cell; No. 8 Green Seal regulars, in barrel lots, 74c. per cell; No. 8 Green Seal ignitors, in barrel lots, 79c. per cell. All prices are f.o.b. factory.

Advance Of 5 Per Cent. In Various Valves

Toronto.

VALVES.—An advance of approximately 5 per cent. has been made effective in the price of ground work valves, compression work, cushion work, Fuller work, basin cocks, bath cocks. Ground is now quoted at a discount of 50 per cent., compression work standard at 52 per cent., and high grade at 45 per cent. Cushion work is quoted at 46 per cent. off list, Fuller work standard at 50 per cent., and high grade at 43 per cent. Basin cocks, Nos. 0, 1 and 2, at 46 per cent. Bath cocks are quoted at 53 per cent. Demand for valves and steam gauges is reported to be still good.

	Discount off list
Ground Work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
Nos. 1 and 2	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway stop and waste cocks, standard	53
High grade	50
Brass steam cocks, standard	10
Globe, angle and check valves, standard	15
High grade	7½
Radiator valves, standard	15
High grade	10
Patent quick opening valves	45
Basin Cocks—	
No. 0 and 1, Fuller pattern	53
No. 0 and 1, compression	49
Midget	51
Globe, angle and check valves, medium pressure	30
Radiator valves, standard	40
Radiator valves, Jenkins disc	40
Radiator valves, quick opening	40

Harvest Tools For 1918 Advance 10 Per Cent.

Toronto.

HARVEST TOOLS.—An advance of approximately 10 per cent. has been put into effect on harvest tools of various kinds, including scythes, reaping hooks and hay knives. The discount on Waverly, Wellandvale, and Rixford brands of harvest tools is now 25 per cent. off list, while the discount on Samson harvest tools is now 20 per cent. off list. Scythes have been advanced 50c per dozen, and the new net prices are now as follows: Cast steel, $9.50 dozen; Golden Clipper, $10.50 doz.; Little Giant, $11.50 dozen; Little Giant Genuine, $12.50 dozen.

Reaping hooks have also been advanced 50c per dozen, which now makes the prices as follows: No. 2, $3.15 dozen; No. 3, $3.25 dozen; No. 4, $3.35 dozen. Little Giant and Burden reaping hooks are quoted at $5 per dozen.

Snaths are unchanged at 20 per cent. off list.

Hay knives have been increased in price $1 per dozen, making the selling price now: Steel Point, $11.50 dozen; Lightning, $10 dozen; Heath's, $10 dozen. Above prices are for booking orders for future delivery and for sale out of spot stocks.

Metals Generally Show Lower Prices

Toronto.

COPPER.—In view of the possibility of considerably lower prices on copper, consumers are keeping out of the market, only covering for more urgent requirements. Copper has declined 1c locally, lake and electrolytic being quoted at 35c and castings 34c per pound.

TIN.—A decline in the London market has been followed by lower prices locally. No announcement has yet been made by the tin committee at Washington. Tin has declined 2c locally, and is now quoted at 63c per pound.

SPELTER.—The market is dull, and prices have declined a half cent. The demand is light, as buyers are keeping out of the market owing to the uncertainty with regard to the Government price situation. Local quotations, 11c per pound.

LEAD.—The market is still weaker and prices have been forced down. The outlook is uncertain, and the tendency is toward still lower prices. Lead has declined 1c, and is now quoted at 13c to 13½c per pound.

ANTIMONY.—The market is heavy, with stocks in excess of the demand, the result being that prices have declined 4c, making the current quotation 20c lb.

ALUMINUM.—The market is quiet and lack of buying support has weakened it. Aluminum has declined 1c, and is quoted at 64c per pound.

PIG IRON.—The market is dull for much the same reason as that of the steel situation. It is not likely that there will be much activity until the American Government has reached a decision in regard to prices for iron, and until the Government policy as to private transactions in iron is definitely made known. The local situation is unchanged.

Molasses Gates Advance 10 Per Cent.

Toronto.

MOLASSES GATES.—An increase in price amounting to 10 per cent. has been made on Perfection molasses gates. Prices on some of the popular sizes are as follows: No. 50, $8.65 per dozen; No. 52, $11.90 per dozen; No. 54, $14.75 per doz.; No. 75, $21.50 per doz. This is the first change to be recorded in these goods for some time past.

Gasoline Consumption Still Very Heavy

Toronto.

GASOLINE, COAL OIL.—The situation with respect to gasoline is one of firmness due to the fact that consumption is greatly exceeding production at the present time. A warning note has been issued by one of the leaders in the oil industry in the United States that people should economize in the use of gasoline for pleasure purposes or there is a serious danger of shortage for more urgent needs developing. In the Mid-Continent field within recent date there has been a big list of gushers brought in which will greatly augment existing stocks, but even with these there is not anything like sufficient quantities to keep up with the present rate of consumption. Locally consumption is reported heavy with prices holding steady at 31½c. and 32c. per gallon. Coal oil and fuel oil, together with lubricating oils also remained stationary in price. Benzine is quoted at 30½c. and 31c. per gallon.

Sheets And Plates Prices Maintained

Toronto.

SHEETS, PLATES.—Following the advances recorded in sheets and plates last week there has been a steady but firm situation in this market. There is no improvement in the situation with respect to galvanized sheets, stocks being light and little prospect of getting further orders placed for delivery within a measurable distance. Plates are in continued heavy demand for shipbuilding purposes and work of this nature has the right of way over materials required for domestic consumption. There was a steady demand for black sheets.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$.....	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gaug	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.		$12 00
U.S. 28		11 70
U.S. 26		11 40
22 and 24		11 25
18 and 20		11 10
16		10 95
14		10 85

F.o.b. Hamilton, Toronto.

Corrugated Sheets Higher By 30 Cents

Toronto.

CORRUGATED SHEETS, METAL ROOFING.—Lower quotations given for corrugated roofing sheets last week have been advanced in certain quarters 30c. per 100 square feet. One concern is still quoting on the lower basis, but the price at which a second concern is selling is $9 for No. 28 gauge and $9.90 for No. 26 gauge. Metallic roofing and wall materials are in firm market and manufacturers state that higher prices are warranted and may be put into effect in the near future. There is also a firm situation on metal siding and shingles. Range of prices are as follows on corrugated sheets:

	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Buying On Iron And Steel Lighter

Toronto.

IRON AND STEEL.—With the midsummer season on there has been less buying of iron and steel products, according to reports of local dealers. There is no inclination towards lower prices, however, being steadily maintained during the week. Business has been fairly good notwithstanding the holiday season and operations of dealers have become a little congested due to the shortage of help with so many of the staffs away on vacations. In the United States there has been practically no change in the situation. The Federal Trade Commission is to investigate the costs of producing iron and steel and there is a probability that lower prices may be paid by the United States Government.

Toronto.	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tube Demand Is Reported Lighter

Toronto.

BOILER TUBES.—A lighter demand for boiler tubes is reported by dealers during the past week than that prevailing for recent weeks. It is anticipated, however, that overhauling of boilers in preparation for the winter will soon commence and that a consequent demand will develop. Prices were firmly maintained during the week.

	Per 100 feet. Cold Drawn.	Lapweld.
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Consumers Of Scrap Metals Not Buying

Toronto.

OLD MATERIALS.—There is still a lack of interest in buying on the part of consuming mills of old materials. Buyers on the other side of the line are looking for lower prices as the result of Government investigation and the mills are holding out of the markets awaiting developments. Locally prices held unchanged during the week. Considerable supplies continued to be offered. Old brass is in weak market. More supplies are being offered locally in old materials than at any time during past six months, according to some large dealers.

Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.11	.....
Yellow brass	0.14¾	0.15
Red copper	0.22	.....
Light brass	0.09½	.....
Heavy zinc	0.08	.....
Heavy copper	0.25	0.26
Old cast iron, per ton	....	25.00
Stove plate, per ton	16.00	17.00
Old rubber, boots and shoes	0.08½	.....
Overshoes, lumbermen's rubber boots	0.08½	.....
Auto tires	0.06½	.....
Bicycle tires	0.03½	.....

Prices Of Lead And Zinc Products Hold

Toronto.

LEAD AND ZINC PRODUCTS. — There was a continued good demand for lead and zinc products during the week with prices holding steady. Lead in the primary market manifested no inclination to change in either direction. Zinc on the other hand exhibited some strength and was advanced slightly. In the face of present conditions a change is not anticipated in the very near future.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 41½	....
Solder, commercial, lb.	0 40	....
Solder, wiping, lb.	0 40	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Unable To Supply Demand On Ovens

Toronto.

STOVES, ENAMELWARE. — One large dealer in oil stoves and ovens reports they are unable to supply the demand for these commodities and that they are daily refusing orders on ovens. There is a big demand for oil stoves and ovens are very scarce. The concern in question will be out of the market on ovens for the balance of the year, as there is apparently no hope of getting raw materials for their manufacture. There are still some three-burner and two-burner stoves to be had and some one-burner ovens. But two-burner ovens are nearly sold out and when these are done there will be no additional stocks. There is still a firm position on some makes of oil stoves, the only factor that has helped keep prices steady during the past week or two is the lightness of stocks. To some dealers it hardly seemed worth changing for the number that were available. In electric ranges the manufacturers are experiencing difficulty in getting elements and the shortage on this part is holding up the manufacture. There is a real good demand for gas stoves, with some lines in fairly good supply while other lines are light. Refrigerators have been in heavy demand, with a shortage in some lines. Stocks of these are light and dealers expect to finish the season cleaned out. Enamelware and hollow-ware are in fair demand. Furnaces are being shipped for fall, but it is anticipated there will be a big shortage in both furnaces and ranges.

Sisal Rope In Continued Firm Market

Toronto.

CORDAGE, TWINE.—There is a continued firm position in the market for sisal rope and there are those closely identified with the trade who state that an advance would not come as a surprise to them. Cordage trade quite generally is quiet now that the summer season is on. Sorting orders on hayfork rope have been fairly good. Binder twine held in steady market during the week. It is somewhat early for sorting business to commence on this line, but it is expected to start in the near future. Binder twine prices remain unchanged. There has been a good sale with sufficient stocks to meet the requirements for harvest.

LONDON MARKETS

LONDON, July 24.—Business in London and surrounding district is good. Warm and dry weather has improved the situation considerably and summer lines are all good sellers. Prices are all firm, with advances in linseed oil, cobbler sets and lasts, locks and knobs, barn door hangers and track, lanterns, enamel sinks and compression bibbs.

Door Hangers And Track Higher

London.

BARN DOOR HANGERS AND TRACK.—Advances are recorded during the past week on barn door hangers and track bringing new prices to $10.25 per doz. pair for Safety and Storm King hangers, and $9 per 100 ft. for 1¼ flat track.

Richard Wilcox Hangers and Track

Advances have also been recorded on Richard Wilcox hangers and track, bringing prices on trolley track No. 31 to 17c. per foot; round track, No. 543 to 12¼c. per ft. and round track No. 542A to 10c. per ft. Prices on hangers are as follows:

HANGERS—	Doz. Pr.
No. 543	$15.50
No. 544	14.40
No. 545	11.00
No. 542A	12.00
No. 843	10.25
No. 021	10.80
No. 20	16.25
No. 21	16.25
No. 321	18.00

Locks, Knobs And Lanterns Higher

London.

LOCKS AND KNOBS. — Advances have been made during the week on locks and knobs, bringing present quotations to $2.30 per doz. for jet, porcelain, rim and mortise knobs. Cheap rim locks are quoted at $2.50 per doz., and cheap mortise inside sets are $6.75 per doz. for A. C. sets and $7 per doz. for D. Brs. sets.

Compression Bibbs.

An advance has also been made on compression bibbs, bringing new discount to 52 per cent. off list.

Lanterns.

Advances are also recorded on lanterns, bringing present prices to $12 per doz. for Cold blast, long and short globes;

Wright's Copper Well, $17.75 per doz.; Search Dash No. 25, $15.25 per doz.; Searchlight No. 20, $27 per doz.

Cast Enamel Sinks Advance

London.

CAST ENAMEL SINKS.—New and higher prices are being quoted on cast enamel sinks bringing present quotations to the following:

(Shipments of One.)

16 x 24.—$5.62 each; 18 x 30, $5.87; 18 x 36, $8.37.

(Shipments of Two.)

16 x 24.—$5.56; 18 x 30, $5.81; 18 x 36, $8.31.

(Shipments of Three.)

16 x 24—$5.50 each; 18 x 30, $5.75; 18 x 36, $8.25.

Wyandotte Cleaner.

Advanced prices are being quoted on Wyandotte cleaner during the week, bringing new prices to $14.42 per bbl.

Glass Firm At Recent Advance

London.

WINDOW GLASS.—Glass prices are firm during the week at new discounts reported last week, with the prospect of still higher prices soon being reached. Present prices being quoted are 50 per cent. off list for single and double diamond and 40 per cent. off list for cut lights.

Putty.

Putty prices are unchanged during the week at $4.35 per 100 lbs. in 100-lb. drums for Standard putty and $4.45 per 100 lbs. in 25-lb. drums; pure putty in 100-lb. drums is $5.35 and $5.45 in 25-lb. drums.

Cobbler Sets And Lasts Advance

London.

COBBLER SETS AND LASTS. — Prices have advanced during the week on cobbler sets and lasts bringing new quotations to $8.50 per doz. for Economy; $16.20 per doz. for No. 2 Home; $18 per doz. for No. 1 Home.

Lantern Globes.

New prices on lantern globes in short or long pattern are 85c. per doz. in 6 doz. cases; 90c. per doz. for 3 doz. cases, and $1 per doz. for 1 doz. cases.

Tungsten Lamps.

New quotations on tungsten lamps indicate prices of 35c. each for 15-watt lamps; 35c. for 25-watt; 35c. for 40-watt; and 45c. for 60-watt lamps.

Screen Wire Up; Netting And Tools

London.

SCREEN WIRE CLOTH.—New and advanced prices are being quoted on screen wire cloth as follows; painted black wire in 100-ft. rolls, $3.25 per 100 sq. ft.; in 50-ft. rolls, $3.30 per 100 sq. ft. Bronze wire is unchanged at 14c. per sq. ft.

Poultry Netting.

No change in prices on poultry netting are recorded and quotations are unchanged at 30 per cent. off standard list.

Harvest Tools.

Harvest tools are likewise unchanged at 33 1-3 per cent. off list.

Nails, Rope, Spades, Mowers All Steady

London.

NAILS.—Quotations on nails are unchanged during the week at previous prices of $5.45 base per 100 lbs. for wire nails and $5.75 base for cut nails by the 100 lbs. There is a continued good sale for nails with the maintenance of firm prices.

Rope.

Rope prices are similarly unchanged at 37c. per lb. base for pure manila; 31c. for British manila; 31c. for New Zealand hemp and 26½c. for sisal. There is a good demand for all cordage lines and the market is very firm.

Spades and Shovels.

Last week's new discounts on spades and shovels is unchanged this week at 30 per cent. off list for first grade spades and shovels; 20-2½ per cent. off for second grade, and 5 per cent. off for third grade.

Lawn Mowers.

Taylor-Forbes lawn mowers are unchanged at 33 1-3 per cent. off standard list.

New Advance On Linseed Oil

London.

LINSEED OIL.—A new advance of 2 cents per gal. has been quoted during the week on linseed oil, bringing new prices to

	Raw Per gal.	Boiled Per gal.
1 to 2 barrels	$1.32	$1.35
3 to 5 barrels	1.31	1.34
6 to 9 barrels	1.29	1.32

Turpentine.

Turpentine quotations are unchanged this week at previous prices of 63c. per Imp. gal. in 1 barrel lots; 62c. per gal. in 2 to 4 barrel lots and 70c. per gal. in 5-gallon lots.

Good Sale For Paris Green And Lawn Hose

London.

PARIS GREEN.—A good sale is being maintained for Paris green and steady prices are being quoted at 58¼c. per lb. in ½ lb. pkgs.; 57¼c. in 1-lb. pkgs.; 55¼c. in 25-lb, drums; 55c. in 50-lb. drums and 55c. in 100-lb. drums.

Lawn Hose.

Like other summer lines there is a ready sale for lawn hose and steady prices are maintained at 14c. per ft. for ½ in. hose; 19c. per ft. for ¾ in., and 28c. for 1 in. hose. In 500 ft. reels these prices are less 5 per cent.

Spring Hinges.

Screen door spring hinges No. 20 are unchanged at $11 per gross.

New Prices On Hinges And Butts

London.

HINGES AND BUTTS.—New prices quoted this week on heavy tee and strap hinges are figured on discount of 20-2½ per cent. off list, with light tee and strap hinges also at 20-2½ per cent. off.

Wrought steel butts are as follows:

No. 804, 15 per cent. off; No. 840, 5 per cent. off; No. 800, 2½ per cent. off; No. 838, 5 per cent. off; No. 808, 5 per cent. off; No. 802, 5 per cent. off.

Table Hinges, No. 810, net list; Back Flaps, No. 814, net list; Blind Butts, No. 842, 5 per cent.; Blind Butts, No. 844, 5 per cent.

Some net prices on heavy tee and strap hinges figured at the new discount of 20-2½ per cent. off are as follows:

	Tee Doz. Pr.	Strap Doz. Pr.
4 inch	$1.99	$2.34
5 inch	2.50	2.89
6 inch	2.81	3.12
8 inch	3.21	4.22
10 inch	5.70	7.49
12 inch	9.05	9.28
14 inch	0.20	10.61

WINNIPEG MARKETS

WINNIPEG, July 26.—After two weeks of extremely important price revisions, it is gratifying to note that the present week is conspicuous by the steady tone in all markets. One exception, and an important one, is the upward trend of linseed oil, which advanced twice during the week for a total of ten cents per gallon, after having been reduced a similar amount last week.

There seem to be no more uncertain commodity than linseed oil, and whereas the general trend has been upward, it is also to be noted that occasionally there are decided breaks which make this market a difficult one to follow. The condition of the flax crop influences these changes, of course, and rumors of crop failures always result in a boost in the price of oil, while evidences of big crops means a drop in oil quotations. The latest crop reports are none too optimistic, with the result that the advance mentioned above goes into effect at once. Early advances on window glass, spades and shovels, wire products and Disston saw products are expected within a short time.

Advance Expected On Spades And Shovels

Winnipeg.

SPADES AND SHOVELS.—From advice now on hand another advance is about to go into effect on shovels, spades and scoops, although full details are not yet available. It is more than likely new prices will be issued next week, when same will be published. The present ruling prices on these goods is:

Shovels—Fox & Olds: D.H., sqr. pt., $11.50 doz.; D.H., rd. pt., $11.50 doz.; L.H., sqr. pt., $11.50; L.H., rd. pt., $11.50 doz. Bull Dog and Jones: D.H., sqr. pt., $12.35 doz.; D.H., rd. pt., $12.35; L.H., sqr. pt., $12.35; L.H., rd. pt., $12.35.

Scoops—Black Cat and Crescent: No. 4, $13.70 doz.; No. 6, $14.60; No. 8, $15.55; No. 10, $16.50. Moore and Jones: No. 4, $15.15; No. 6, $16; No. 8, $16.85; No. 10, $17.70.

Spades—Fox & Olds: L.H., $11.50 doz.; D.H., $11.50 doz.

Window Glass To Go Higher

Winnipeg.

WINDOW GLASS. — It is sometime since any change has been made in the price of window glass, but every indication points to a decided advance in the near future. The labor situation is anything but encouraging and latest advices would indicate that several manufacturers will be unable to start their plants at all. HARDWARE AND METAL published a letter only a week or two ago which outlined the situation very clearly, so retailers would do well to keep their stocks complete while they may. The present prices are:

Up to 25 in., single $8.75, double $12.75; 26 to 40 in., single $9.75, double $14.75; 41 to 50 in., single $12.50, double $16.50; 51 to 60 in., single, $13, double $17.25; 61 to 70, single, $14, double, $18.50.

Hinge Prices Firm, Though Steel Is Up

Winnipeg.

TEE AND STRAP HINGES.—It is interesting to note that in the face of advancing prices of steel, no change has been made for several weeks on corrugated or light and heavy Tee and Strap hinges. This may be accounted for to some extent by the fact that jobbers have had sufficient stock to meet the demand but there is no doubt that when they have to go into the market for further supplies, higher prices will be issued. Present prices on the corrugated hinges are reproduced herewith:

Strap—4 in., $1.35 doz.; 5 in., $1.90 doz.; 6 in., $2.65; 8 in., $4.30; 10 in., $6.35; 12 in., $9.70.

Tee—4 in., $1.70 per doz.; 5 in., $2.60; 6 in., $3.15; 8 in., $5.50; 10 in., $7.85; 12 in., $11.10.

Light T and Strap, 15% discount.

Wire Products Firm; Advance Expected

Winnipeg.

WIRE PRODUCTS. — The revisions put into effect the first of the month are still holding on many lines of wire products. The market seems firm on the new basis, but another advance may be expected nearly any time now. The quotations being made are repeated herewith:

Barb Wire—4 pt., $4.75 Winnipeg, $4.45 head of Lakes, per spool; Glidden 2 pt., $4.60 Winnipeg, $4.30 head of Lakes, per spool; Baker 2 pt., $4.55 Winnipeg, $4.25 head of Lakes, per spool.

Annealed Wire—9 ga., $7.20 per 100 lbs.; 10 ga., $7.25; 11 ga., $7.31; 12 ga., $7.40; 14 ga., $7.60; 15 ga., $7.75; 16 ga., $7.90.

Bright Tinners' Wire—0-9 ga., $7.40 per 100 lbs.; 10 ga., $7.46; 11 ga., $7.52; 12 ga., $7.60; 13 ga., $7.70; 14 ga., $7.80; 15 ga., $7.95; 16 ga., $8.10.

Galvanized Wire—6-7-8 ga., $7.20 per 100 lbs.; 10 ga., $7.25; 11 ga., $7.30; 14 ga., $7.70; 15 ga., $8.25; 16 ga., $8.40; 9 ga., $5.65 Winnipeg, $5.25 head of Lakes; 12 ga., $5.90 Winnipeg, $5.50 head of Lakes.

Plain Twist Wire—$5.25 Winnipeg, $4.85 head of Lakes. per 100 lbs.

Bale Ties—14 ga., $7.65 Winnipeg, $7.25 head of Lakes, per 100 lbs.

Coiled Spring—9 ga., $5.70 Winnipeg, $5.30 head of Lakes, per 100 lbs.; 12 ga., $5.95 Winnipeg, $5.55 head of Lakes, per 100 lbs.

Cordage And Lanterns Steady

Winnipeg.

CORDAGE. — Quotations on cordage reveal no change for the week, the market holding firm at prices shown below:

Pure Manila, 36½c base per lb.; British Manila, 30c base per lb.; Sisal, 26½c per lb.; African Hemp, 30c base per lb.; Lath Yarn, 26½c per lb.; Cotton Rope, ¾, 52c base per lb.; ¼ and larger, 51c base per lb.

SASH CORD. — Sash cord shows a steady tone in maintaining the following prices. In hanks or coils, No. 6, 58c. lb.; No. 7, 57c. lb.; Nos. 8, 9, 10, 56c. lb.

Lanterns.

Complete returns on lanterns are now available and best prices are as shown herewith:

Short Globe—Plain, $12.50 doz.; Jap., $13 doz.

Cold Blast—Plain, $12.50 doz.; Jap., $13; No. 2 Plain, $10.75.

Japanned Dash—25, $15.50 doz.

Advances Recorded On Miscellaneous Lines

Winnipeg.

MISCELLANEOUS LINES. — There have been many price revisions on miscellaneous lines during the week with the tendency toward advanced quotations, as follows:

Sad Iron Handles—Mrs. Potts, $1.30 doz.; Universal, $1.85 doz.

Flour Emery, 10c lb.; Grain Emery, 16c lb.

Steel Dampers—No. 6, 90c doz.; No. 7, $1 doz.

900 Ware—Tea spoons, $3.40 gross; dessert spoons, $6.75 gross; table spoons, $7 gross; dessert forks, $7.50 gross; medium forks, $7.75 gross; knives and forks in sets, 900, 95c set.

Ingersoll Watches—Maple Leaf, $1.05 each; Triumph, $1.30; Winner, $2; Eclipse, $1.85; Junior, $2.15; Reliance, $3; Midget, $2.15; Midget Wrist, $2.50; Waterbury Radolite, $3; Triumph Radolite, $1.65; Midget Wrist Radolite, $3.15.

Wrought D Links—¼, 25c doz.; 5-16, 30c doz.; ⅜, 35c doz.; 7-16, 40c doz.; ½, 55c doz.

Disston Saw Products Advance

Winnipeg.

DISSTON SAW PRODUCTS. — Further advances in Disston products have resulted in revised prices to the trade being issued and the latest quotations now being made on Disston saws will reveal the general tendency of all lines of goods in which steel plays an important part of the manufacturing. Present prices on Disston saws are as follows:

Disston Saws—Hand, D20 x 26, $34.20 doz.; D8 x 26, $30.85; 12 x 26, $39.75; 120 x 26, $43.90; Rip, D8 x 26, $30.85; 28, $35; 12 x 26, $39.75.

Panel Saws—D8 x 18, $22.30 doz.; D8 x 20, $24.90; D8 x 22, $27.40; D8 x 24, $29.40.

Linseed Oil Up; White Lead; Turps

Winnipeg.

LINSEED OIL.—A ten cent. increase in prices on linseed oil recorded during the week is significant in view of last week's drop of the same amount, and indicates the fluctuating character of the market. The following are the prevailing prices on linseed oil:

Raw, $1.45 per gal. in bbl. lots; boiled, $1.48 per gal. in bbl. lots.

Turpentine

Turpentine remains steady in the local market and no change has been made in the prevailing quotations of 85c. per gal., in bbl. lots; 88c. in half barrel lots, and 90c. in 5 gal. and 1 gal. lots.

White Lead

After a few weeks in which advances came rapidly on white lead, the market has steadied down and prices as recorded in the latest advance hold firm. Prices on white lead are extremely high just now, but there is no indication that the highest point has yet been reached. Present quotations are:

Per 100 lbs.: Decorators pure, ton lots, $19.55; less, $19.90. Decorators special, ton lots, $18.55; less, $18.90.

THREE IMPORTANT LESSONS

(Continued from page 54.)

offered you. In other words, if you have established a line of credit of $50,000, never use more than $40,000 of it. That gives you better standing.

Each year I would get my line of credit increased. I would settle with each bank annually, at the same time, re-establishing and enlarging my line of credit. I also made it a rule to keep a substantial balance in the bank. This was a wonderful help to me at times. Of course, it was hard the first year or two, but I stuck to it. No matter what the difficulties, a business man should never withdraw all his funds, leaving no bank balance.

The employment of men ranks with finance in the factors that may make or break a business. Much of the success of the Firestone organization is due to the fact that I have employed good men—many good ones. If the men I employed hadn't had exceptional capabilities, character and energy, I could not have built up a business of such magnitude.

Keeping Men Interested in Their Work

The employment problem is one of the greatest I've had to face. It has required great concentration of thought and effort to know men, measure their capabilities, place them in the right job and inspire them to use their abilities to the utmost. Every employer should keep his men keenly interested and ambitious in their work.

The labor problem at the Firestone Company has been an unusually difficult one during the past five years. In that time we have increased the number of our factory employees from less than 1,000 to more than 11,000.

I have made it a point to take great interest in the employment work. It has been my constant thought and determination to insist that factory officials treat every man fairly and as an individual. It has been my constant desire to help every man and do all I can for him, not only in the matter of wages, but in preserving his health, giving him good environment and making him happy.

We have spent much thought, time and money to bring these conditions about. We have established a pension and insurance fund of $1,000,000, and have built a $350,000 clubhouse with social, recreational and restaurant facilities for our employees.

We also offer employees an opportunity to become home-owners. We purchased an allotment of 600 acres within walking distance of the factories. It has been laid out by expert landscape architects. Employees are able to purchase homes in this allotment upon very easy terms. At present there are 800 houses under construction.

Ninety per cent. of its employees, or 11,300, have become stockholders in the company. They purchased the stock

(Continued on page 68.)

WEEKLY PAINT DEPARTMENT

Speeding Up The Turnover

How One Merchant Creates Sales—Good Opportunity During Coming Fall For Increasing Paint Sales—Studying the Customers' Needs.

WITH the approach of fall many opportunities are afforded the retail hardware merchant to speed up his turnover on paints. The spring season this year was wet and unfavorable to outside painting. Nevertheless there was a good demand for ready mixed paints of various kinds. Sales were not what they would have been, had favorable weather for painting prevailed. A little extra effort on the part of retailers and their clerks during the fall will produce wonders in the way of increasing sales totals. It is not always necessary for a merchant to use freakish or spectacular methods to speed up his sales. Ordinary common sense, combined with sales ability are the chief requirements.

A successful hardware merchant at the recent convention of the National Hardware Association of the United States was asked to give his views on how to speed up the turnover. This merchant uses good substantial methods. He studies the needs of customers; he makes suggestions to customers; he changes his window displays regularly. His story couched in plain terms as given in the National Bulletin follows:—

In my business I have made it a practice to study my locality and my people, and I have learned many little things that are of great, practical value. I also try to study myself as much as possible, because I know I have a great many faults. I have tried to find out what the people in my community need; also what they demand. You know people need a whole lot of things, and we are there to supply these needs. Also, the people of our communities make demands for things that really are not needed and we should, therefore, study and get the things which they demand as well as those things which they need.

Studies the Goods

By close attention to the quality of goods that are needed and demanded in your locality, and the styles of different articles that are needed, you can materially speed turnover, as well as render better service to your community. I try to make a very careful study of all these things, and this I think has been one of the greatest means of attaining the little success which has been allotted me in my business career.

Clean Store and Stock

There is also one other important thing contributing to quick turnover, and that is a clean store and a clean stock. I was very fortunate in that I graduated from a splendid hardware school. I had fine training in a wholesale house and some excellent experience on the road. In the wholesale house one of the things which I was taught most rigidly was to keep my stock in good shape; to keep the proper arrangement, and have a place for everything and everything in its place.

I have been fortunate, indeed, to travel around both as a salesman and for pleasure, and I have been in a great many hardware stores. And, I have been surprised to see the number of poorly arranged stores, stores that have stock all cluttered up; and I really do believe that the owners and clerks of these stores do not know what they have in stock.

Use good judgment in the pricing of your goods. There is a whole lot in setting prices and getting the right percentage of profit.

When Selling Paint

I find it a good idea when a person comes into my store to buy anything to not be satisfied with selling them only the article asked for; I always suggest new articles or kindred merchandise. If a customer comes into buy something in the line of paint, and I sell him a can of porch paint or varnish, I suggest everything that might touch upon that particular article, and see if I cannot sell possibly two or three products instead of just the one.

I keep a record of what I call the staples. It is a very good idea to know what you bought last year—the kind, size and quantity—as a guide to future buying. We can pile up a lot of money in our stocks by not using judicious judgment in keeping tab on the stuff sold.

Good Results from Windows

Another great factor is our show windows. Before I got in this association and convention work, I paid very little attention to my windows, although I had mighty good windows in which to display goods. Of late years I have taken particular interest in my store windows, with most gratifying results. Any number of people have said to me, "You have dandy windows. Do you do it yourself, or does one of your clerks do is?"

Drug store opposition is another thing that detracts from the speedy turnover of the hardware man. We in the cities are up against that more than our friends in the smaller places. The drug store of to-day is getting to be nothing more nor less than a big department store, and is getting to be a great big bug bear to the hardware merchant, particularly in the cities. The drug stores are open seven days in the week, and have as wonderfully handicapped in that one day out of the seven when we are closed. They are selling cutlery, glue, chamois skins, sponges, fishing tackle, and a hundred and one different things.

Care in Buying

Don't buy everything that a smooth salesman offers you. One of the things that gets my goat is to have a salesman come along and make a play, something like this: "Bill Jones, down the street, has bought this. Another one of your competitors bought a half gross," etc. I never could stand for that. The mere fact that one man has bought a gross and another man a half gross is no criterion for me. The successful man of today must have a mind of his own.

Don't Argue With Customers

To speed turnover, avoid arguments with customers. I have been guilty of that in years gone by, but I have cut it out. Recently I attended a meeting of the advertising club in our city. The speaker of the day was the sales manager of Montgomery Ward & Company, and he said it is their policy, and one from which they have never deviated, to keep away from arguments with customers; they take the customer's word every time. I guess they got that from our old friend Marshall Field, whose slogan was "the customer is always right."

Marshall Field and I differ just a little. The customer isn't always right by any means. But many times I have let the customer have his way while knowing he was not right. Even though he imposes on you, be clever enough to let it go at that and watch your opportunity to get it back on him in a good, clever, honest way. I have found that the best way to handle those people.

Service First

Service is the main idea back of

Jamieson's Pure Prepared Paints and Varnish

because it is service that makes satisfied customers and repeat orders.

But we have not neglected the dealer's interests because every sale nets him a handsome profit and wins the more confidence in him and his store.

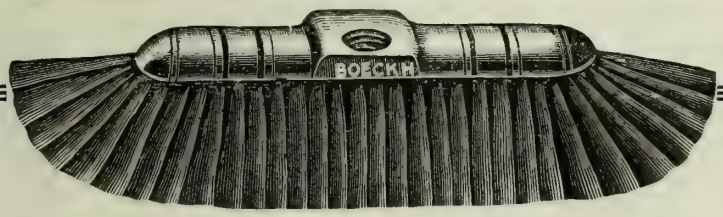
Jamieson's Quality and Value make an increase of business certain.

Write for our agency proposition.

R. C. JAMIESON & CO., Limited, Montreal, Canada

ESTABLISHED 1858

Owning and Operating P. D. DODS & CO., LIMITED



Here Is Your Profitable Line

BOECKH'S HAIR FLOOR BROOMS

The Hair Floor Broom because of its durability and economy is finding increasing favor with housewives. BOECKH'S HAIR BROOMS win the sale over the cheaper brands because of the EXTRA QUALITY in Material and Workmanship. There is long life to a Boeckh Broom with the Boeckh guarantee of maximum service.

Get behind this line—there is profit for you, satisfaction for your customer.

BOECKH TRADE MARK EST'D 1856 TORONTO

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

BOECKH TRADE MARK EST'D 1856 TORONTO

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, July 25.—Except for stronger tendency in the linseed oil market, conditions in the principal products of the paint business at present are little altered from those prevailing last week. There are some hints of possibly stronger markets for turpentine, but in other opinions this is not yet justified by primary markets. It may be noted, however, that while the markets for the paint products generally are quiet at present, there is behind the quietness every element of strength during the present world crisis, and should the progress of the year bring about no radical alterations in world conditions, continued strength of markets may be anticipated. At present, however, the outlook is for steadiness, with the firmer tendency in linseed oil, already noted. There is good demand for ready mixed paints.

Linseed Oil Shows Still Firmer Trend

Montreal.

LINSEED OIL.—From the lower prices which prevailed, in some opinion unjustifiably, in linseed oil during the past few weeks this product has returned to greater strength, and the prices quoted at present in Montreal more nearly represent the condition of the market. One or two firms are still quoting a little under the usual ratio of difference between prices to the retailer for small lots and prices from the crusher in carloads, but with the firming tendency more pronounced, the probabilities are that this condition will alter, and the market will become more even. News from the North-West is to the effect that from 10 to 15 per cent. more acreage is bearing flax this year, but accompanying this news is the information that weather is not particularly favorable to a maximum production. Hot dry winds have been reported in some districts, and this, if long continued, might deduct from the crop the advantage of the larger acreage, making the production only equal to last year's. But there are prospects of better weather, and the accounts given are not pessimistic. From the Argentine the news is scanty, but indicating weather conditions similar to the Canadian North-West weather—too dry for the best results. Crushers are not very hopeful of securing much seed from the Argentine this fall, as ship shortages are anticipated, especially if the States are sending supplies and more troops across the seas. As regards local supplies of seed at present, these are sufficient, but not abundant. Demand, however, is not heavy at this time. Quotations are as under:

		Per Imperial gal.
Linseed oil.	Raw.	Boiled.
1-4 bbls..	$1.28-1.32-1.34	$1.30-1.35-1.37
5-9 bbls..	1.27-1.31-1.33	1.29-1.34-1.36

Turpentine Had A Firming Tendency

Montreal.

TURPENTINE.—There was an unexpected fluctuation of market to firmness in turpentine last week, but this proved transient, and quotations this week are exactly as last week's. Reports from Savannah continue to sound the note of firmness, and there is certainly no disposition apparent in Montreal towards any reductions of price, although demand is not over-active. In fact, the effect of the firmer spell the other day has been to reawaken a feeling on the part of market watchers that turpentine may go sharply firmer in price before very long. Probably the tone will continue steady and firm for some little time yet, but with this idea voiced without hesitation in some quarters preparedness for higher markets is the attitude which accompanies the word. Prices this week are as under:

Turpentine.	Per Imperial gal.
1-4 bbls.	$0.60-0.65-0.66
5-9 bbls.	0.58-0.64-0.65

White Lead In Oil Might Go Firmer

Montreal.

WHITE LEAD IN OIL.—Still the tone of white lead in oil is to steadiness of market. Though the metal as far as the pig-lead is concerned is not so excitable as previously, there is little chance of any decline in white lead in oil. The price at present is considered only in accordance with cost of raw materials, and the firmer tendencies of linseed oil are regarded with interest. While any immediate change in white lead in oil is not anticipated by men closely in touch with the markets for this product, a formerly made prediction that white lead might reach 20 cents a pound was again heard this week, and there is an undertone of considerable firmness to note in the market. Quotations continue as last week—that is, $18.80 per 100 lbs. for 1-ton lots, and $19.10 per 100 lbs. for less than 1-ton lots.

Market For Putty Steady And Firm

Montreal.

PUTTY.—There is no change to report in the market for putty. Linseed oil showing a firmer tendency, however, is a factor in favor of further firmness for this product. Importations of whiting are sufficient at present, but not to be counted upon. Stocks are also sufficient to preclude anxiety as to scarcity of putty. Demand is normal for the time of year, and not very active. The outlook is for steadiness and firmness. Quotations are as last week's: $3.60 per 100 pounds for Standard putty, bulk in barrels, in less than 1 ton lots. In 100 pound drums the price in Montreal is $4.05 per 100 lbs.

Paint Market Firm And Demand Brisk

Montreal.

MIXED PAINTS.—Demand for mixed paints, while quieter in some quarters owing to the inevitable dullness of the hot weather and holiday period of the year, is still reported unusually active in other quarters in Montreal. "It is hard to account for the brisk state of business at this time," said one manufacturer. "As a rule, things are quiet about now. And the business experienced now follows on an exceptionally busy spring also." Another manufacturer reported sorting orders coming in very well indeed, and a third expressed every satisfaction in the state of business in mixed paints at the present time, calling it unusually good. Others found things a shade quieter than usual, but still wonderfully good for the time of year. There are no hints of coming advances in mixed paints to account for any special demand at present, but the tone of the market is consistently firm. With war prospects all towards a continued struggle, the views of some manufacturers are towards further advances in the materials for making paints, and naturally, of course, towards advanced prices for the mixed paints in the future. But predictions are not made definitely, and hopes are held out that advances may be held off for a good while. Only prolongation of the war with its effects on commerce will assuredly mean firmer markets in many lines, paints included.

TORONTO

TORONTO, July 26.—There was a continuation in the firm position in linseed oil noted last week, and prices in some instances were moved to

This Guarantee Goes On Every Tin of B-H "English" Paint

GUARANTEE

We guarantee this B-H "English" White Paint is made from BRANDRAM'S B. B. Genuine Government Standard White Lead and Pure White Zinc, in the following proportions:

70 Per Cent. Pure White Lead
30 " " Pure White Zinc } 100 Per Cent. Pure

Mixed ready for use with Pure Linseed Oil, Turpentine and Drying Oils.

BRANDRAM-HENDERSON LTD. BRANDRAM'S B.B. WHITE LEAD MANUFACTURERS MONTREAL

BRANDRAM-HENDERSON LIMITED
PRES'T & GEN MANAGER

Montreal. Halifax. St. John. N. B. Toronto. Winnipeg

It is one thing to prate about the quality of a product and another to print on the package an absolute warranty that is a challenge to the world.

When you sell a customer

B-H "ENGLISH" PAINT 70% Pure White Lead, 30% Pure White Zinc, 100% Pure Paint

you can do so in the knowledge that we stand behind your strongest guarantee of purity.

Better still, point to the printed guarantee on the can itself, signed by our president, and assure the buyer that if the paint does not live up to that label you will refund his money, as we will gladly refund yours.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG EDMONTON CALGARY

slightly higher levels. Turpentine was in steady market, due to the unchanged condition in the primary markets of the South. Very gratifying reports are being made in some instances by manufacturers of the volume of paint business that has developed during the month of July. One large manufacturer reports they have had a better July than at any time in their history. Paint grinders are taking linseed oil quite freely, and in some instances are behind in their orders. The encouraging business that has been developing during the past month is attributed to the backward spring that prevented people from painting at that time.

Linseed Oil Showed Inclination To Firmness

Toronto.

LINSEED OIL.—There was an inclination toward firmness in the market for linseed oil during the week, one of the large dealers having advanced the price in single barrel lots 1c per gallon. For the most part the range of prices in the market held fairly even. Flaxseed at Winnipeg inclined toward higher levels, with a net advance of 3⅞c per bushel noted on the cash article and a gain of 9½c on the October option for seed. The price of cash flaxseed on Wednesday of last week was at $2.92 per bushel, as compared with $2.95⅞ on Wednesday of the present week. For the October option the price at the close of the market on Wednesday of last week was $2.87½, whereas thet price on Wednesday of this week was $2.97 per bushel. There has been a fairly good demand for linseed oil during the week. The recent tendency to firmness with advances recorded has had the effect of stimulating buying. Oil cake continues to find a good sale, and in this respect the summer of this year has been somewhat unusual. There is usually a falling in demand when grass and hay feed give abundance to the stock.

	Raw, per. gal.	Boiled, per gal.
1 to 2 bbls.	$1.24-$1.33	$1.26½-$1.36
3 to 5 bbls.	1.23- 1.32	1.25½- 1.35
6 to 9 bbls	1.22- 1.30	1.24½- 1.34

Some Turpentine Goes Into Export

Toronto.

TURPENTINE.—There was a slightly firmer situation in the primary markets for turpentine, due to the light export business that has developed. A little space has been secured, and this seemed to point the way to still further exports. There was practically no change in the primary situation during the week, but there was an undertone of firmness, due to the possibility of export. Locally prices remained unchanged, with only a fair demand for the product.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Mixed Paint Trade During July Good

Toronto.

MIXED PAINTS.—Manufacturers in some instances report that the month of July has been better from a trade standpoint than any other July in their history. In other instances wholesalers report that the business has been even better than July of a normal year. One manufacturer was stated to be five or six cars of paint behind in delivery. The good demand during the past month is explained by some authorities closely in touch with the situation by the fact of the backward weather in the spring. People were unable to do painting they had contemplated, and when favorable weather came this month they were quick to seize the opportunity. Prices held steady during the week. There is no evidence that the recent advance has interfered in the least with sorting orders.

White Lead In Oil Is Marking Time

Toronto.

WHITE LEAD IN OIL.—There was a steady market for white lead in oil during the week, with a tendency to mark time pending developments in the situation with respect to raw materials. Linseed oil held in firm position during the period since last writing, but in pig lead in the primary market there was a quietness and uncertainty over the trend of the market for the future. Locally the demand for white lead in oil is almost at a minimum, due to the present high prices. Quotations still held at $19 per 100 pounds in ton lots and $19.30 in less than tons.

Glass Trade Quiet; Eagerness For Business

Toronto.

GLASS, PUTTY.—There is a quietness in the trade for glass, due to the lack of demand during the summer period. This condition has resulted in an eagerness for business on the part of some dealers, and lower prices were quoted in some quarters. While the discount quite generally remained at 50 per cent. off list, lower prices were made in some instances in an endeavor to clinch trade. The new wage scale in the United States has not yet been negotiated. This is expected to have a bearing on the price of glass in the primary market toward higher prices.

Putty was in steady position, with quotations holding at $3.90 in bulk casks and $4.35 in 100-lb. drums.

HOW TO GET AND KEEP BUSINESS

(Continued from page 49.)

way, that he will get the business. But, he has to be first, last and all the time everlastingly on the job. Let a man get thoroughly interested in his business as a sporting proposition, and he will find it the most fascinating game in the world.

System in your store.

Service to your customers.

Sand in your system.

These three alone will go a long way towards trimming the falalcy of the mail order houses.

Men will tell you it takes too much time. It's too complicated, haven't got the education to open up and run a set of books. That's all rubbish. Personally, I get out a statement at the end of each month, showing cash receipts, amount of goods bought, expense under different headings, percentage of profit and the percentage of expenses, and this work takes up about five minutes of my time daily, and believe me I am no scholar.

Men will tell you that you cannot run a cash store in this country. Tommyrot, it can be done. It is being done, successfully. If the retail merchant of to-day would think less of the: I can't and more of the I can's. If he will wake up, come alive, take off his coat, clean up his windows, let a little sunshine in, smile, have a good word for his opposition, leave the mail order houses alone. Because the merchant must awaken to the fact that the mail order houses are running a legitimate business, and that they are running it in a mighty business-like way. Go thou and do likewise. Don't blame the other fellow, go out in the woods and take a good look at yourself, if you don't find something you can improve upon, you had better get out of the retail business, or the business will soon put you out.

In a nut shell:

Get your business on a business basis.

Give service, and its a mighty big word is service, to your customers.

THREE IMPORTANT LESSONS

(Continued from page 63.)

at a price below the market quotation and under conditions that do not involve any big sacrifice. The stock distribution plan was the result of an intensive study of profit-sharing plans with which we coupled a number of original ideas. Its effect upon the organization has already begun to be felt.

The success of the Firestone Company rests upon men more than upon money. That is because most of us can accomplish an awful lot when we have to—when we are "right up against it."

When I hired men I had to be exceedingly careful about the kind of men I hired. For the sake of the business they had to be profit-makers.

I would spend hours and hours with men studying their tendencies and finding out their desires. I usually made them come into my little company at smaller salaries than they had been earning in some big companies, in order to show their mettle. Sometimes a man from a big company when I had hired would say to me:

"Mr. Firestone, over in the big company where I worked before I came here we used to do this thing this way."

And I'd say:

"Now, listen. If we can't do it better than the big company we'd better put up the white flag and quit. The only way we can hope to compete with big, established companies, and overcome the handicap of our small capital, is to do the job better than they do it."

Economy!

HELP YOUR CUSTOMERS PRACTICE A WAR-TIME NECESSITY

Sell Them the Benjamin Moore Products

Our methods of conducting business enables us to sell a high quality product at a low price. Our HOUSE COLORS represent the

Best Paint Value on the Market

Our paint is made from the very best and most lasting pigments combined with Pure Linseed Oil and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling. Its appearance is unbeatable.

Help your patrons to practice thrift—they save money when they buy Benjamin Moore Products. Write for agency proposition.

Benjamin Moore & Company, Limited, West Toronto

MEAKINS BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless'303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit		16 00
Boys' Axes		9 00
Hunters' Axes	8 00	9 00
Bench No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.35-$1.65
Cut Lace Leather, lb....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 60
3 sections, 6 ft., doz.	7 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards.	Per doz.
F.o.b. Stratford.	
No. 1—18 in. x 24 in.	7 00
No. 2—18 in. x 28 in.	7 65
No. 3—20 in. x 30 in.	8 00
Ironing Boards.	
Size 12 x 60 ins., doz.	8 00
Size 14 x 60 ins.	9 00
Folding, 14 x 58 ins., doz.	21 00
Sleeve Boards.	
Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

Boards, Stove.

See list under Wares.

BOARDS (Wash)		Tin Plate	Zinc
Pony	Dozen		$2 00
Crown			4 05
Dandy			4 25
Improved Globe		3 15	4 35
Standard Globe		3 25	4 45
Original Globe		3 50	4 75
Newmarket King			4 75
Diamond King (Glass)			5 00
Western King (Enamel)			5 25
Wood, double faced			2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	5%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$57 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	50 00	63 00
Copper sheet, tinned, 14x60 in., 14 oz.	52 00	70 00
Copper sheet, planished, 14x60 base	58 00	70 00
Braziers' in sheets, 6x4 base	52 00	62 00

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.

	Montreal	Toronto
Ordinary, 52 sheets	$11 25	$10 00

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	30 00
IX, 20x28 base, 112 sheets	32 50
IXX, 20x28 base, 56 sheets	17 00
IXXX, 20x28 base, 56 sheets	18 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$13 75
20x28 IC, double box	27 50

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	15 75
IXX, 14x20 base	16 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Ware, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

First Choice of Homebuilders for Fifty Years

The marked preference of home builders, and the endorsement of discriminating painters makes an ever increasing demand for Berry Brothers' varnishes.

House owners and home builders have learned that the permanency of beautiful interiors depends not only upon the skilled treatment of woodwork, floors, walls and ceilings, but upon the use of the right Finishes.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finishes, and Luxeberry Wall Finishes are a few of the quick selling "Berry" products that have enjoyed the confidence of architects, decorators and house owners for over half a century.

You can make your varnish business grow by pushing Berry Brothers' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

(579)

Paying Strict Attention to Deliveries

We are paying the same attention to **deliveries on time** as we did before the war. That is, we are doing our utmost. But the extraordinary conditions existing to-day often retard us, in spite of all our efforts, and if at any time orders are "held up" it is due to conditions over which we have no control. We ask the trade to kindly bear with us in this matter.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 55
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees 45% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 50% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 50%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 22% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 22% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	7 25
Over 14 in., per 100 lbs.	6 75
Extra hooks for above ⅝ in., per lb.	7¼
Extra hooks for above, ¾ in., per lb.	7

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Steel Point	$11 50
Lightning	10 00
Heath's	10 00

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 15	$3 95
No. 3, per doz.	3 25	4 50
No. 4, per doz.	3 35	5 10
Little Giant	5 00	....
Burden	5 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft., F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	10 50
Sad irons, plain, 6 lbs. up	8 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	15c ft.
Ontario	20c ft.
Faultless	23c ft.
Mechanic	29c ft.
Hercules	26c ft.
Perfect	25c ft.
Faultless, extra heavy	28c ft.
Hercules, extra heavy	31c ft.
Mechanic, extra heavy	34c ft.
B.T. Standard	20c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	18c ft.
Household	14c ft.
Standard, 4-12 ft.	20c ft.
Electrician	26c ft.
Heavy duty	47c ft.
Extension	25c ft.

Common and Roped Extension.

Up to 32 ft.	18c ft.
34 to 44 ft.	20c ft.
46 to 60 ft.	30c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	14c ft.
18 ft. to 22 ft.	15c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17.25-17.75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	0 90	1 00
Cold blast	....	1 00
Cold blast, short ruby	....	3 25
Cold blast, common ruby	....	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. Except Forest City, electric driven, 40%, and Forest City, engine driven, 35%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

RAMSAY'S

THE RIGHT PAINT TO PAINT RIGHT

UNICORN BRAND READY MIXED PAINT

The Paint that Gives Satisfaction To
The User and Profit to The Dealer

A. RAMSAY & SON CO.

In Business over 75 years

MONTREAL TORONTO VANCOUVER

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
Clipper, U. S. (unspun)	18 50
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng., spun	19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	....	8 85
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)....$0.80-$0.90
4 gross (cartons) 4½ in. 0.85- 0.95
F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	85 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	5.00-10 80

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian slope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00
10 lb. Household	4 00	0 10
25 lb. Household	5 20	0 30

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, London, Hamilton.

SCYTHES	Doz.
Cast Steel	$ 9 50
Golden Clipper	10 50
Little Giant	11 50
Little Giant Genuine	12 50

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾oz.	.....	.....	13 50

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL	
Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

The Road to Bigger Profits

Back your sales with a reliable product. Your customers know the reliability of

Canada Paint

They have used it for years and found it good paint. It is up to you to capitalize this. Carry the full line to meet their wants. There is a Canada Paint for every purpose—each to give satisfaction to your customers and increase your profits.

The Canada Paint "full line dealers" proposition is the way to bigger profits. Write us to-day about it.

The Canada Paint Co., Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

CP TRADE MARK

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	....
Hollow Back Scoops	10%	.....	net list
Hollow Backs, Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Sand Shovels, No. 3, black	18.50	.....	11.50
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $31 00
Champion Nic 25 00
Champion Jap 23 00
Univ. japd., cyco bearing... 26 00
Univ. N.P., cyco bearing.... 29 00
Grand Rapid, japd., ball-bearing 28 00
Grand Rapid, N.P., ball-bearing 31 00
Princess, N.P., ball-bearing.. 32 00
Elite, ball-bearing 36 00
Am. Queen, N.P., ball-bearing 34 00
Parlor Queen 37 00
F.o.b. Toronto, London, Hamilton, Montreal.

SWEEPERS (Vacuum)
Grand Rapids Vac., ...doz $77 00
Household Vac. 63 00
Superba Vac. 92 00
F.o.b. Toronto, Hamilton, London and Montreal.

SWINGS, LAWN
Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1. 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, 25% discount.
Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 60
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 60
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41
F.o.b. Montreal. Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto. London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

ZINC
For zinc products and zinc sheets

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

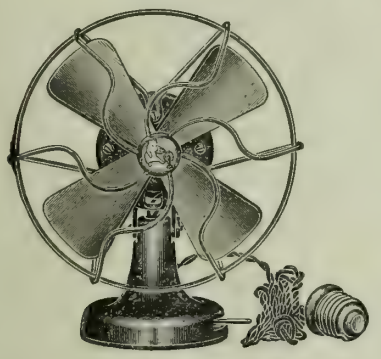
Trimo—	Net prices dozen	Coes—	Net prices dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

Stillson—

6 in.	11 00	18 in.	27 60
8 in.	12 45	24 in.	40 00
10 in.	13 80	36 in.	74 50
14 in.	19 35	48 in.	100 00

Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.
see reports elsewhere in this issue.

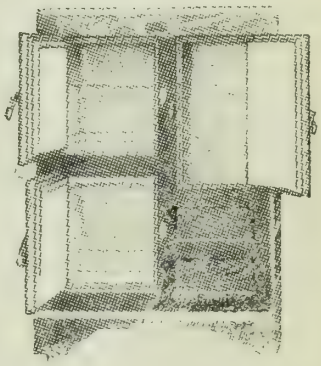
All the Comforts for the Summer Home



Our extensive stock includes all the equipment to moderate the warm weather and make the summer home more comfortable. We have all the makes, styles and varieties complete.

The Polar Cub Electric Fan

An "individual fan," but it creates breeze enough to cool the average size room. A marvellous seller at the astonishingly cheap price $7.50 retail. A good margin of profit and bound to satisfy your customer.



Refrigerators

Stocked in two styles and nine sizes. We can fill any demand for a refrigerator, and make prompt shipment of your exact order.

Ice Cream Freezers and Water Filters

The vacuum freezer. No turning of a crank. A most handy, cleanly and economical freezer. Stone Water Filters that both purify and cool the drinking water.

Screen Doors and Windows

In the standard sizes with sets and anti-slams.

Electric Toasters, Irons and Water Heaters, the "Hot Point" line. Flashlights, Thermos Bottles.

Lawn Mowers, Lawn Rollers, Wheelbarrows, Hose, Sprinklers, Garden Tools. Sporting Goods of every description Canoes, Hammocks and Camping Outfits.

WRITE US REGARDING YOUR NEEDS.
WE WILL MAKE PROMPT SHIPMENTS.

RICE LEWIS & SON

Established 1847 Phone Main 4040 LIMITED

19 Victoria St., JUST NORTH OF KING TORONTO

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1 75
Acme, 20 lbs., each	2 00
Acme, 25 lbs., each	2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 20	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100 lb. keg	0 20
Burnt Umber, 100 lbs.	0 20
Raw Sienna, 100 lb. kegs	0 20
Burnt Sienna, 100 lb. kegs	0 20
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 02¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls.	0 02
Super magnetic red	2¼-2½c
Canadian red oxide, bbls.	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	36-45
Golden ochre, pure	20-22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	0 26
Signwriters' black, pure	27-36
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB	1 70

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.35-$1.50 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 25
Genuine, 100-pound kegs, per cwt.	15 75	16 00
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages; per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	2 90
Moore's Floor Paint	2 60
Moore's Egyptian Paint	2 40
Moore's Sani-Flat	2 60
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. Munro's	C.P. Co.	Berger's
Prices withdrawn.			
600-lb. bbls.	..		
250-lb. kegs	..		
100-lb. drums	..		
50-lb. drums	..		
25-lb. drums	..		
1-lb. 100s, pks.			
1-lb. 100s, tins			
1-lb. 100s, tins			

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 18½
XX Quality	$0 16½
XA Quality	0 15
X Quality	0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORING WIPING

Quality I	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPERS WASHED COTTON

Select White	12
Mixed Colored	10
Dark Colored	9

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 38
O.P.W. Lion Brand	0 30
Old English	0 46-0 50
Johnsons	0 46-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.25
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15
Barrels	1 90	2 00

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

UNIVERNISH

For Anything and Everything That Needs Varnishing

A Varnish that will meet the requirements of your customers. Just as good on automobiles as it is on table tops. Gives splendid results wherever used. Hot water will not affect it. Ideal for canoes, motor boats, etc. It positively will not turn white. One of the complete Dougall Line of Quality Varnishes.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.20.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs., and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $5.00 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%, plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 30%; sleigh shoe bolts to ⅝, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil, 3-16 in., $12.50; ¼, $9.75; 5-16, $8.85; ⅜, $8; 7-16, $7.75; ½, $7.50; 9-16, $7.50; ⅝, $7.40; ¾, $7.25; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.85 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges—4, $1.35 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger ,$6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

20 per cent. off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; 1 in., $6.40.

IRON GALVANIZED	Apollo and	"Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A. per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10.00; cutter, $10.00.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline" engine coal oil, 18½c; Summer black oil, 21c; eKlso 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.35; Stephen's House, $3.10; Stephens' Floor, $2.70; Silkstone, $2.65.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c; less than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $9.60 per doz.

WROUGHT IRON PIPE

See charge on pipe.

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51(30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full $13; 20 x 28, half polished, $12 full polished, $13.

PLOW SHARES.....10c per lb.

POINTS

Landslide plow, 1½ x 14 in., $1.75 per dozen.

PUTTY

100-lb. irons	5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10 per cent.; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell), Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	
22-24 gauge	10
26 gauge	10 90
28 gauge	[illegible]

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $11.50 per doz.; D.H. Rd. Pt., $11.50 per doz.; L.H., Sqr. Pt., $11.50; L.H. Sqr. Pt., $11.50; D.H., Rd. Pt., $11.50; Bulldog and Jones, D.H., Rd. Pt., $12.35; D.H. Sqr. Pt., $12.35; L.H., Rd. Pt., $12.35; L.H., Sqr. Pt., $12.35; Black Cat and Crescent Scoops—No. 4, $13.70 doz.; No. 6, $14.60; No. 8, $15.55; No. 10, $16.50; Moose and Jones Scoops, No. 4, $15.15; No. 6, $16; No. 8, $16.85; No. 10, $17.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05 Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base, spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $$7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list; full boxes, iron, 10% on list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., F. William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

The Best Share — For Every Plow

Our Warranty:

We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Fit Practically Every Plow in Western Canada

Made in over 600 sizes.

Crescent Forge & Shovel Co.

Havana, Illinois, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, Ltd., Winnipeg, Man.

Ask Ackland's for the Latest Lists. Write.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.

Belt Dressing
Dominion Belting Co., Hamilton.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Yes! it does pay to sell "DELTA" FILES

Dealers find that the co-operation we give them makes files sales easy and helps to bring new business to their stores.

DELTA FILES once sold to a customer establish a permanent good-will—the Extra Durability and Lasting Cutting Edge of these files prove of great advantage to the user, cutting down file expenses.

The dealer who sells his customers *Delta Files* establishes a good-will toward his store that brings the customer back for other articles. Thus do these files help to establish pleasing relationship between the dealer and his customers.

Let us send you full particulars of our agency proposition and our co-operative helps.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.
ALL LEADING JOBBERS

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shiped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia—McPherson & Teetzel, Vancouver

I·N·C NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

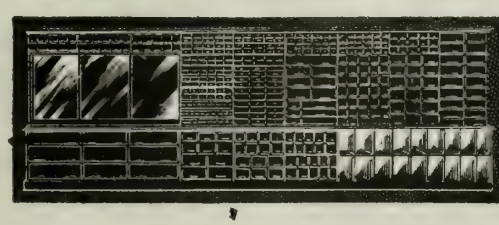
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL. Sole Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Toronto.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

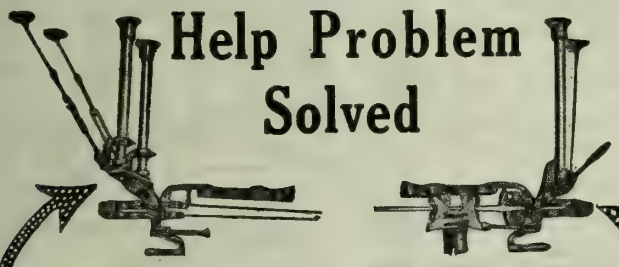
482 Wellington Street, West Tel. Adelaide 1892

TORONTO

5 Queen Street Tel. Main 4308

MONTREAL

Help Problem Solved



SHORT OF HELP? Then put in a Gipe-Hazard CASH CARRIER. The amount of time thus saved, be enabling salesmen to remain with customers, will compensate for the reduced number of your staff. Will also eliminate losses through the making of wrong change. There are many other advantages. Our four-page circular tells about them. Write for it.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

JOSEPH RODGERS & SONS LIMITED

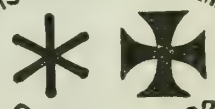
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.

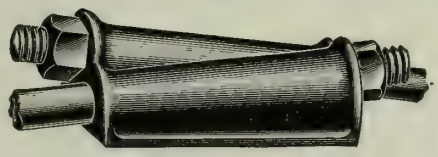
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works

LONDON, CANADA

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario

Single Spiral

The World's Best

LEADER

Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

Colored Celluloid "Gardiner" Rings

CHALLENGE

SMITH SEALED

Prices for those shown in cut F.O.B., destination in Canada:

Three Spiral Bands (in 10 colors)		Size.	100	500	1,000
" " " "	1, 1A, 2 & 3		$0.75	$3.00	$5.50
" " " "	4 & 6		1.10	5.00	9.50
" " " "	7 & 8		1.20	5.25	10.25
" " " "	9		1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3		.65	2.25	4.00
" " " "	4, 6 & 7		.75	3.25	5.50
" " " "	8 & 9		.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch			.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Burrill Celluloid Band

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

WIRE NAILS

IN STEEL HOOP KEG

Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES

Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited

HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont

H. E. O. Bull, Montreal, Que.

Harry F. Moulden, Winnipeg, Man.

Geo. W. Laidlaw, Vancouver, B.C.

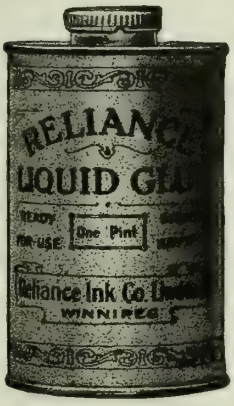
GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.

TORONTO



RELIANCE LIQUID GLUE

THE intense strength of this glue, combined with the fact that it is always ready for use, and grips any surfaces, makes it the ideal glue for any kind of work.

Your wholesaler sells it.

Reliance Ink Co., Ltd., Winnipeg

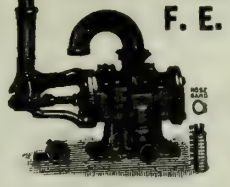
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.

Ashland, Ohio.

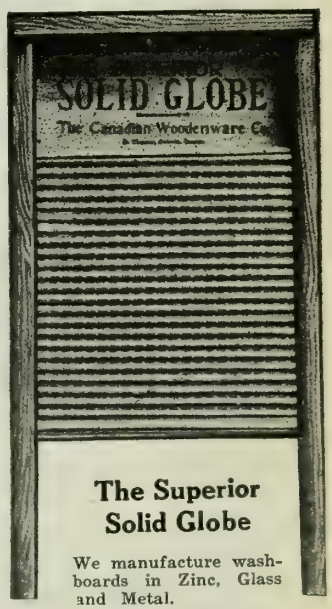
J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

A Lot of Women Prefer this Wash-board to all others

It is easy to sell because it is well-known, has given satisfaction for years, and is sold at an attractive price.

Nice profit for the dealer on each sale.



The Superior Solid Globe

We manufacture wash-boards in Zinc, Glass and Metal.

Canadian Woodenware Co.

ST. THOMAS - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Trade Papers are Pioneers of Business Expansion

Say you saw it in Hardware and Metal

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St, Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber, Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BOX PRINTING PLATES

Drop a card for prices and particulars.

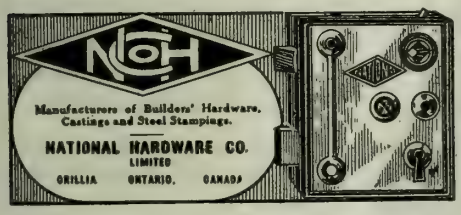
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

K NIAGARA

AUTO ACCESSORIES



TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prestcot PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

A QUALITY LAMP Behind Every Label
MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

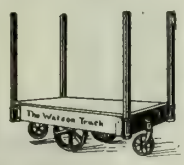
F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

BOLTS, RIVETS, WIRE & WIRE NAILS

Quality Rite Prices Rite

Quick Service

Northern Bolt, Screw & Wire Co., Ltd., Owen Sound, Ont.



Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg. Co. Ltd
Winnipeg

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Tell Your Customers to do FALL SPRAYING

Spraying promotes a healthy condition in the abodes of poultry and live stock.

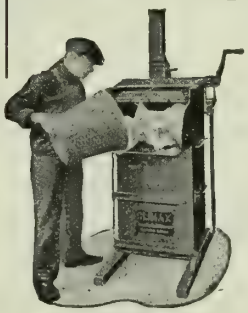
As they are indoors most of the time in the winter, and as a healthy state of stock is most essential, the necessity of spraying is easily apparent.

Sell the best and most profitable.

We make Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

Waste Paper Balers



"CLIMAX"
ALL STEEL

Turn your waste paper into money. 12 sizes. $25.00 up.

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.

TANKS

GASOLINE TANKS FOR UNDERGROUND STORAGE
Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

If interested, tear out this page and keep with letters to be answered.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Ackland, D., & Sons 81
Acme Waste Mfg. Co. 85
Adamson Mfg. Co. 24
American Shearer Co. 4
Atlas Metal & Alloys Co. of Canada, Ltd. 6
Atkins, E. C. 92

Barnett, G. & H., Co. 79
Barton Netting Co., Ltd., The. 14
Beauchamp, J. E., Co..... 30
Benjamin Electric Co. 33
Berry Bros. 71
Boeckh Bros. 65
Brandram-Henderson Co. 67
Bridgeport Hardware Co. 29
Buck Bros. 14

Cameron & Campbell 83
Canada Linseed Oil Co. 38
Canada Metal Co. 8
Canada Paint 75
Canada Steel Goods Co. 6
Canadian Carbon Co. 25
Can. Consolidated Rubber Co... 40
Canadian Fairbanks-Morse Co. 20
Can. Lamp & Stamping Co. ... 19
Canadian National Exhibition. 13
Can. Tube & Iron Co. 37
Canadian Tungsten Lamp Co... 89
Canadian Warren Axe & Tool. 10
Canadian Wooden Ware Co... 87
Canadian Winkley Co. 26
Cannon Oiler Co. 32
Cartwright, C. C. 32
Caverhill, Learmont 5
Channell Chemical Co. 42
Chatillon & Sons, John..... 12
Chicago Spring Butt Co..... 39
Climax Baler Co. 89
Coghlin, B. J., Co., Ltd..... 37
Colt Patent Fire Arms Co.... 22
Collette Mfg. Co. 15
Collins Mfg. Co. 89
Cummer-Dowswell, Ltd. 14
Curtis, Chas., Co. 30

Davidson, Thos. 4
Delta File Works 83
Dominion Belting Co. 89
Dominion Cartridge Co. 17
Dominion Sheet Metal Co..... Inside back cover
Dougall Varnish Co., Ltd., The. 79
Du Pont de Nemours 28

Excelsior Plate Glass Co..... 34

Factory Products 27
Francis-Rand Co. 21

Gipe-Hazard Mfg. Co. 85
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Carhartt Cotton Co. 23
Hamilton Stamp & Stencil Works, Ltd. 89
Harrington-Richardson Arm Co. 22
Howard-Vaughan 29
Hutton, Jas. 85
Hoyfield Mfg. Co. 32
Hygienic Products 34
Hyslop Bros. 24, 29

Imperial Oil Co. 35
International Nickel Co., The.. 83
Iver-Johnson Arms & Cycle Wks. 31

James Bros. 89
Jamieson & Co., R. C. 65
Johns-Manville, Canadian H. W. 25

Kinzinger, Bruce & Co., Ltd.. 89
Kirkwood & Sons 14

Laidlaw Bale Tie Co. 87
Lamplough, F. W., & Co..... 89
Landers, Frary & Clark..... 2
Lane, Will B. 96
Leslie, A. C. 42
Lewis Bros., Ltd. 3
Line, Hansen & Kimball Co... 30
London Bolt & Hinge Works.. 85
London Rolling Mills Co. 83
Lufkin Rule Co...Inside back cover

MacLean's Magazine 16
Manitoba Bridge & Iron Works 81
Marble Arms Co. 28
Martin, The L., Co. 85
McComb, J. H. 37
McDougall, R., Co. 34
Meakins & Sons 69
Metal Specialties Co. 24
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 69
Morin, J. H. 87
Morrison, James, Brass Co.... 8
Myers, F. E., & Bros..... 87

National Hardware Co. 89
Newman, Wm., & Sons 10
Nicholson File Co. 12
Northern Bolt, Screw & Wire Co., Ltd. 89
Northern Electric Co. 27
Nova Scotia Steel & Coal Co.. 87

Oakey, John, & Sons 87
Otterville Mfg. Co. 85
Owl Metal Co., Ltd. 87

Parmenter, Bulloch Co., The... 89
Pedlar People 37
Penn, A. C., Inc. 31
Pink, Thos., & Co..Inside back cover
Plewes, Ltd. 89

Plymouth Cordage Co. 7
Port Hope File Mfg. Co..... 15
Prairie City Oil Co..... 28
Progressive Mfg. Co. 37

Ramsay, A., Son 73
Reeder Weeks Co. 32
Reliance Ink Co. 87
Renfrew Machinery Co. 15
Rice Lewis & Son 77
Rideau Specialty Co. 85
Russell-Jennings Co. 85

Sharratt & Newth 83
Spielmann Agencies 89
Standard Mfg. & Sales Co.... 30
Stanley Rule & Level Co..... 11
Stanley Works ..Inside front cover
Star Mfg. Co. 32
Starrett, L. S., & Co..... 18
Steel Bending Brake Co. of Can. 90
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine 89
Stevens-Hepner 12
Still Mfg. Co., J. H..... 34

Tallman Brass & Metal Co.... 90
Taylor-Forbes Mfg. Co. 71
Tire Import Co. 28
Toronto Plate Glass Importing Co. 79
Trees, Samuel, & Co. 90
Trimont Mfg. Co. 39

Ward & Payne 11
Watson, John, Mfg. Co. 89
Wheeler & Bain 15
White Mop Wringer Mfg. Co. 39
Wilckes-Martin-Wilckes Co. ... 89
Wilkinson & Kompass 30
Woods, Walter, & Co. 38
Wrought Washer Mfg. Co. ... 38
Wrought Iron Range 92

Arctic Metal

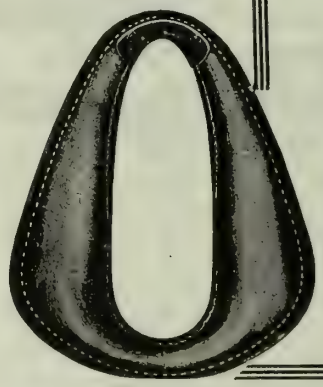
QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

WE SELL LANGFORD COLLARS

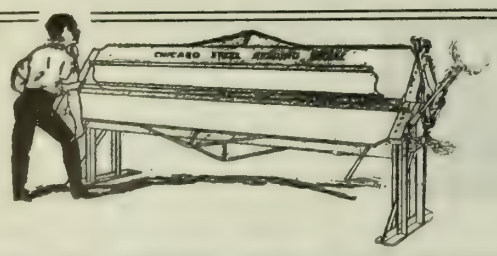


Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

More Dollars

You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited
Dept. M, 143-153 University Avenue, Toronto, Can.

Wanted

SITUATIONS WANTED

EXCEPTIONAL OPPORTUNITY FOR PROgressive hardware firm to acquire good man; thoroughly experienced manager, bookkeeper or salesman; good reference; ineligible for military service. Box 17, Hardware and Metal.

FOR SALE

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

A SNAP FOR SOME TINSMITH — A COMplete set of tinner's tools, almost new, at considerably less than to-day's prices. May be seen at or complete information may be secured from Pease Foundry Company, Limited, 45 King William Street, Hamilton.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

BUSINESS CHANCES

HARDWARE, BOOT AND SHOE BUSINESS for sale; clean stock; good surrounding country; doing good business; owner retiring from business. Robert Neilly, Bradford, Ont.

AGENCIES WANTED

MANUFACTURERS, JOBBERS—I MAKE A specialty of supplying the homes of Southern Alberta with all the labor saving machines and appliances I can find on the market. Stock Depot, Lethbridge. Roy Little, 1258 6th Ave. A., South, Lethbridge, Alberta.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

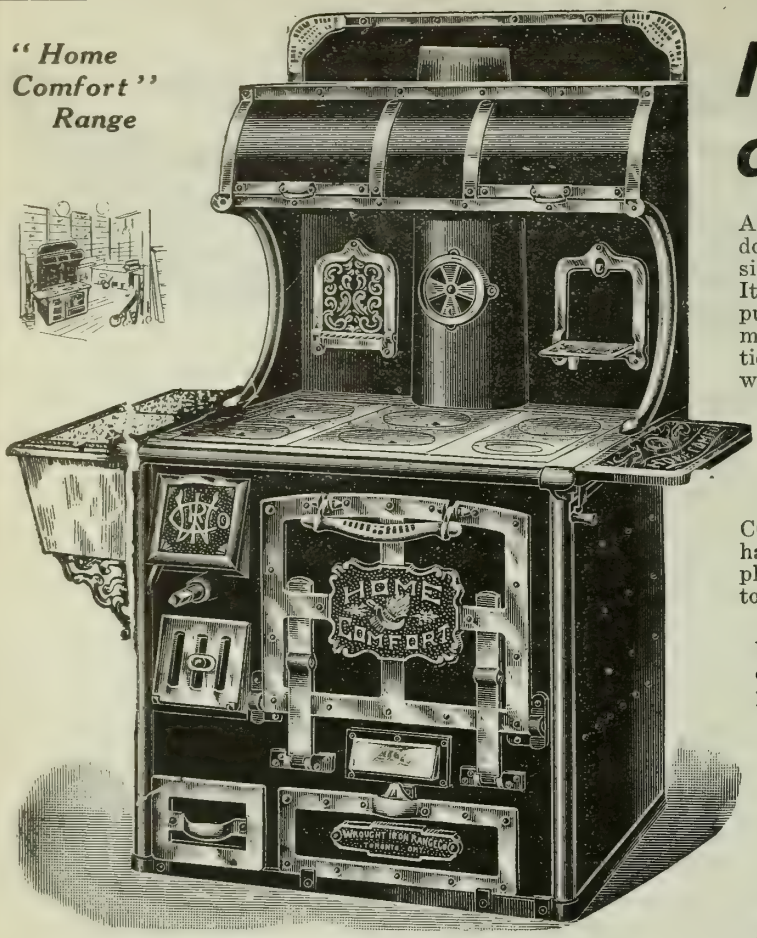
DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

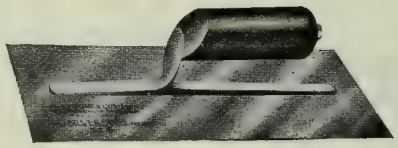
Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

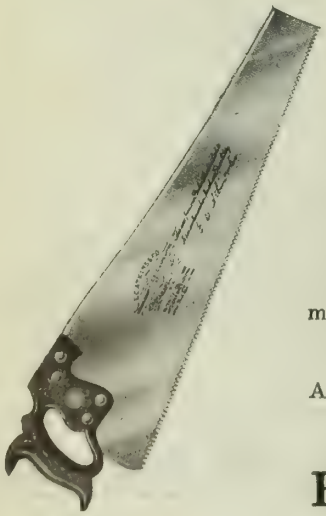
Office: 151 King St. West **TORONTO, Ont.** Factory: 22 Orillia St.

Material, Workmanship and Complete Satisfaction guaranteed.



A line backed by over sixty years' experience.

ATKINS



STERLING STEEL
Hand Saws and Trowels

A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. **VANCOUVER BRANCH: 109 Powell St.**

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

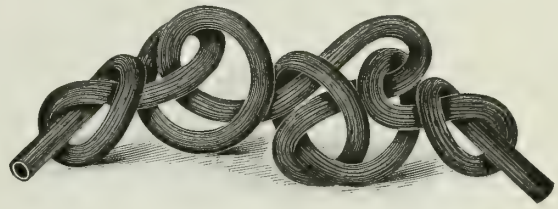
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

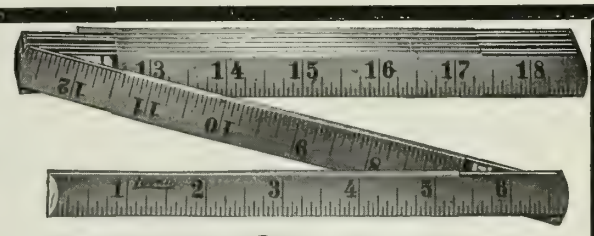


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules



MADE IN CANADA

The Best Rules

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

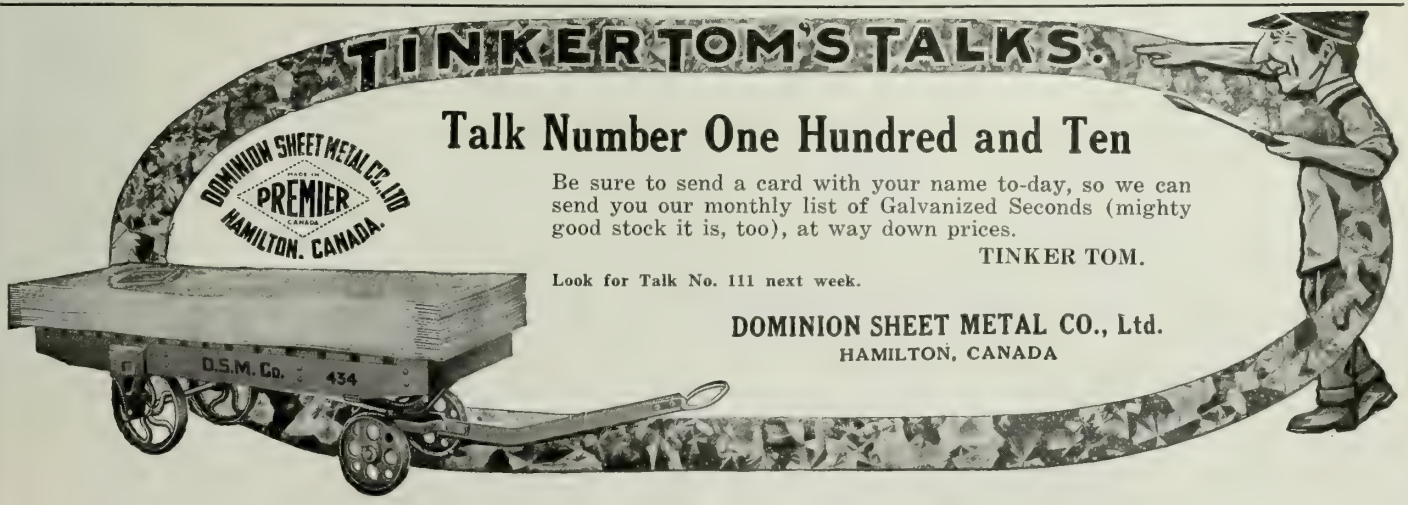
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Stocked by the Jobbers

TINKER TOM'S TALKS.



Talk Number One Hundred and Ten

Be sure to send a card with your name to-day, so we can send you our monthly list of Galvanized Seconds (mighty good stock it is, too), at way down prices.

TINKER TOM.

Look for Talk No. 111 next week.

DOMINION SHEET METAL CO., Ltd.

HAMILTON, CANADA

McKinnon Electric-Welded Cow Ties

Electric-Welded

Lighter

Stronger

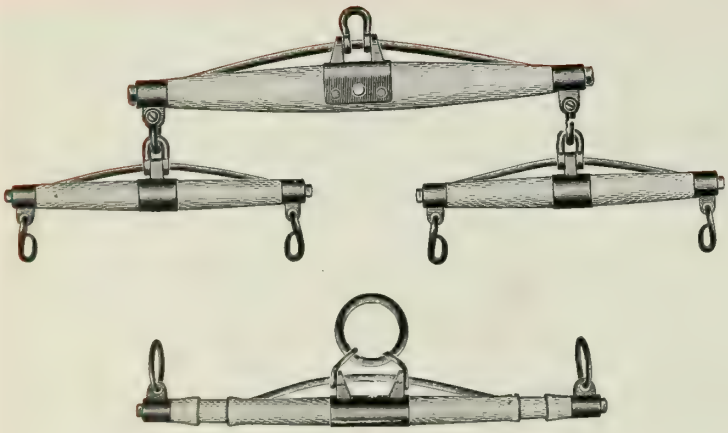
More Serviceable

Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the link adds 25% more strength and wear.
Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO



Where Might is Right

For heavy Fall ploughing, or work in the woods, economy demands the strongest equipment. You must guard against breakage.

Supply your customers with

McKINNON TRUSS ROD

Singletrees, Doubletrees, Neckyokes, Four Horse Tandem Hitches, Heavy Eveners

They are built like a bridge—the strongest possible construction. The Truss Rod takes the overload. It acts as a bow, allowing the wood to spring—no sore shoulders even with the heaviest work. Write for prices.

McKINNON DASH CO. **St. Catharines, Ont.**

HARDWARE AND METAL

Vol. XXIX No. 31 — PUBLISHED EVERY SATURDAY SINCE 1888 — August 4 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

USING THEM FOR FIFTY YEARS

Many firms have been using the "Famous Five" Files for half a century.

Their efficiency has become a tradition.

They are made from high carbon steel, scientifically heat treated and ground accurately by machinery.

Their teeth are sharp—and hard and regular. They retain their edge for a long time. Consequently they are economical to use.

In short—the qualities of "Famous Five" Files have been kept abreast of the demands of modern shop practice. They are now the Standard tools of their class. Specify them when ordering.

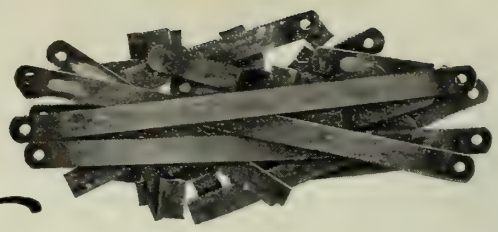
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

MADE IN CANADA BY

NICHOLSON FILE CO

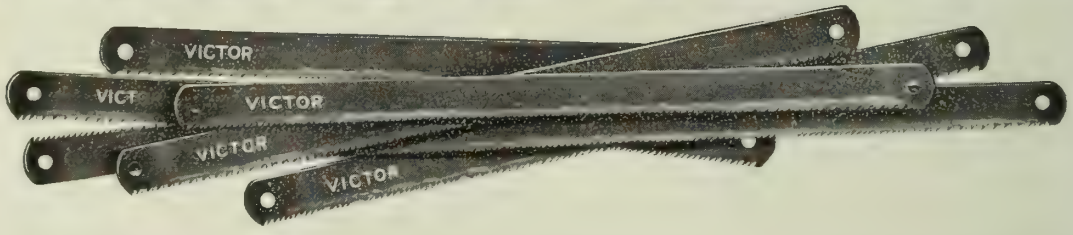
PORT HOPE
ONTARIO

Cut the High Cost of Cutting



9 out of 12 all-hards break before worn out.
Full service from ONLY 3 blades.

VICTOR Flexibles



7 VICTOR Flexibles—you can't break em—will do the work of 12 all-hards. FULL service from EVERY blade.

The high cost of all tools and supplies demands every economy possible—rapid and increased production demands speeding up in all departments.

Apply this to hack saw blades.

VICTOR flexibles reduce consumption and increase production—they will give you 100% service.

In actual use day-in and day-out, seven to nine VICTOR flexible blades under average shop conditions will do as much cutting in hand work as twelve of any All-Hard blades, barring none, because a large percentage of the All-Hard break before worn out—you get full service from only a small portion.

VICTOR flexible blades will not break in use except through intentional abuse—you get full service from every one, saving the cost of from three to five blades—and no time is wasted in replacing broken saws.

VICTOR flexibles have equally as good cutting qualities as the finest All-Hard. Prove this for yourself.

GET A BOX AND TRY 'EM

VICTOR SAW WORKS LTD - HAMILTON, CANADA

Ever-lasting Steel Top

This ladder appeals to customers. They can see at once that it is a stronger, more rigid and more durable step ladder than any other. The top is made of heavy, galvanized steel so it will endure banging about and exposure in rain and snow. It never warps, or cracks or breaks. There are no nails to pull out.

This everlasting top adds to the life of the whole ladder for it holds the risers always in perfect alignment.

The back is bound with steel. Every step is bound to the sides with a steel plate, and is supported by an iron rod.

The lowest step of all is braced to the riser on each side with a steel brace.

Sell customers ladders on which they will not risk they can work with perfect safety. Cheap, rickety ladders are a mistake. You can make more money from your ladder business and add to the reputation of your store by selling the BT Iron Bound Step Ladder with the Steel Top.

BEATTY BROS.
LIMITED
FERGUS - ONT.

WINNIPEG, Man. MONTREAL, Que.
EDMONTON, Alta.
ST. JOHN, N.B.

BT Step Ladder

"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

Y
YA
YAL
YALE

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

Your customers have more confidence in you if they have confidence in the goods you sell. The Yale line creates confidence and assures profit.

The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

Universal Cutlery

Gives You the Edge on Competition

No. 199
UNIVERSAL
Butcher Knife
Cocobolo Handle

Men that wield a Butcher Knife from morning to night are more than apt to make their purchase a call for Universal.

The strenuous searching wear to which the Butcher Knife is subjected gives them a wholesome respect for the knife with the Universal trade-mark on the blade.

National advertising of Universal Cutlery has familiarized the public with the quality which has been well and favorably known to the trade for over fifty years.

We Go to Every Quality Extreme to Make the Universal Line Supreme

The greatest pains in manufacture and inspection are taken to insure the perfection of each piece that is shipped from the factory.

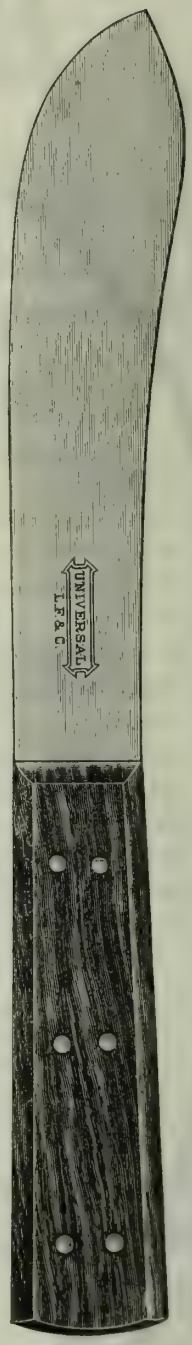
Complete and expensive equipment, together with large production, enables extra value to be given and a thorough uniformity to be preserved in the manufacture of each product.

When next your stock of cutlery is low write in for Universal. The trade mark on each piece is our assurance to you and your pledge of quality to your customers.

UNIVERSAL

Canadian Representatives:

A. MacFarlane & Son, Montreal



No. 2000
UNIVERSAL
Butcher Knife
Boxwood Handle

Landers, Frary & Clark **New Britain, Conn.**

If interested, tear out this page and keep with letters to be answered.

A HOUSEHOLD NECESSITY

Swat the Fly!

Twisted Tin Wire Handle, 12 mesh Black Wire Cloth Body, with edges turned under. Body 4½x4¼ in.

Faultless Fly Killer.
Constructed of Fine Steel, Wire Tufts which allows the air to pass through when striking. Kills without smashing. Tinned wire head, 5x4¼ inches, 15-inch black enameled wood handle.

Balloon Fly Trap.
Tinned Wire Body, Tin Bands, Red Stained Wood Bottom. Height 6½ in., diam. 5¼ in.

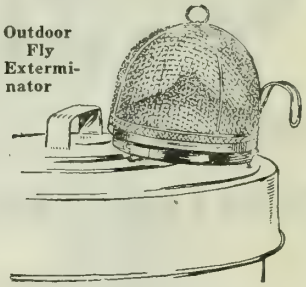
LEWIS BROS.
LIMITED
MONTREAL

Flysac.
The best tape fly-catcher made. Tape pulls out to 27 inches, ¾ inch wide. Evenly and thickly coated with a sure-catching gum.

Quick Mail Order Service

Tanglefoot Fly Paper.
Economical and Sanitary. Always a good seller. It doesn't let the flies get away to fall into food dishes. Size sheets, 9x16 inches.

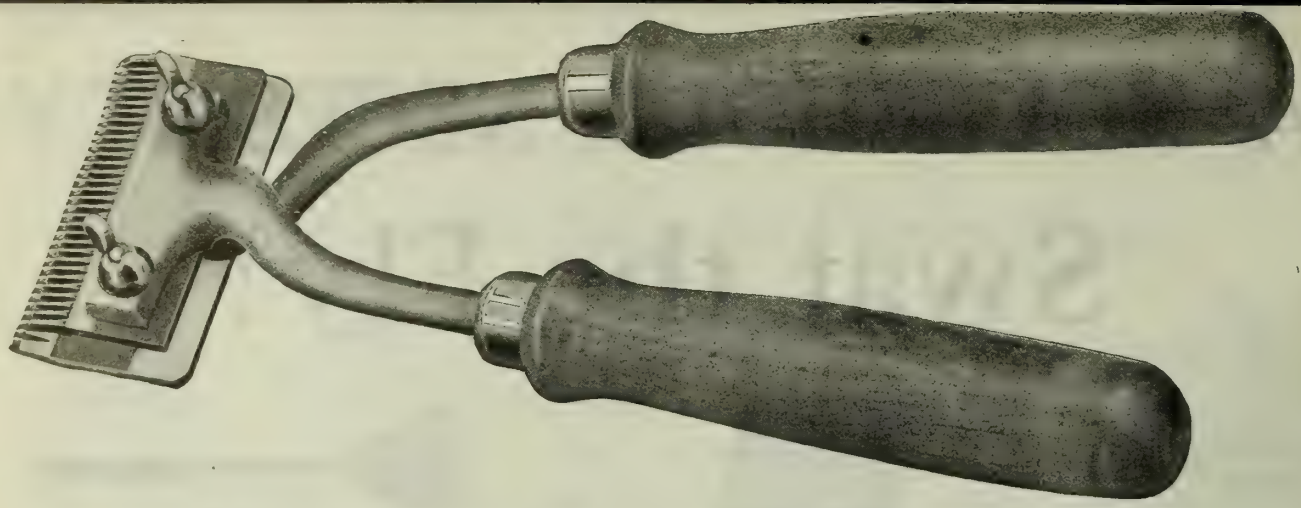
Outdoor Fly Exterminator



Catches them in their breeding places. Can be set on shelf or table, fastened to garbage can or barrel. Brass Plated Wire Body. Brass Plated Tin Bottom. Height, 5 in., diam. 4¼ in.

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — THEY MAKE GOOD EVERYWHERE

Large Stocks — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

If interested, tear out this page and keep with letters to be answered.

CONFIDENCE
That Builds Sales

Buying precision tools is serious business. The toolmaker, especially, ties up a good deal of money in his kit. Naturally he expects to get tools of enduring accuracy.

His faith in your good word and in the printed claims of the maker may lead him to buy the first tool, but only performance, only accurate measurements can win his full confidence.

Every sale of

Starrett Tools

increases his confidence in you and in your store. Every sale of a vernier height gage, micrometer, caliper, square or other tool gives you one more claim on his trade, on his confidence.

Lasting confidence, confidence that grows, is your greatest business asset.

The 2100 styles and sizes of fine mechanical tools that build confidence and sales are described in our 342-page catalog.

Drop us a postal card to-day for catalog No. 21MA.

The L. S. Starrett Co.

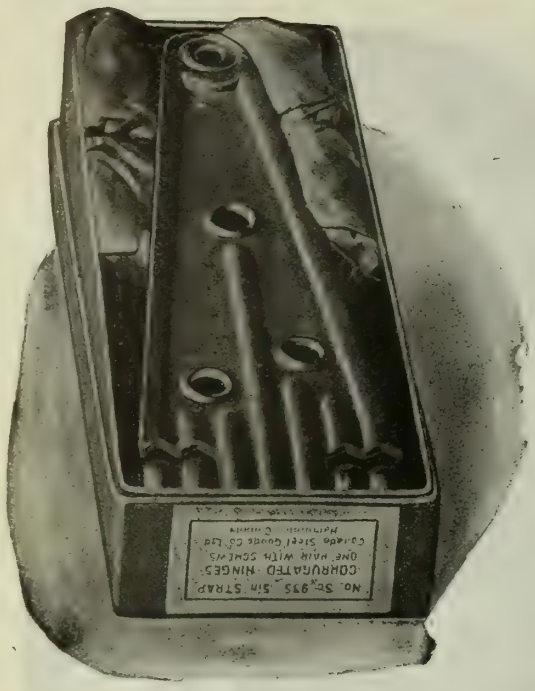
The World's Greatest Tool Makers

ATHOL .·. MASS.

NEW YORK LONDON CHICAGO

42-713

If interested, tear out this page and keep with letters to be answered.



No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

Enameled Preserving Kettles and Berlin Pots

MADE IN OUR FAMOUS

COLONIAL, PREMIER AND BRITANNIC WARES

Preserving Kettle in sizes from 2 to 30 quarts

Kitchener Pot in sizes from 1 to 18 quarts

The Thos. Davidson Manufacturing Company, Limited
Montreal Winnipeg Toronto

If interested, tear out this page and keep with letters to be answered.

These fellows demand

DISSTON
SAWS AND TOOLS

Repeated investigation has shown that the majority of mechanics insist upon having DISSTON SAWS.

And it pays to serve other customers with goods endorsed by the professionals.

It builds customer-confidence and good-will.

It encourages the use of tools by amateurs for diversion or economy, and this in turn leads to the purchase of additional tools and other hardware.

Tell your customers that the Disston is the saw that the big majority of mechanics use. They'll be glad to know it. Most people like good tools.

Another point—you probably carry Disston Saws for your mechanic trade. If you give them to your **other** customers also, you're carrying just one line of saws—the best. This means either a wider assortment with the same investment or a saving in investment for the same assortment you now carry.

Try it out a while. Others find it pays—so will you.

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, PA., U.S.A.

***Canadian Works* : TORONTO, CANADA**

Branches:
Chicago, New Orleans, Bangor, Boston, Memphis, Vancouver, B.C.

REG. U.S. PAT. OFF.

Branches:
San Francisco, Portland, Ore., Sydney, Australia, Cincinnati, Seattle

FREE ADVICE

TELL YOUR BUILDER-CUSTOMERS TO GET IN TOUCH WITH US.

Our wide experience places us in a position to offer builders or architects very best advice that can be secured in selecting hardware for buildings and residences of all kinds. We will be pleased to give our assistance and it will cost them nothing. Tell builders and architects to get in touch with us.

"BELLEVILLE" HARDWARE

represents all that is new and old and best in its line. Gives long and satisfactory service and our varied line makes it easy to choose the type best suited for each particular installation.

We make a specialty of Sanitary Hardware for all kinds of installations.

Write for dealers' proposition. It will interest you.

The Belleville Hardware & Lock Mfg. Co., Limited
Belleville, Ontario

"HERCULES" SASH CORD

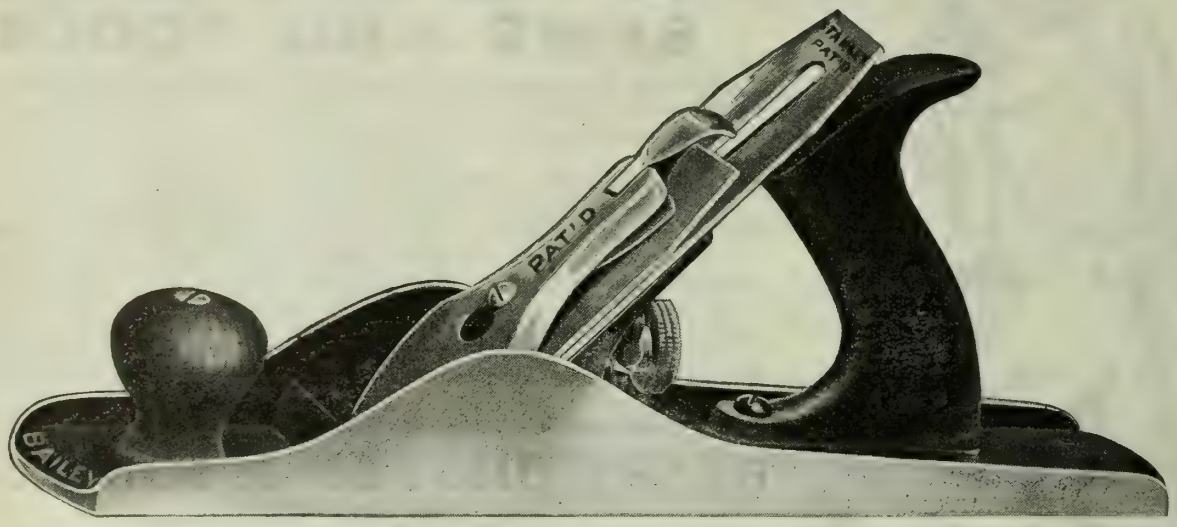
"Hercules" Sash Cord is cheaper than any imported sash cords of equal quality. Tests made by the Strength of Materials Laboratory of the University of Toronto prove the great tensile strength of this cord.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

If interested, tear out this pand keep with letters to be answered.

Stanley Tools



BAILEY IRON PLANES

THE STANDARD FOR MORE THAN FIFTY YEARS

Made by the most skilled Plane makers in the world.

The average Carpenter invariably demands a *Bailey*.

He learned his trade by their use as did his father before him. You never have to "carry over" a *Bailey Plane*. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

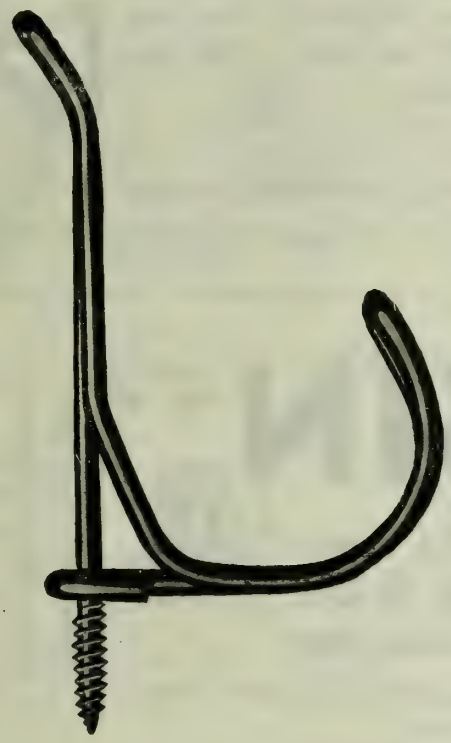
MADE IN THE CANADIAN WORKS

OF THE

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

If interested, tear out this page and keep with letters to be answered.

Wire Hat and Coat Hooks



These are in constant demand, and you should keep your stock well assorted. We supply them in 3 inch coppered (always in stock), also in 2½ and 3½ inch; tinned, nickeled or brass.

Wire Door Pulls

Coppered or japanned —5 inch size.

Bolts, Nuts, Wire Nails, Rivets, Tacks, Wood Screws, Washers, Staples, Wire Hooks, Wire Fencing, Putty, White Lead, Wire and Wire Products of all kinds.

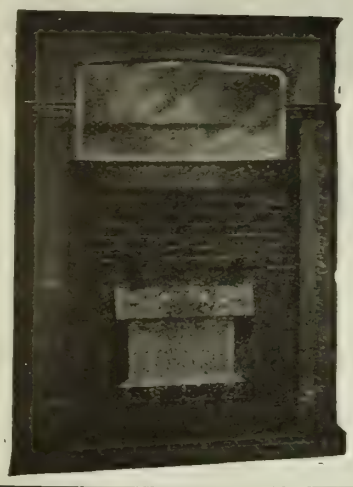
Other Products Supplied the Hardware Trade

THE STEEL COMPANY OF CANADA LIMITED

Sales Offices at Hamilton, Montreal, Winnipeg, Vancouver, St. John.

Sales Offices at Hamilton, Montreal, Winnipeg, Vancouver, St. John.

If interested, tear out this page and keep with letters to be answered.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.
Car Load prices furnished on application

TURPENTINE Pure Gum Spirits. We are direct Importers, and Guarantee Purity.

LINSEED OIL Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto.

At our prices you may save money

Ontario Oil & Turpentine Co., Limited

Importers and Brokers

840-842 Dundas St., Toronto, Ontario

TURPENTINE

EVEREADY DAYLOS

We are the Leading Distributors

and make a specialty of efficient service and prompt deliveries from complete stock. Write for catalogs and discounts to

SPIELMANN AGENCIES REG'D.

READ BLDG. - - MONTREAL

If interested, tear out this page and keep with letters to be answered.

Ideas that sold the goods

No. 2 of a Series of Prize Stories by Men Behind the Counter

No experienced salesman ever attempts to cross-examine a customer, but often a little tactful inquiry will open the way to a sale. Mr. L. H. Keyser, a live wire druggist, whose store is located at 48 E. Market St., Blairsville, Pa., relates the following interesting story of how a casual inquiry developed that his customer was about to leave town for a vacation in the mountains. Mr. Keyser is a firm believer in the old adage of making two sales grow where only one grew before.

A customer entered our store and purchased a box of cigars.

I asked him if he was buying someone a present. He replied that he was going on a vacation up in the mountains to hunt and fish.

I suggested that he take an Eveready DAYLO along as he surely would need it. He replied that he didn't think he would need one and that he already had too much baggage.

"An Eveready DAYLO doesn't take up much room," I said.

"Put it into a corner of your suit case. It will be of great service nights hunting and fishing and around the tent for reading, writing or picking up. Buy this small one for $1.00. You'll be amply repaid. It's a mighty handy thing to have when you make camp after dark or break camp before daylight. And you won't have to clean it and fill it as you do an oil lantern. Remember, too, that in buying an Eveready DAYLO you are not only buying it for this trip, but for years to come."

He answered: "You have a pretty good line of argument, Keyser, but I don't think I'll invest. You see, what you are trying to sell me is like an automobile—the first cost is the smallest. If I bought an Eveready DAYLO I would be continually buying batteries."

I asked him: "Are you going to let your beard grow all the time you are up there?"

"No," he replied, "I am taking my safety razor along."

"You bought it for convenience, didn't you?"

"Yes."

"You have to buy new blades for it when the old ones wear out, don't you?"

"Yes."

"Then you are satisfied that it *is* a convenience and that renewal blades are a necessity and not to be figured as an added cost?"

"Yes."

"Now compare the razor to an Eveready DAYLO. You will find more use for a DAYLO than for a razor, and the battery that is supplied with this light will last you practically two months with ordinary use. The cost of operating will be about half a cent a day, for when you need a new battery, it will cost you only 35c. New razor blades cost $1.00. Three batteries at 35c each cost less than a dozen blades and will last as long, if not longer. The initial outlay for an Eveready DAYLO is $1.00. Your razor costs you $5.00. You use the Eveready DAYLO many times every night and seven nights a week. Probably you won't use your razor more than three times a week.

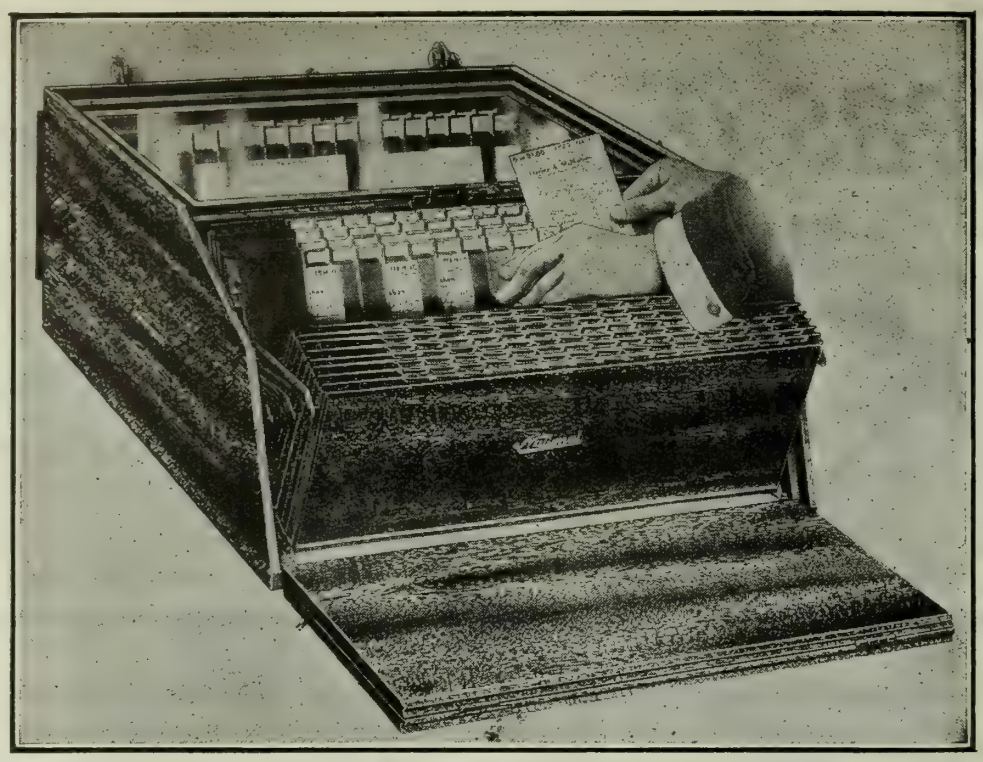
"Another thing, suppose you want to shave some night while you are in camp? You can't do it by the light of your camp fire and it is risky to trust to the flickering light of an oil lantern. Just switch on an Eveready DAYLO and you have all the light you need. What do you say?"

"Well, wrap it up."

"Thank you. Good luck and a pleasant journey."

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, LIMITED, TORONTO, ONTARIO



NATIONAL CREDIT FILE

—*An Accepted Success*

Already a large number of National Credit Files have been sold. We are daily receiving letters of endorsement. We are convinced our new File is the best system devised for keeping charge accounts. The following are a few of the outstanding features:

(1) Permits quick balancing of charge and received on account slips.

(2) Provides a safe place for petty charge slips.

(3) Proprietor has personal control over all charge accounts.

(4) Removes temptation.

(5) Compact fire-resisting, enamel-finish cabinet. No chance of losing charge slips as they are locked as securely as in a safe

The National Credit Files are made in different size units to fit any business whether the accounts number fifty or five thousand.

It is of the utmost importance for every merchant who does a credit business to investigate this new File.

Write us to-day and we will see that a demonstration is given you by one of our representatives.

The National Cash Register Company of Canada
LIMITED
CHRISTIE STREET
TORONTO

COUPON

NATIONAL CASH REGISTER COMPANY OF CANADA, LIMITED.

Please send me further information concerning your new Credit File. This request places me under no obligation.

Name .....

Address .....

Business .....

No. Charge Accounts .....

If interested, tear out this page and keep with letters to be answered.

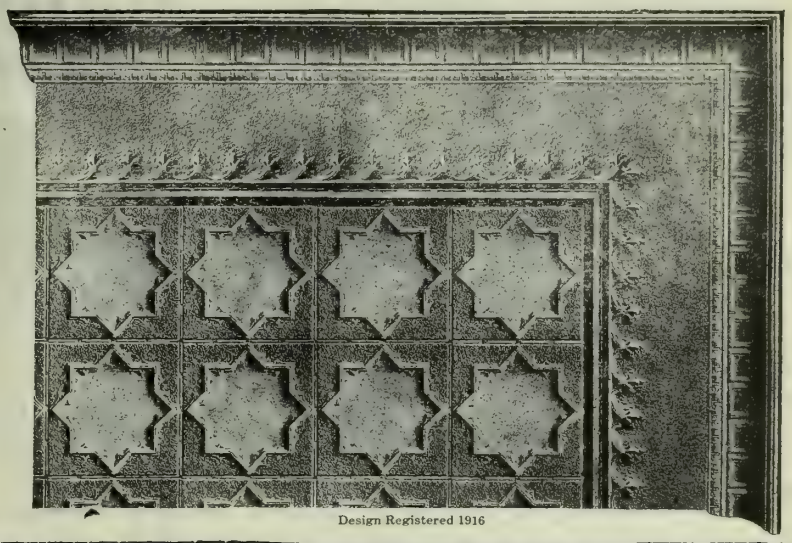
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions — To-day.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

TIMCO Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retails $2.25 a Quart Tin.

Packed in half dozens. Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

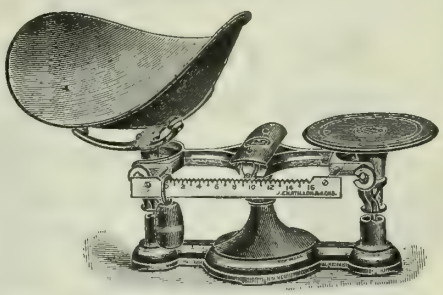
THE TIRE IMPORT CO., LIMITED
544 YONGE ST. TORONTO

A Timely Suggestion

Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835.

If interested, tear out this page and keep with letters to be answered.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

High Quality TOOLS

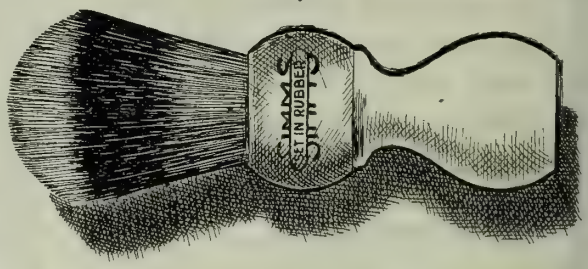
that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

ARE THE SHAVING BRUSHES YOU SELL MADE IN CANADA?



Do you know that the finest shaving brushes produced are made right here in Canada by Canadian labor, guided and controlled by Canadian brains?

That the factory in which these brushes are made is the finest and most modernly equipped brush factory in the world to-day?

That Quality is the foundation on which this big business has been built?

That they are made by one of Canada's leading industrial organizations financed entirely by Canadian capital?

That the firm making these brushes, jointly with its employees, have taken as their slogan,

"BETTER BRUSHES"

Better to-day than anyone else can make them; better to-morrow than they are to-day.

These brushes are sold under this trade-mark:

TRADE SIMMS SET IN RUBBER MARK

This should help you to decide where your future purchases should be made.

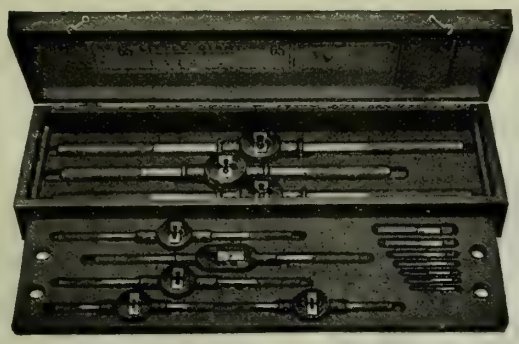
T. S. SIMMS & CO., Limited

MAKERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N. B.

If interested, tear out this page and keep with letters to be answered.



Full Mounted Assortments

Set with Taper, Plug and Bottoming Taps.

Little Giant

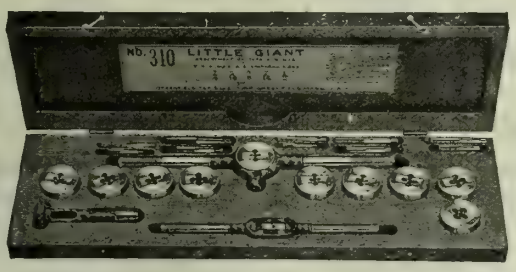
Screw Plates

Single Stocked Assortments.

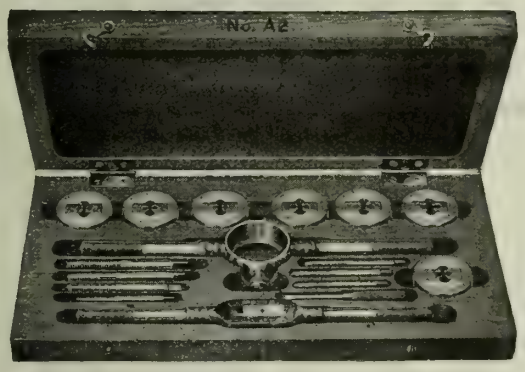
There is a Little Giant Screw Plate for every possible need for mechanics, plumbers, blacksmith shops, garages, automobile owners, steamfitters, electrical conduit workers, ranches, mines, etc.

All Little Giant Screw Plates are furnished with Little Giant Dies. These have recently been improved by the application of a new idea.

Both sides of the die are bevelled so that the die may be reversed and the screw cut either from the face side or through the guide. Little Giant Dies are adjustable by means of set screws at the end of each half, and once adjusted, they are held in the cap as tight as a solid piece by screwing on the guide.

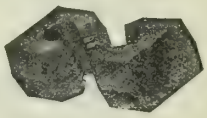


Combination Assortments
Both U.S.S. and S.A.E. Threads



Machine Screw and Small Fractional Sizes.

Die and Collet



The Die

Ask for Catalog.

Wells Brothers Co. of Canada, Limited

GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

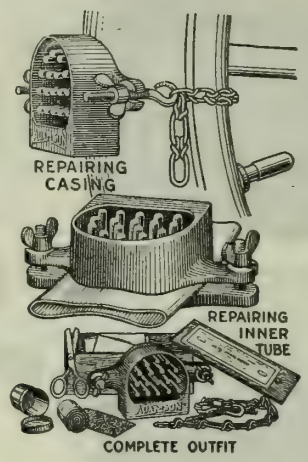
Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

ADAMSON Vulcanizers



MODEL "U"
For Tubes and Casings

The tire is repaired without deflating or removing it from the car. **Absolutely Automatic** Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing Weight 4 lbs. **$3.50**

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

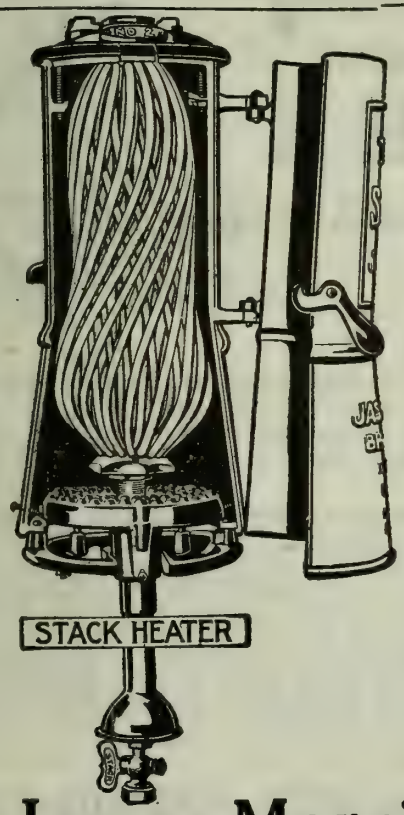
Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this pand keep with letters to be answered.

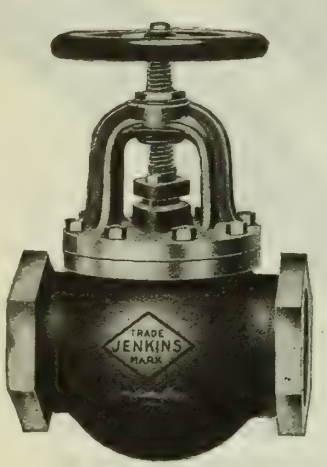


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

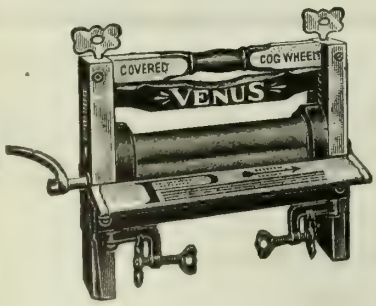
The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

Have You Seen This Line of ARROW BRAND Wringers



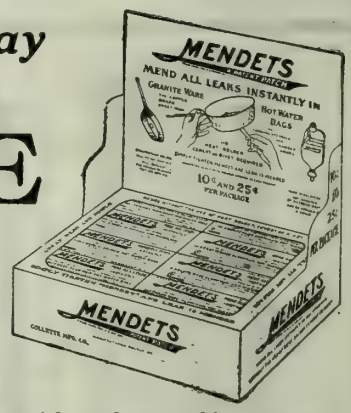
Embracing a machine for every need and which every live dealer in Canada handles and recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL LIMITED
HAMILTON - - CANADA

Get a Display of Mendets
FREE



Put it on your counter and tell your customers about the most practical invention of its kind in a generation. A host of sales is sure to follow. MENDETS mends anything from graniteware to waterbags without heat, solder, cement or rivets. So simple a child can use it perfectly.

Dealers who are selling MENDETS report good and increasing business. Don't you delay. Get a supply in quick.

The following wholesale hardware merchants sell Mendets: Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont.; Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan, McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, Nova Scotia; Caverhill, Learmont & Co., Montreal; Revillon Wholesale, Ltd., Edmonton, Alberta; Wood, Vallance & Adams, Ltd., Calgary, Alta.

Collette Mfg. Company
Collingwood, Ont,, Canada

If interested, tear out this page and keep with letters to be answered.

Get This Card Working For You

It is a handsome card that tells the story of the Benjamin "Two-Way" Plug.

Produced in seven colors.

Stands $24\frac{5}{8}$ inches high.

Side panels illustrate the uses of the Plug.

Centre panel shows what the "Two-Way" Plug is like.

There is space for ten packages.

Its novelty attracts the customer.

Catches the eye of everybody.

It "SELLS" Benjamin "Two-Way" Plugs.

FURTHER PARTICULARS ON REQUEST.

BENJAMIN ELECTRIC MFG. CO.
of Canada, Limited

11-17 Charlotte Street -:- Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

Again in Demand

The wooden tub is back—the high cost of the metal tub is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubes will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue.

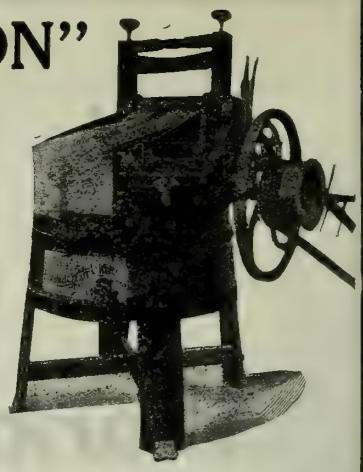
The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The **"London" No. 4** is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. **Big sales ahead in the country districts.**

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

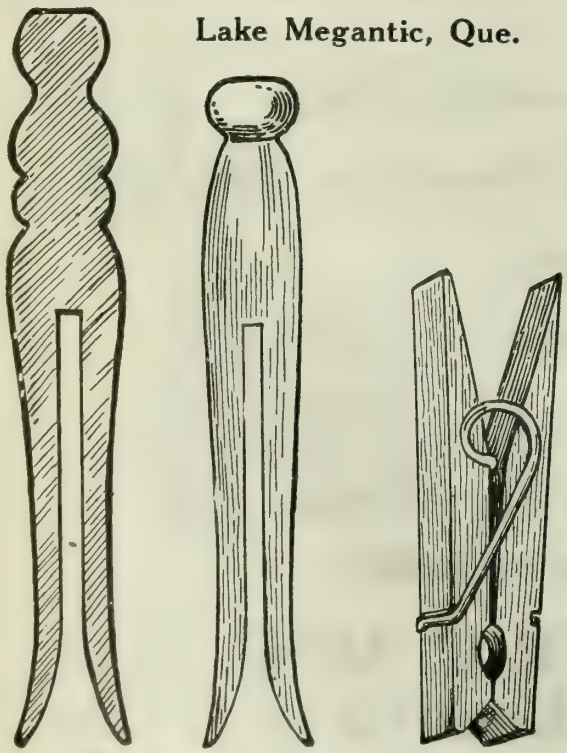
The London Foundry Co., Ltd.

London, Ontario

The Megantic Broom Mfg., Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

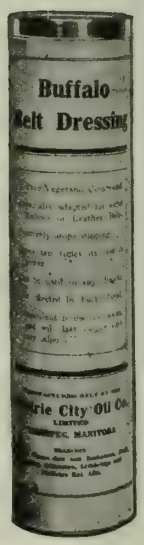


Write to us when in need of Clothes Pins.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

EVERY ROLL

of genuine Samson Roofing is identified by this label—a label with real significance to you as a hardware man—to your customers as the users.

"SAMSON" ROOFING is the product of years of experience in the manufacture of Roofings and embodies only the highest grade materials.

Remember the name

"SAMSON"

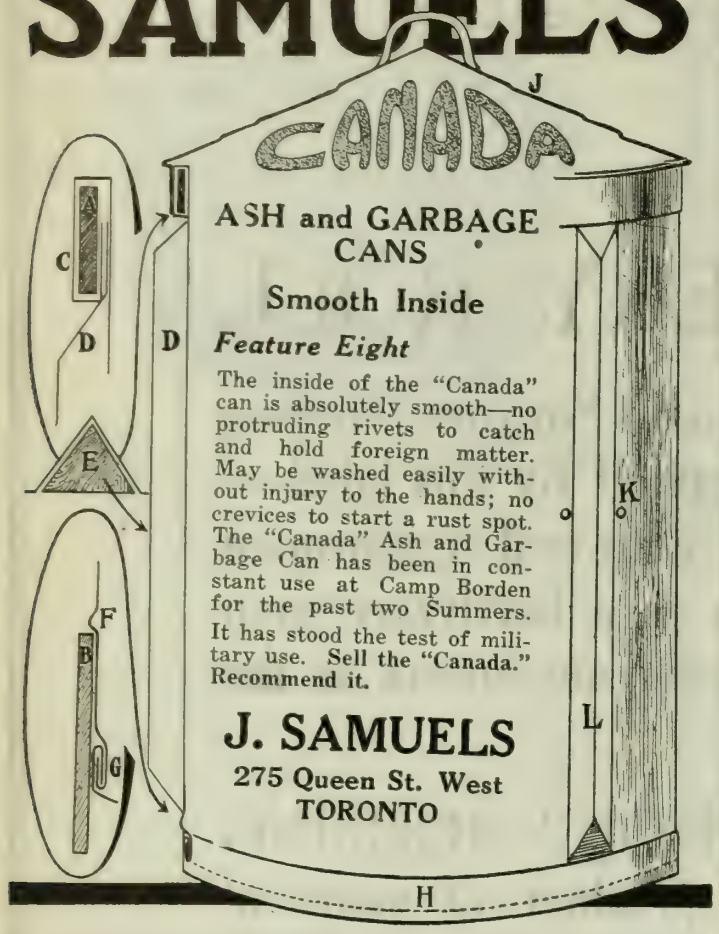
H. S. HOWLAND, SONS & CO.
Limited

WHOLESALE HARDWARE

TORONTO

If interested, tear out this p age and keep with letters to be answered.

SAMUELS



ASH and GARBAGE CANS

Smooth Inside

Feature Eight

The inside of the "Canada" can is absolutely smooth—no protruding rivets to catch and hold foreign matter. May be washed easily without injury to the hands; no crevices to start a rust spot. The "Canada" Ash and Garbage Can has been in constant use at Camp Borden for the past two Summers. It has stood the test of military use. Sell the "Canada." Recommend it.

J. SAMUELS
275 Queen St. West
TORONTO

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Ask Us For

Wrapping Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg

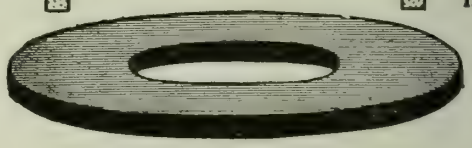
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



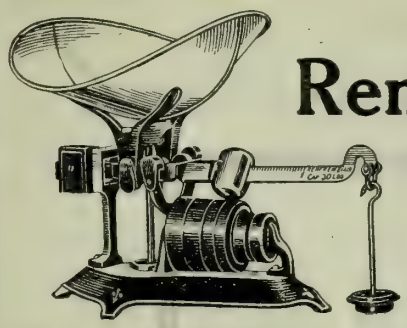
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If interested, tear out this page and keep with letters to be answered.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia London, Eng.

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

Liberal dealer offer.

Sample twenty-five cents prepaid.

CHAS. CURTIS COMPANY

McARTHUR BLDG., WINNIPEG

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Making Good

Whatever the need for rubber may be, your selection of that need from the Dominion Rubber System products is a sure guarantee for the quality of the article you purchase.

Dominion Rubber System products are made for service. That is our *first* consideration. That is why they "make good" under the severest tests.

For service, value and economy, Dominion Rubber System products will easily be your *best buy.*

Write our nearest branch for prices of the rubber needs you require.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, AUGUST 4, 1917 No. 31

CONTENTS

Service the Keynote of Success 27-9
United States Steel Jobbers Unloading 30
What Hardwaremen Are Doing 31
Show Card Course No. 5 32-3-4
London and Toronto Hardware Picnics 35
Editorials 36-7
The Junior Clerks' Page 38
New Hardware Goods 39
Events in the Trade 40-1
What Other Papers Say 42
The Markets at a Glance 43
Weekly Market Reports 43-49
Weekly Paint Department 50-54
Farmers Good Paint Prospects 50
Weekly Paint Markets 52

EXPORT SECTION

Some Interesting Canadian Contrasts 73-74
The Canadian National Exhibition 75-6
Metal Refining by Electric Process 77
Oil Discoveries in Northern Canada 78-9-80

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

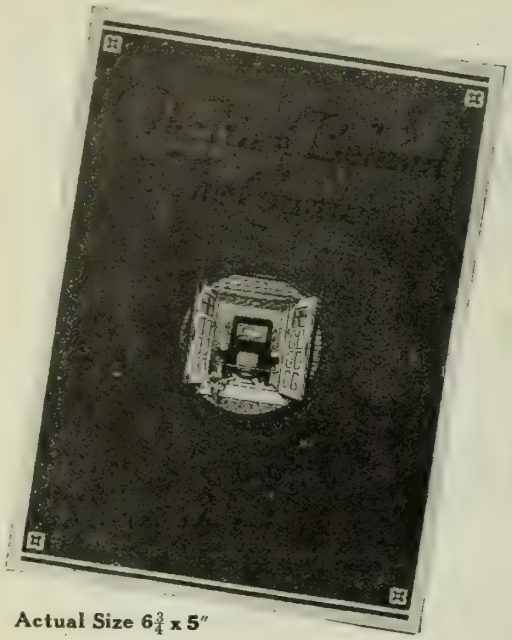
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 22 Royal Bank Building; Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



Actual Size 6¾ x 5"

Send for this interesting Book—

It gives in an easy-to-read, narrative form the various features of STANLEY GARAGE HARDWARE, and explains the superiority of STANLEY Garage Door Holder No. 1774, STANLEY Butts, Hinges, Bolts, Latches, Pull Handles, etc.

This little book contains a fund of valuable information. Send for a *free* copy for your own use and also for copies for all the hardware salespeople in the store.

The Stanley Works

NEW BRITAIN CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal

P H

TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

The only ALL CANADIAN FILE

Port Hope File Mfg. Co., Limited
Port Hope, Ont.
ASK YOUR JOBBER

PEERLESS ORNAMENTAL FENCING

LOOK YOUR TOWN OVER

and you will then realize the big trade you can easily get by showing the "Peerless" line of heavy, open hearth steel wire fencing.

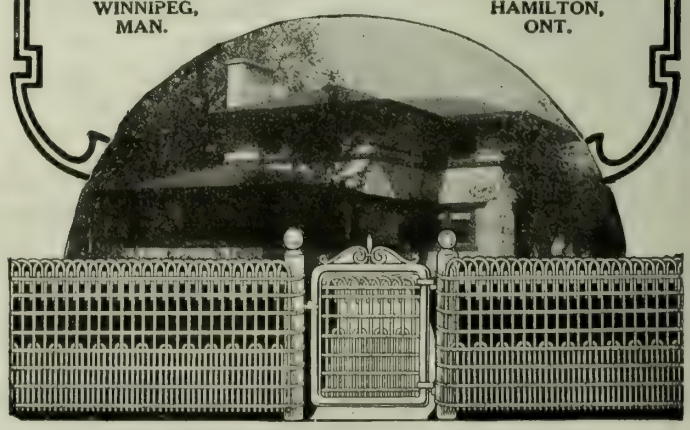
Your customers will be surprised to know how inexpensively they can surround their property with a strong, durable, yet highly ornamental fence.

You can easily afford to send a man out to take orders. Let us tell you about it.

Send for Dealer's Proposition

Get our Catalogue showing the beautiful designs for lawns, parks, cemeteries, etc. Also farm and poultry fencing and gates. There's a big fence trade waiting for you. WRITE TODAY.

The Banwell-Hoxie Wire Fence Co., Ltd.,
WINNIPEG, MAN. HAMILTON, ONT.



If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, AUGUST 4, 1917 No. 31

Service the Keynote of Success

Splendidly Equipped Retail Department of W. H. Thorne & Co., St. John, N.B. — Special Phonograph and Auto Accessory Departments—Views of Store Interior.

THE story of a store that has grown with the needs of the community in which it is situated, which has adapted itself to the changing needs of the times and which has developed from the general hardware store of half a century ago to the modern, specialized and departmentalized establishment which the present day idea of efficiency demands, was related to the representative of HARDWARE AND METAL by James G. Harrison, secretary of W. H. Thorne & Co., Limited, of St. John, N.B. The wholesale and jobbing end of the business has made similar progress, but it was the retail departments which aroused the interest which led to the unfolding of the story.

"It is our aim," said Mr. Harrison, "to supply every need of our customers in the way of hardware. In a circular which we issued at the time of our recent fiftieth anniversary, we made the claim that we have the best equipped hardware store in Canada—and, so far, our claim has not been disputed.

"How about the toys and photographs and departments of that kind? Do you consider them an essential part of the stock of a well equipped hardware store?" he was asked.

"No, we do not count them in that category," Mr. Harrison replied. "They are more in the nature of feeders to our regular line of business. It is our method of getting in touch with and establishing relations with persons who might not otherwise be brought to the store. The best way we know of to secure steady customers is to catch them young. The average young person is not brought into close contact with the average hardware store; our toy department gives even the youngest child a reason to come in and look around. As the boys and girls grow older they are interested in the sporting goods, and by the time they are grown up and are ready to become steady purchasers of hardware or household supplies, they know their way to the store and they know what kind of treatment they get when they come here.

"Besides its value in attracting young people to the store, the toy department gives us a greater share of the Christmas trade than we would otherwise have, not only directly, but also through the sales made in other departments to purchasers who come looking for toys.

"The phonograph department," he

Partial view of the silver, cut-glass and fancy goods department.

added, "is more or less an accidental development. When talking machines first were placed on the market, we put one on the counter as an interesting toy and its ready sale encouraged us to get in a stock for the Christmas trade. Since then the business has developed naturally to meet the demand. As retailers, we sell phonographs in our hardware store, but as jobbers we sell few machines to other hardware establishments. The phonograph has grown to the proportions of a musical instrument of the highest type and it cannot be sold like a pound of nails. Unless a store has special facilities for handling them, we do not regard phonographs as a good line for the average store."

In order that the phonographs should have a fitting setting for their display and sale, the company has fitted up a special department, furnished and decorated like a luxurious drawing room. Smaller parlors, of sound proof construction, are provided for demonstration purposes. This is but part of the intensive selling policy, which includes the distribution of literature to a carefully selected mailing list, a public demonstration of the comparison between the voice of the artist and the reproduction on the instrument, in the largest theatre in the city, recitals in the salesroom, with local artists accompanying or being accompanied by the instrument, and other equally impressive methods. Mr. Harrison makes no secret of his enthusiasm for the particular instrument they handle and the care with which its reputation and that of its records is guarded is shown by the policy of selling records only to those whom they know to be the owner of one of their machines.

The sporting goods department, previously referred to, occupies a big sunny room with ample floor space to display everything in this line from a golf ball to a twenty-five foot canoe. This feature of the store's activities began with an agency many years ago and has grown into a complete sporting goods store in itself, with supplies for practically every form of indoor and outdoor sport or exercise. Baseball enthusiasts, football players, hockeyists, golfers, the devotees of home exercises, any one and every one interested in any branch of sport or athletics, can find a liberal stock from which to select their requirements. For the hunter, every accessory is provided, and bicycles, which have been sold since the first "safety" appeared on the market, still occupy a prominent place on the floor.

A silverware, cut glass and fancy goods department is a natural development from the sale of lines handled by all hardware merchants, but in the case of W. H. Thorne & Company, it has grown into a complete store, with a forty-foot frontage on King street, the main business thoroughfare of the city. Rich mahogany furniture and fittings provide a fine background for the display of the gleaming wares, and full advantage is taken of the beauty of such wares for display purposes.

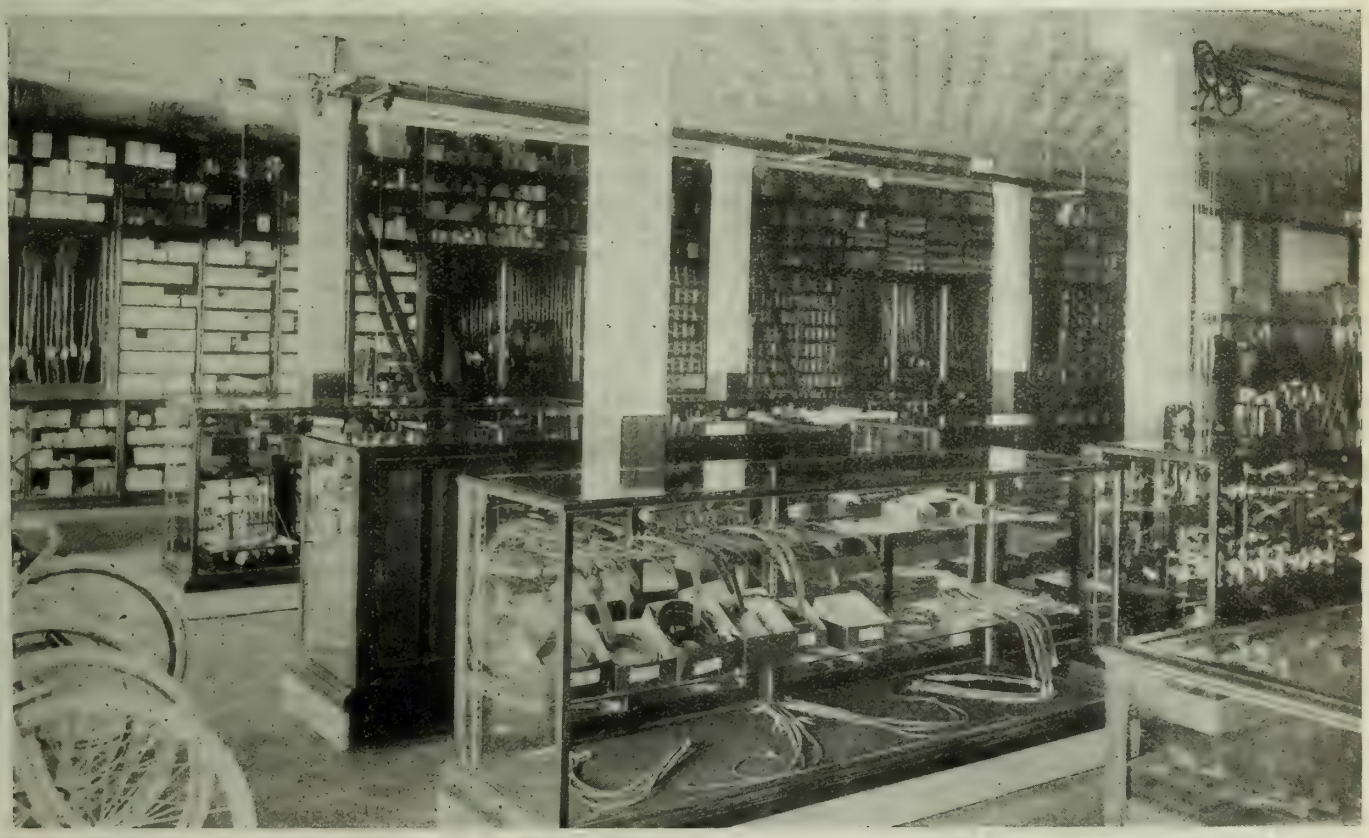
One of the latest departments to be added is that for automobile accessories. "We regard the hardware store as the logical place for the sale of this line of goods," said Mr. Harrison. "A garage or auto sales room may carry a certain number of articles for their customers, but they cannot begin to meet all the demands of this business. Many articles in the regular hardware stock are required by car owners and garage men and the natural sequence is the addition of the specialized articles classed as auto accessories." Although a comparatively new departure, this already is becoming an important one and is gradually being expanded as the management adds articles which they can recommend as meeting the high standard of quality upon which they insist in every department.

Another interesting feature of the store is the special equipment, in the paint and glass department, for handling plate glass in large sizes. On account of the special handling required, extra labor involved, loss through breakages, and similar drawbacks, the management does not regard this department as one of the most profitable, but the stock is kept to meet the demands of their customers.

While all these special departments form an extremely important part of the business, the staple hardware lines, of course, predominate and it is their aim to make their stock of hardware so complete that it will meet every demand. While small goods are handled, through the retail store, heavier articles are sold by sample and stock carried in warehouses easy of access for transportation. The idea of displaying the wares in an attractive way, which is carried out in every part of the store is emphasized with the hardware lines and in the departments devoted to this purpose, silent

Phongraph sales room.

A corner in the retail hardware depart ment.



Section of the sporting and athletic goods department.

salesmen showcases and counters, glass fronted wall cases and other means, are used to keep as much of the stock as possible before the eye of the visitor to the store.

The policy of developing special departments for each line has been found desirable and it has been carried to a point where each department is almost like a complete store in itself. Not only do the goods gain by the better opportunities for display, but the staff is trained particularly for the requirements of the line to which they are assigned, each man becoming a specialist in his own department.

This idea has been carried out also by the wholesale department with regard to the travelers. Instead of trying to sell the whole line, each man has his own specialties. It has been found that the effort to sell too many articles has the effect of tiring the buyer, and that much better results can be secured by having several men, each thoroughly familiar with his own line, call on the same buyer, even though the intervals between calls may not be great.

In a community which is growing rapidly, the increasing population may provide a satisfactory annual increase in the volume of business, but in a city such as St. John, the most promising method of increasing the annual turnover is by the intensive cultivation of the existing field and it is by methods such as these that Thorne & Company have built up a substantial and prosperous business.

U. S. Steel Jobbers Unloading

Market Stagnant Awaiting Developments—Stocks Will Stand Paring Down—Some Maximum Quotations Dropped.

ADVICES from Pittsburg indicate that the iron and steel markets continue stagnant, and the chief interest of the trade is with respect to the question when market prices will be so readjusted that buying can be resumed in normal volume. There is no keen interest even in that question, however. Conditions have been so tense for a long time, and business has been conducted under such high pressure, that the trade welcomes the relief, and is glad to take a breathing spell. It is vacation season, too.

The turnover in pig iron in the past week has been extremely light. There has been practically no business done in forward deliveries, and in early deliveries the transactions have been surprisingly few in number. Pig iron quotations are substantially unchanged. There has been a little reselling by consuming interests at slight cuts from furnace quotations, but not enough to make a fresh market. Some furnaces have dropped maximum quotations, but have not reduced minimum quotations. Some interesting, almost amusing, reports are going around about furnaces fixing limits beyond which they promise not to advance because they "think prices high enough." The action is quite gratuitous.

In unfinished steel, billets and sheet bars, there has been no business done in the past two or three weeks to show where the market stands. There has been some inquiry, which has elicited the same quotations as formerly from producers, and a statement from buyers that they will wait a while. Mills are calling upon contract customers to furnish heavier specifications for billets, which is probably a significant development. An observer with wide opportunities for gathering information ventures the opinion that a round lot of billets could not be sold for over $80. The market is quotable, nominally unchanged at former prices: $95 to $100 for billets and $105 to $110 for sheet bars. As for many months past, the mills have sold billets and sheet bars for early deliveries only, except for their regular long term contracts, a definite break can easily come earlier in billets than in pig iron or finished steel products.

In finished steel there has been a minimum of business. The large mills have booked favorite customers for some additional tonnages, as old contracts became nearer worked out, but such business is done at inside prices and is not significant. In prompt deliveries little has been done, there being less demand and extremely little mill capacity available. Prices are not quotably changed, though in some quarters the market may be described as a shade easier.

Price Control

The opinion is not so strong as a fortnight ago that the Government will eventually control iron and steel prices to the general trade. It has no authority to do so, and there is no strong feeling in Congress in favor of the power being created. There is little doubt that the Administration would seek the power if prices continued to advance, or even if it seemed probable that they would not decline, but it is now established that the market will eventually decline if left to its own devices.

There is one direction in which the Government can exercise an influence on iron and steel prices generally, and that is in coke, provided the Food Control Bill as it is put into shape by the conference now in progress between the House and Senate carries the provisions as to coke contained in the Senate bill, as passed July 21. That bill gave the President authority to fix prices for "food, feed and fuel," the fuel including coke, petroleum and gasoline. In the case of coke, for instance, he would be empowered to take over and operate a coke works, selling the product to the public, or he could require the owner to sell to the public, or to a Government agency to be established, coke at a fixed price. To comply with constitutional requirements, the compensation fixed by the President, either for the product or the use of a plant, is made conditional, the owner of the plant having the option of accepting the price or accepting 75 per cent., and suing the United States, according to established practice, for whatever more he thinks he is entitled to.

Should the President exercise this authority with respect to coke, Connellsville furnace coke, which sold up to $16 per net ton at ovens just before Independence Day, and is now about $10, would probably be fixed at about $5 and kept there, and buyers of pig iron would expect at least as large a concession. This would start the ball rolling, and a general decline in iron and steel prices would probably be precipitated.

As to prices on steel for the Government, an arrangement was made a fortnight ago between the steel committee of the American Iron and Steel Institute and representatives of the Government that the Federal Trade Commission should determine the present cost of production, prices then to be fixed to furnish a reasonable, but what the Government would call a "liberal" profit. The cost report was expected in about three weeks, but latest advices are that it will be many weeks still before it is forthcoming. It is expected in most quarters that these prices, when made public, will have a sentimental influence in pulling down the whole market, not necessarily to the Government level, but at any rate by a large amount.

Jobbers Unloading

Many jobbers are now offering freely certain descriptions of steel, evidently because they wish to enter the period of readjustment with as light stocks as possible. Their stocks are not particularly large in the aggregate, but they will stand considerable paring down. Manufacturing consumers are reported to be fairly well stocked, better than would have been supposed, considering the pressure they have been exerting on mills in the past few months for deliveries. Buyers are taking deliveries quite well, but are not urging heavier shipments, and their specifications on contracts are at a still more reduced rate, the first noticeable decrease in specifications having occurred early in June.

CANADA AND EMPIRE

Banker Sees Canada As Secondary Base of Power

M. J. Haney, president of the Home Bank, now in Western Canada, gave an interview in Calgary, in which he maintained that the splendid position which the British Empire now occupies as a dominant factor in the world can only be sustained by the creation of a subsidiary empire more fortunately placed geographically than the British Isles, and, therefore, secure from the new perils which have developed in this present war.

"The time is coming," Mr. Haney stated, "and is not far distant, when the British Empire will require an alternative base, a secondary seat of resources, and wealth and power. That base will be Canada.

What Hardwaremen Are Doing

Seasonable Goods Featured by Retail Hardware Merchants in Various Parts of Canada—A Wide Range of Commodities Sold Through Hardware Stores.

CONSUMERS' HARDWARE COMPANY, Lethbridge, Alta., is featuring through advertisements all kinds of barbers' supplies. Illustrations of strops, scissors and shaving brushes were shown in a recent ad., with full descriptions and prices. The firm advertises that they have "everything for the man who shaves himself" and quote hair cutting shears from 75c to $1.50. Hair clippers $1.00 to $3.00. Twenty-five styles and makes in razors of the good old-fashioned kind at before the war prices and all the up-to-date makes in safety razors.

LAWRIE HARDWARE, Forest, Ont., is advertising meat and food choppers through the local newspaper, as an economical article under present conditions. Under the heading "Do You Know That Food Prices are kept down by using a meat and food chopper," the ad. extends an invitation for inspection of choppers at $1.25 and $1.50 each. A recipe book is given with each chopper, and the ad. says "by using the book you can prepare dainty dishes from plain and inexpensive foodstuffs." The machine is claimed to save its cost in one week's use.

WM. STAIRS, SON & MORROW, LTD., Halifax, N.S., are featuring through advertisements, the sale of ——Axes, under the heading "Keeping at it—makes a new business record." Continuing, the ad. says "these reliable cutting tools have proved their superiority over many high-class imported makes. The test of time has established for them a reputation as Axes of unfailing durability and worth, the immediate choice of all who know, and the continuous choice of those who learn of them through the good name which attends all articles of merit."

S. SCHWANZ, of Rocanville, Sask., is advertising Electric Light Plants as particularly well adapted for Farm Use. "They are easily operated," says the ad., "Turning a switch starts the engine. The separate engine makes its use so much more general, and while you are running your engine to separate the milk or do the washing the batteries may be charged at the same time without extra cost, making the cost of mainteance for charging, practically nothing."

CONN'S HARDWARE, Tillsonburg, Ont., is advertising milk coolers for dairy operations and also bee supplies. The ad. urges that no dairy should be without a milk cooler and that orders should be placed early owing to a limited supply which cannot be replaced. A full stock of bee supplies including hives, supers, racks, foundation sections, etc., is advertised and a statement to the effect that the "highest price is paid for bees'-wax" is inserted.

H. B. MAY HARDWARE, Indian Head, Sask.—Announces a special list of bargains for "Fair Week," including a list of 15c specials. He advertises as follows:—"Who Says Bargains?" We do. And you will say so too, after one glance in our windows. Chautauqua week, Thursday, July 26, to Wednesday, August 1 and the bargains are not all in the windows. Come in for your wants, be it hardware or furniture, and you will be well pleased with your purchases. 15c Specials:—Aluminum dippers; Measuring Cup; Ladles; Strainers; Tea Balls; Bread Knives; Mixing Spoons; Salt and Pepper Shakers; Measuring Spoons; Children's Sets; Coppered Oilers; Granite Fry Pans.

T. McAVITY & SONS, LTD., St. John, N.B., devote a space two columns wide by 7 inches deep to feature auto accessories. Among other lines featured in the ad. are: Chains; Auto Wrenches, all kinds; Spark Plugs; Puncture Plugs; Self-cementing Patches; Valve Grinders; Valve Grinding Compound; Windshield Cleaners; Dry Batteries; Battery Testers; Magneto Files; Graphite Lubricant; Cup Grease; Grease Guns; Auto Socket Sets and Extra Sockets for Socket Sets; Tire Pumps; Auto Tap and Die Sets; Vulcanizers; Carbon Remover; Auto Jacks or Tire Savers; Valve Lifters; Finished Hex. Blank Nuts; Machine Screws; Auto Split Washers; Drills and Reamers; Cotter Pins; Cotter Pin Lifters; Oilers, all kinds; Anti-Door Rattlers; Auto Enamel.

J. R. MYERS & SONS, Stratford, Ont., through their ad. urge the citizens to "Insure their Buildings" and give the following argument: "Every owner insures his buildings against a possible fire. Every owner knows that slowly but SURELY a leaky roof destroys his building, just as a fire would.

"An owner, careful of his investments, looks well after his roofs, keeping them waterproof. To these owners we recommend —— Roofing to give a permanent job. Leading manufacturers in Stratford use it to their entire satisfaction. It is a Quality Roofing at a reasonable price. We will be glad to give you samples of it."

THE W. W. COOPER COMPANY, Swift Current, Sask., have prepared for "Fair Week Visitors" and ran a large well illustrated advertisement with the following introduction:—"In every one of our many departments special preparations have been made for your visit. Never in the history of our business have we had such fine merchandise gathered together. A cordial invitation is extended to the many thousands of visitors to make the most of the Store's conveniences. With a store like Cooper's at your service a first natural impulse will be to visit us. You will find us ready with a hearty welcome on the mat."

HORNE'S HARDWARE, Sudbury, Ont., under the heading "Word of Honor" dwell at some length on the reputation of the manufacturer of the stove carried in the Horne store. The ad. reads in part as follows:—

"When you see the name ——— on a range you are sure that it has the highest values possible to that type—values in economy, comfort, safety and good looks.

"When you see the name ——— on an electric range you are justified in expecting all and more than the accounted advantages in the usual electric range construction.

"The ——— name is on this electric range because it has fulfilled all demands for a seamless oven, fuel economy and maximum heat."

HODSON HARDWARE CO., Maple Creek, Sask., is advertising a gas stove for farmers. Under the heading, "Come In and See this Demonstrated," the ad. runs:—

"In our ——— Burner we are offering one of the big new inventions of the century. Think of the big accomplishment of bringing to every country and small town home a gas stove. This brings all the convenience of the city gas range to the country housewife. It solves the problem of heating the house and cooking the meals. It eliminates a big difficulty that farm homes have had to contend with. It brings one more city convenience to the country, and is one more means of making the country home a cheery place to live and to hold young people on the farm.

"The ——— Burner converts any cook stove into an up-to-date gas stove. No additional expense necessary. Just equip your old cook stove or range with the ——— Burner, and you have an efficient gas stove."

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

LESSON No. 5

AT THE outset of this new series of cardwriting, which began at the first of this year, we endeavored to give our readers something out of the ordinary in the cardwriting line and we think we have succeeded so far and expect to keep up the good work.

We believe that each lesson as it is published will be more interesting than its predecessor and that each time we shall succeed in springing on you something new which will be exceedingly beneficial to your cardwriting studies.

Now the idea of this present series, as we have previously mentioned, is to give you new letter formations for show card work. All of them are to be of the most practical nature and formed so as to take as few strokes as possible for their construction.

Your attention is called to the alphabet shown in the chart of this lesson. Here we have reproduced one of the very few letter formations of its kind. It is entirely composed of straight lines, no curved strokes being used. Of course this form of letter is not for use where

Fig. 1.

Fig. 2.

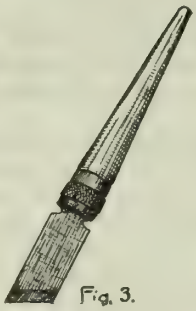


Fig. 3.

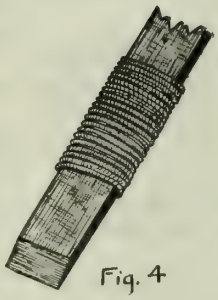


Fig. 4

cards are to be made rapidly and turned out in large quantities but is for use on the better class of show card which in turn will be used in the better class displays. As we mentioned before this is a most practical type of formation and can be executed very quickly for the class of work for which it is intended.

The alphabet was made with a round writing pen with the one stroke method. That is, one stroke of the pen completes each stroke as they are numbered.

While this is a very suitable alphabet for the pen it can be made equally effective with the brush. But the pen makes better small lettering, and, as small lettering looks better on better class cards it is advisable to practice with the pen.

For ordinary use a No. 1½ or No. 2 nib is best. You will experience a great deal of difficulty at first in getting the cross strokes straight but perseverance in practice will eliminate this. It is advisable to mark the letters out minutely with pencil before attempting the actual work, then you can work ahead without any worry as to spacing, etc. It is advisable to spend considerable time in practicing this alphabet that the formations may become so firmly impressed on your mind as to render no reference to the chart necessary as far as the type is concerned. We are giving you no practice exercise this month on account of so much sameness of the strokes, but don't neglect to practice each stroke thoroughly.

Keep your pen nibs in the best of shape, clean and in good working order. Wash them out in clean water after being used and better results will be obtained.

Use a heavy black carbon ink for pen lettering "mat designing and mat bevelling for show cards." We all want to learn everything we can about our particular line of business and we should at least be on the lookout for something new, so here is something which is a very important factor to a show card writer and one which means dollars and cents to him or her when it is mastered. This work is mat designing and mat bevelling for show card purposes. It is a big subject so we must take it step by step that no stage in this work may be missed.

We will first explain what this work is.

In a few words it is making fancy and plain designs and cutting them out of mat boards and having all the edges of the mat bevelled.

The following are a few of the varieties of these cards.

Straight bevelled outside edges.
Straight bevelled cut out centres.
Fancy bevelled outside edges.
Fancy bevelled outside edges with cut out centres.

These are a few of the many uses of show card bevelling and if you are able to master them all this month you have done a big work.

Of course it is advisable to start at the easiest end of the work which is

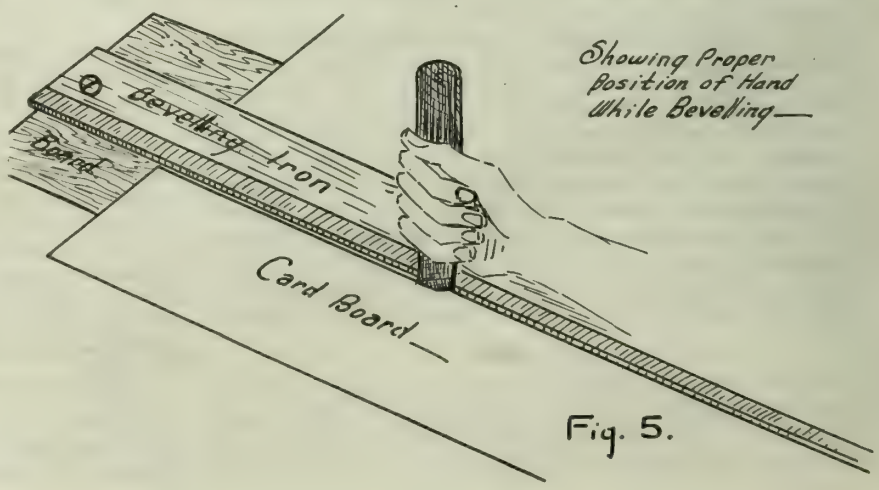


Fig. 5.

straight line work. This is much easier than the curved, because it can be done with a bevelling iron or any straight edge. Start at this first, therefore, and when you have mastered how to hold the knife or chisel, you may proceed to the more difficult work.

Tools to Use

Many are the varieties of tools used for mat board bevelling and, of course, each mat cutter has his own opinion as to which is the most practical method. In reality it is all a matter of what you get used to, so you will have to find out for yourself.

Experience has taught us that a thin blade with an almost right angled cutting edge is the most practical. This blade should be ground down just like a fine chisel with its bevelled point running back almost an inch. The point is thin, quite thin, and it cuts into the cardboard very readily and without the resistance which is caused by the thicker blade. Refer to Fig. 1.

This illustration shows a tailor's cloth cutting knife with the blade cut down to a chisel point, as previously explained. The blade was broken off and ground down on an emery wheel and finished off on an oil or whet stone.

This gives it almost a razor-like edge, and if taken proper care of should last for years. All it requires from time to time is to be rubbed up on the oil or whet stone. The handle of this tool is of wood and brass, and the set screw, which is the lower one, holds the blade in place. This can be obtained at some hardware stores.

Fig. 2 shows the same style of handle with a pointed blade in it. This style does the work very well, but in our estimation not so well as the former. Both sides of the blade are cutting edges. No. 3 shows a style as catalogued by a card-writing supply house, and is a very practical type. It has met with great success throughout the American continent.

No. 4 shows a home-made device for mat bevelling. This is a small carpenter's chisel, made exceedingly sharp, with thick, soft cord wrapped around it to form a handle. The wooden handle of the chisel is left off. This tool can be used in case other devices are not obtainable.

Fig. 5 shows the proper position to hold the bevelling chisel when doing the work. Note the angle at which the chisel edge is held while cutting the card. This illustration also shows the bevelling iron's straight edge. This tool you can have made. Its size is two inches wide by about thirty inches in length, with the left hand side bevelled as shown. This iron is fastened onto a board about six inches wide and the same length as the iron, which is screwed to the board through a hole. The cardboard is placed underneath the iron and the end nearest you is held down firmly with the left hand. This holds the cardboard tightly in place for cutting. In order to get a clean cut bevel always place a piece of waste cardboard underneath the card to be cut.

If an iron bevelling iron is not obtainable, one can be made from a piece of good hardwood. This has proved as satisfactory and much more easily obtained, but is only good for straight edge bevelling. It should be made by an experienced carpenter, so as to have it perfectly smooth.

Kind of Cardboard to Use

The kind of cardboard used for making

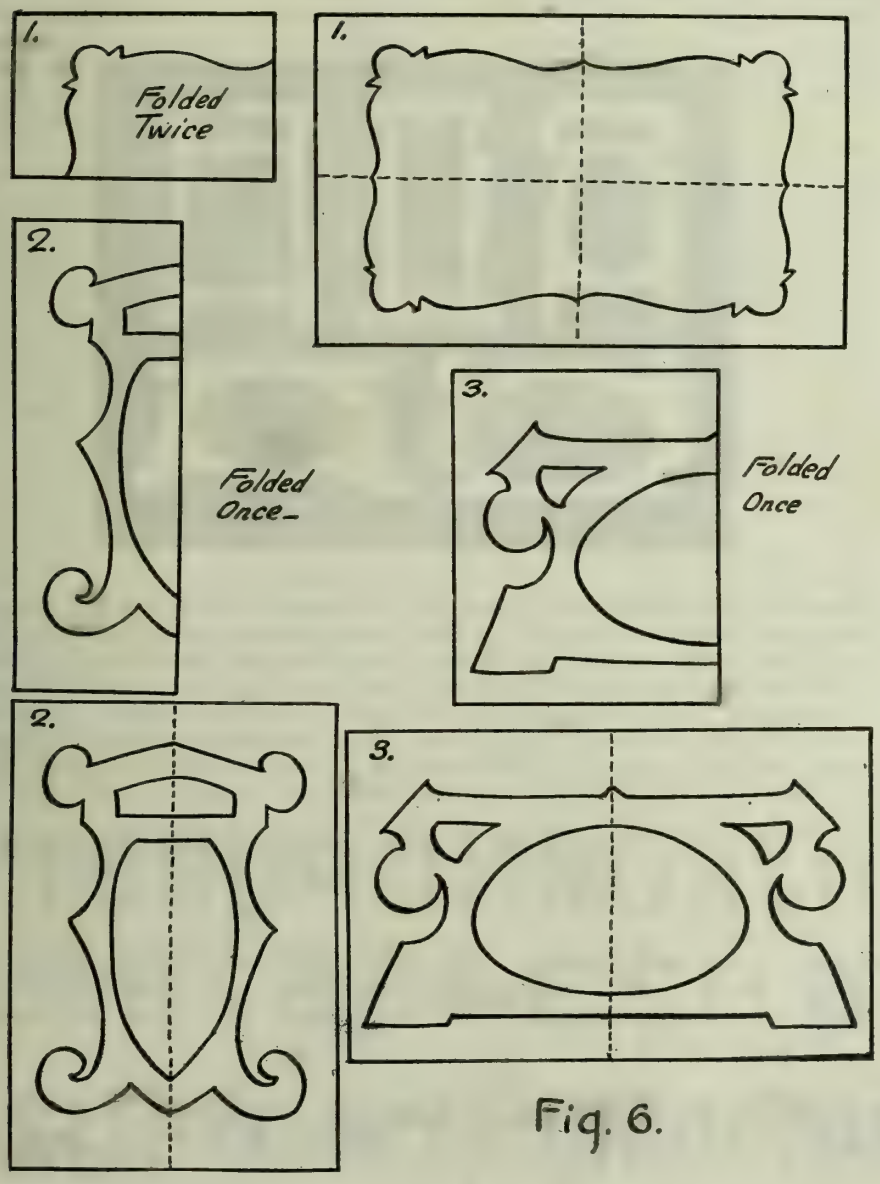


Fig. 6.

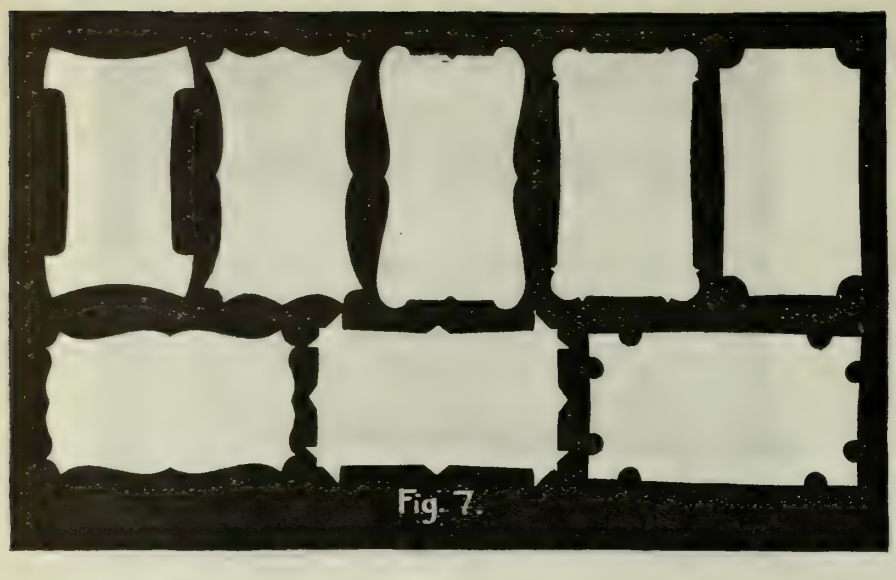


Fig. 7.

bevelled mats and show cards is known as mat board. This can be obtained from mat board manufacturers. Of course plain white and colored railroad boards

can be used but are not as good for bevelling as the thicker mat board.

Designs

There are many ways which you can get the various designs for fancy mats but the quickest and most practical is the one illustrated in Fig. 6. This is, quite simple and you most probably have done this before.

In Fig. 6 we have three different classes of designs. The first shows a design with all four corners the same. This is obtained by folding over twice as indicated by the dotted lines, a piece of plain paper, the same as the card. When this is done draw quarter of the design in pencil as is shown in the left drawing. Then while it is still folded cut it out with a pair of sharp scissors. When opened you should have all four sections the same. Lay this pattern onto the cardboard and trace around the edge with pencil and bevel.

The second illustration shows an upright design which is obtained by just folding the paper over once lengthways. Then by placing carbon paper against the opposite side and retracing the pencil drawing the full design is obtained as shown in the lower drawing.

The third illustration shows a pattern for a landscape card. This is obtained the same as the other only that the paper is folded crossways.

These patterns are placed upon the cardboard, that is to be bevelled, with carbon paper underneath, design is then retraced. Thus you have the pattern on the card ready to bevel. After this is done neatly place behind the centre opening some other color card. This is to be stuck on with glue or paste. When dry the card is ready to letter. The lettering is to be put on the insert card.

No. 7 gives a few suggestions of designs which are obtained by the same method as shown in the first illustration of Fig. 6. These can be used for the outside design of show card or the inside design to be cut out. Many others can be made.

Fig. 8 shows a few attractive designs of the more difficult nature. These are all for cut out mats and are to be bevelled on both outside and inside edges and are to have a piece of cardboard set in behind the centre opening. In the case of the two outside top ones the top openings should be filled in as well. These spaces may be used for the firm's name.

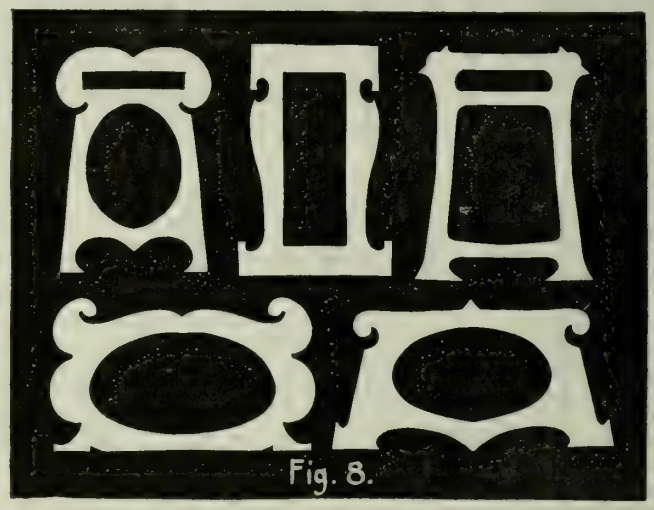
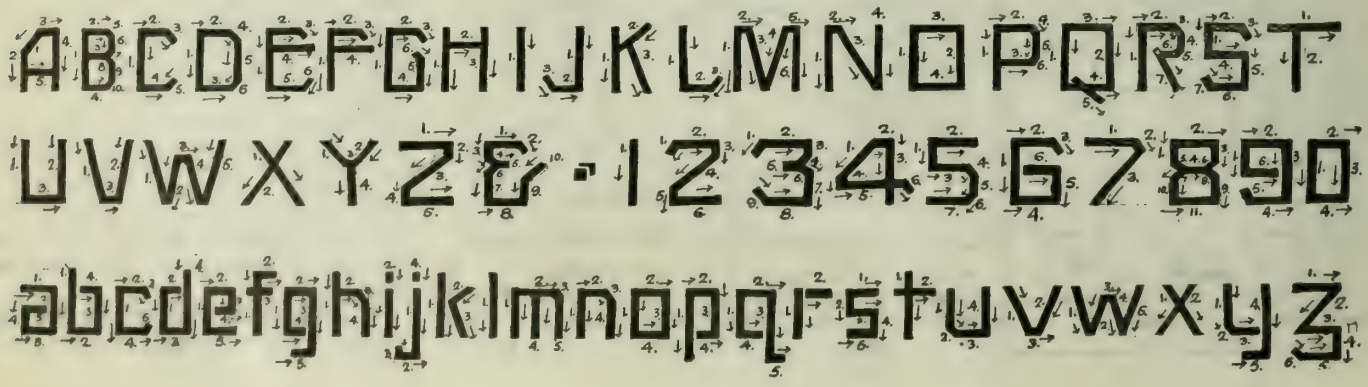


Fig. 8.



London Hardwaremen Hold Picnic

Big Event at Port Stanley — Donated Two Cows to Preventorium—Lengthy Sports List.

UPWARDS of 725 London, Ont., retail hardwaremen, employees and friends, accompanied by the 1st Hussars band, journeyed to Port Stanley on Wednesday of last week to attend the 2nd annual picnic. A lengthy sports programme was carried out on Invererie Heights during the afternoon. Following supper early in the evening swimming races and water ball, in Lake Erie, afforded a huge amount of amusement. Many of the visitors took advantage of the splendid bathing facilities now provided at Port Stanley. The extensive sports programme, consisting of 29 events, provided events for young and old. In the events for the younger children prizes were provided for all, whether winners or not. There was, therefore, no disappointment on the part of the small children, such as often happens at events of this kind.

Cows for Preventorium

The hardware men tempered their annual picnic with sweet charity, and as a result of the picnic the kiddies at the Byron Preventorium are richer in potential possession of two fine cows, each with its ears stuffed with handsome bills to assist in purchasing feed. They will provide a valuable addition to the herd, which provides the much needed milk to help the little ones stricken with the white plague back to health. The executive decided on a prize drawing, the prize consisting of a handsome cut-glass bowl, the proceeds of which were to be used to purchase a cow for the Preventorium. The result of the drawing was more successful than the highest hopes of the promoters, and the sum of $320.20 being realized from the sale of tickets.

The winning ticket in the draw for the cut-glass bowl, No. 1434, was held by Miss Pigot, of the Hobbs Hardware Company office staff.

Prior to leaving for Port Stanley the hardware men and their friends held a short street parade, headed by the band of the 1st Hussars. The band accompanied the picnickers to Port, and provided a very pleasing programme of music during the afternoon. The excessive heat of the city was left behind by the picnickers when they arrived at the Port, where the heat was toned down by the lake breezes, which contributed much to the pleasure of the day and to the comfort of the many who took an active part in the races and games.

The tug-of-war between married and single men was a hard-fought battle, resulting in a victory after the third draw for the married men.

An immense amount of amusement was afforded in the leap-frog race, boot and shoe race, boxing in barrels, fat men's race, elopement race, candy eating contest and other novel events. Following is the programme:—

12.45 p.m.—Meet at Market Square and parade to L. and P. S. Ry. Station.
1.20 p.m.—Special train leaves for Port Stanley. Entries limited to badge wearers only. Not more than two prizes to one person.
Sports on hill, beginning at 2.30 p.m. sharp.
1—Boys' Race, 11 to 14 years (50 yards)—1st, 75c; 2nd, 50c; 3rd, 25c.
2—Girls' Race, 11 to 14 (50 yards)—1st, 75c; 2nd, 50c; 3rd, 25c.
3—Boys' Race, 7 to 10 (25 yards)—1st, 75c; 2nd, 50c; 3rd, 25c.
4—Girls' Race, 7 to 10 (25 yards)—1st, 75c; 2nd, 50c; 3rd, 25c.
5—Boys' Race, 6 years and under (25 yards)—1st, toys; 2nd, toys; 3rd, toys; 4th, toys; 5th, toys; 6th, toys.
6—Girls' Race, 6 years and under (25 yards)—1st, toys; 2nd, toys; 3rd, toys; 4th, toys; 5th, toys; 6th, toys.
7—100 yards dash (for hardware clerks only)—1st, Woodyatt lawn mower; 2nd, 3-piece case carvers; 3rd, umbrella.
8—Three-legged Race—1st, bicycle tire and tube; 1st, bicycle tire and tube; 2nd, Disston hand saw, 26 in.; 2nd, Disston hand saw, 26 in.
9—Flag Race, 25 yards (for ladies over 15 years)—1st, $1.50; 2nd, $1; 3rd, 50c.
10—Hardware Drivers' Race (75 yards)—1st, Maxwell lawn mower; 2nd, Gillette safety razor; 3rd, Ever-Ready razor set.
11—Married Ladies' Race (50 yards)—1st, aluminum tea kettle; 2nd, Bissell carpet sweeper; 3rd, bread mixer.
12—Leap Frog Race (25 yards)—1st, $1; 1st, $1; 2nd, 50c; 2nd, 50c.
13—Ladies' employed in hardware stores only, race, 50 yards—1st, brass reading lamp; 2nd, silver cake basket; 3rd, silver berry spoon and salad fork.
14—Backward Race for Men, 50 yards — 1st, Smarts lawn mower; 2nd, steel tape measure; 3rd, large handled axe.
15—Hardware Men's Wives only, race, 50 yards—1st, cut glass ice cream plate; 2nd, cut glass celery tray; 3rd, cut glass fern dish and plateau.
16—Boot and Shoe Race—1st, running shoes; 2nd, boys' axe; 3rd, hunter's axe.
17—Fat Man's Race, 50 yards—1st, pipe in case; 2nd, lawn seat; 3rd, nickle-plated tea kettle.
18—Balloon Race for Ladies, 50 yards—1st, $1.50; 2nd, $1; 3rd, 50c.
19—Wheelbarrow Race, 25 yards—1st, $1; 1st, $1; 2nd, 50c; 2nd, 50c.
20—Elopement Race—1st, $1; 1st, $1; 2nd, 50c; 2nd, 50c.
21—Speed Candy-eating Contest—1st, $1.50; 2nd, $1; 3rd, 50c.
22—Proprietor's Race, 100 yards—1st, 10 gals. auto oil; 2nd, 5 gals. auto oil.
23—Running Broad Jump—1st, ice cream freezer; 2nd, bicycle tire and tube.
24—Standing Broad Jump—1st, nickle-plated thermo bottle; 2nd, ratchet brace.
25—Boxing in Barrels—1st, combination bathroom fixture; 2nd, Atkins hand saw.
26—Tug-o-War—Married men vs. single men. Teams limited to ten men.
27—Supper.
28—Drawing for cut glass fruit bowl. Proceeds to purchase cows to be donated to the kiddies at the Byron Sanitorium.
29—Swimming race—1st, 1 gal. Elastica floor varnish; 2nd, case of auto polish and finisher.
30—Water Ball.

The committees in charge were:

Finance.—Chairman, T. H. Purdom, jr.; C. W. Summers, W. S. Kilpatrick, Geo. Mitchell, A. Westman, H. Crummer, Mr. Summers, jr.

Band, Lunch, Transportation.—Chairman, Tom Jones; Will Odell, R. G. Kilpatrick, C. C. Chown, F. McLeod, Geo. Brett, C. Agnew.

Sports.—Chairman, J. A. Brownlee; J. G. Steele, E. Westman, J. A. Page, Chas. Craig, Mark Brown, Leo. Misener, J. Cox.

Among the judges of events were C. W. Maguire, Imperial Oil Co.; J. A. Brownlee, of Brownlee's Hardware; A. H. Purdom, Purdom Hardware Co., T. H. Purdom, Purdom Hardware Co.; W. O'Dell, O'Dell & Mitchell; C. W. Summers, of J. C. Summers & Co.; W. Nobbs, McClary Mfg. Co.; G. D. Davis, Hardwere and Metal; C. Craig, D. H. Howden & Co.; Jack Rose, Hobbs Hardware Co.; G. Gunn, McClary Mfg. Co.

TORONTO HARDWARE PICNIC

Second Annual Picnic Held at Lambton Park, Wednesday Afternoon

Although the attendance at the second annual picnic of Toronto hardware merchants and travellers was not as great as last year, those present entered most hearitly into the spirit of the occasion, and a pleasant afternoon was spent. The hardwaremen gathered at Queen's Park at 1.30 Wednesday afternoon and an auto parade of 28 cars was held to Lambton Park. The picnic was opened with a brief address by W. F. Macpherson, Prescott, Ont., secretary Ontario Retail Hardware and Stove Dealers' Association.

Following is the list of events and prizes:

Event No. 0—3 prizes for Best Decorated Cars—
1st prize, No. 19—1 tire cover.
2nd prize, No. 8—1 pair tubes.
3rd prize, No. 4—6 gals. motor oil.
Event No. 1—Girls' Race (10 yrs. and under)—
1st prize, No. 25—Tennis racquet and ball.
2nd prize, —Tennis racquet.
3rd prize, —Box of chocolates.
Event No. 2—Boys' Race (10 yrs. and under)—
1st prize, No. 25—Pocket knife.
2nd prize, —Baseball bat.
3rd prize, —Baseball.
Event No. 3—Girls' Race (15 years)—
1st prize, No. 26—1 gal. enamel.
2nd prize, No. 9—2 gals. varnish.
3rd prize, No. 25—Racquet and ball.
Event No. 4—Boys' Race (15 years)—
1st prize, No. 25—Pocket knife.
2nd prize, —Bat and ball.
3rd prize, —Ball.
Event No. 5—Hardware Clerks' Race (free for all)—
1st prize, No. 3—Safety razor.
2nd prize, No. 20—Carvers.
3rd prize, No. 12—Tea kettle.
Event No. 6—Single Ladies' Race—
1st prize, No. 29—Oil heater.
2nd prize, No. 11—Electric iron.
3rd prize, No. 12—Tea kettle.
Event No. 7—Married Ladies' Race (wives of hardware merchants)—
1st prize, No. 17—Gas stove.
2nd prize, No. 16—Percolator.
3rd prize, No. 23—Electric toaster.
4th prize, No. 29—Ice box.
Event No. 8—Travellers' Race—
1st prize, No. 2—Lawn mower.
2nd prize, No. 12—N. P. tea kettle.
3rd prize, No. 26—1 gal. enamel.
4th prize, No. 29—Ash sifter.
Event No. 9—Hardware Merchants' Race (35 years and under)—
1st prize, No. 1—3 gals. paint.
2nd prize, No. 9—3 gals. varnish.
3rd prize, No. 10—Paint, valued $5.
4th prize, No. 29—Ash sifter.
Event No. 10—Hardware Merchants' Race (over 35 years)—
1st prize, No. 21—Paint, valued $5.
2nd prize, No. 18—2 rolls roofing.
3rd prize, No. 14—$5 merchandise.
4th prize, No. 29—Ash sifter.

A baseball match between the East and West end merchants was won by the West enders in a 4-innings game, the score being 9-3.

J. R. McGregor, Oakville, Ont., President Ontario Retail Hardware and Stove Dealers' Association, was present and delivered a short address. The park pavilion was reserved for dancing in the evening.

The following officials and committees

(Continued on page 41.)

EDITORIAL COMMENT

THE recent hot spell has accomplished more in a few days in reducing food consumption, than all the efforts of Food Controller Hanna and his high-salried staff.

* * *

THE new developments in mail order competition as outlined in this paper two weeks ago are causing untold concern not only among retailers but among wholesalers and manufacturers in Canada.

* * *

THE British Press is not inclined to submit calmly to such censorship muzzling as kept in darkness the terrible conditions revealed by the report of the Mesopotamia commission. *Canada* says:—

There is not the least doubt but that the scandalous state of affairs disclosed in this report would have been instantly checked had exposure been possible. The policy of hushing up such utter ineptitude and gross carelessness has cost us dear, and we must see that it can never happen again.

* * *

THERE is still a marked tendency on the part of manufacturers and wholesalers to shorten credit terms and it seems an assured fact that the future, instead of witnessing a return to previous conditions, will see the tendency to stricter terms more and more accentuated. It has become a positive necessity. The more or less free and easy finance of the days of hectic prosperity will never again be possible. To the retail merchant this means only one thing. He must in turn shorten the terms of credit that he allows his customers. It is quite safe to assert that the average merchant is altogether too lenient or too negligent in the matter of collections.

* * *

WILLIAM Francis O'Connor, K.C., Canada's Acting Cost of Living Commissioner, who has created such a sensation in Canadian packing circles, is a Halifax barrister, lecturer in the law and medical faculties at Dalhousie University. He was born in Halifax in 1873, and was called to the bar in 1898. He was an unsuccessful candidate for the Legislature in 1906, and has been a member of Halifax Board of Control. Commissioner O'Connor reports that "high prices and fair prices are not necessarily different things." It would have been much better had this attitude of mind been reached before rather than after the inquiry.

* * *

AN ONTARIO hardware merchant, who has been in business for many years, and who never did any advertising of any kind, about three months ago decided to take a plunge, and invested $125.00 in a coupon scheme which was elaborately put up to him by a slick-tongued salesman, as being a world-beater, money-making scheme. But alas, the hardware merchant has found out to his sorrow that the coupon scheme is illegal and he is to be prosecuted if he uses it further. He heeded not, the advice we have given many times over in this paper. He has lost his $125.00, and he has a whole army of customers with partly filled coupon books, clamoring for remuneration of some kind. Get-rich-quick schemes usually lead to trouble.

* * *

THE recent remarks of a live small town retailer hit the nail so squarely on the head that they are worth repeating. He said in part:—"Business to-day is an entirely different proposition to what it was fifteen or twenty years ago. Competition has become so keen, the inroads of the mail order houses have become so big. The margin of profit has been cut so fine that a man to make a success must everlastingly study all angles of his business.

"The farmer of to-day is a pretty wise guy. He comes from Missouri and he is aided, abetted and coached by the mail order literature. He can read his catalogue backward and can quote you any price in it as well as some that are not in it. To get and keep trade, the first thing to do is to put your own business on a systematized business basis."

* * *

YOU who demand better streets, better sidewalks, better police and fire protection, states the *Weekly News,* Craick, Sask., are you doing your part toward such improvement? Not if you send your money out of town—money that would have just as much buying power at home. Every nickel you send away makes your community so much poorer, for the people who receive it do not reinvest it here. The money goes for the development of another community or city. Patronize your home merchant whenever possible and you will do one of your foremost duties to your community.

Incidentally it might be added that the local merchant must also do his share, by keeping abreast of the times and studying the needs of the community.

THE ATTITUDE OF MR. O'CONNOR

GOVERNMENT investigators are, after all, despite their powers, only human. It is human to err. We believe it is even more human to be biased. In view of the reports on the "Cost of

Living" which have been brought in by Commissioner W. F. O'Connor, and considering that these reports are the result of the investigation of one individual, the question might well be asked as to whether Mr. O'Connor approached his investigation in an absolutely open frame of mind or whether his opinions were prejudiced.

We have examined the different reports which Mr. O'Connor has presented and in searching for indications of his attitude of mind have given particular attention to his first report, that regarding anthracite coal, which was submitted some months ago and which has just been sent out in printed form. We quote the following significant expressions: "High prices and fair prices are not necessarily different things. It will be enlightening, I am sure, to many, as it was to me, to learn what a very small profit after all has been derived by coal dealers."

In these expressions we find a commissioner of the Government appointed to make an absolutely unbiased investigation reporting that it was a surprise to him that coal dealers made small or reasonable profits and that he has arrived at the conclusion that high prices and fair prices are not necessarily different things. We can only draw the conclusion that Mr. O'Connor approached this investigation with the idea that high prices were not fair prices and with the idea also that coal dealers were making large or unreasonable profits.

Perhaps Mr. O'Connor, being only human, was not greatly to blame. He is a lawyer and not a business man. Men to-day without knowledge of business have the idea that it is their duty and in their interest and the interest of the people to strike at anything like business organizations. Mr. O'Connor probably considered that he was appointed to show, if at all possible, through his investigations that unwarranted profits were being made.

PURELY A BUSINESS PROBLEM

INCREASED production from agricultural Canada is, in principle, not a great deal different from securing increased production from manufacturing Canada. It is because it has been evidently accepted, by the powers that rule, that grain production is the result of the combined workings of Nature and Providence, that the 1917 acreage showed a decline rather than an increase. We need an aggressive policy administered by an aggressive and capable executive. We need, not the puttering experiments of a politician or the scientific theorizing of an agricultural professor, but the capable organizing of a man of proven business ability, a man with a reputation of securing results.

That proper organization will bring the results has been proven in England. While Canada, with her great areas of open virgin land, has done nothing to increase production; over-built and over-populated England, with her best men in the army, has reclaimed from parks and pastures, and taken from her wooded areas an additional three million acres for agricultural production for 1918. Organization and administration by capable executives and the adoption of business methods, is the answer.

LOOKING TO OTTAWA

THERE is probably no more freely-circulated phrase in Canada to-day than "Why don't the Government do something?" It is the cry raised in connection with practically every question which cannot be solved in the usual way—and there are many in these times.

When the average human encounters a moral problem which is difficult to solve he starts to pray. When the average business man runs into a business difficulty which is beyond him he sends up a cry to the Government.

There is a tendency to overlook the fact that the Government is composed of ordinary human beings —some of them very ordinary. Few of the members were selected because of their ability to handle the affairs of the nation even in peace times—few, indeed, are of the calibre to fill the breaches which are demanding men of great capacity to-day.

There is little to be gained in passing a problem as one which the Government should solve if the minister in charge of the department concerned is an executive weakling. It will avail but little to call upon the Government merely as a Government, until the members are the right men in the right places. There are a number of changes, as we have previously pointed out, which should be made to insure the people of that guidance from Ottawa which they have reason to expect.

OUT OF BUSINESS WITHOUT KNOWING IT

DID it ever occur to you, that there is many a merchant doing business to-day who would be better off financially if he sold his business, put the money in the bank and then sat back in his chair and prepared to take life easily? Not only that, but did it ever occur to you that the whole trade would be better off if this type of merchant decided to pass his remaining years in idleness?

The merchant referred to is of course the one who just sort of estimates what it costs him to do business. There is an actual discoverable cost that your particular business entails in its operation. This cost is discoverable, and must be provided for. If it isn't, why there is a continuous loss, it may be so slight that it is not really noticeable, but it is preventing this business paying a reasonable dividend, and by the unwise selling that results, it is having an effect on every business in the neighborhood. The idea is either to go into business thoroughly, or get out before it is too late.

THE JUNIOR CLERK'S PAGE

AN OFFICE BOY WHO BECAME BANK PRESIDENT

Files of National Bank of Commerce in New York Hold His Application for $4.00 a Week Job.

They have on file at the National Bank of Commerce in New York a letter from a boy who said that he wanted to come to New York to learn the banking business. His salary expectations proved to be no bar, for he said he would be willing to receive $4 a week, and he was given a job in keeping with his years and wages. That was thirty-two years ago, and the boy is still there, though he is no longer a clerk. He is President of the bank now.

There has been nothing of the romantic or spectacular in the rise of James S. Alexander. Nothing was ever handed to him through fortuitous chance; he did not fall heir to several promotions through a sucession of deaths or resignations; nor did he ever gain sudden preferment through a piece of brilliant thinking or timely action. He is President now because he started training for the job in 1885, and never broke training. Such a man sometimes has to wait a long time before recognition comes to him, but it nearly always comes. Of his career and characteristics The Annalist says:—

Mr. Alexander must have had his moments when he subjected his progress to merciless examination with the idea of finding out why he had not come on more rapidly. Some men with as much promise and ability would have decided after such an examination that there was nothing for them in banking, and would have left to take up insurance or bond selling. Mr. Alexander could not quit. When he starts anything he has to see it through, and having started in at the bottom in the National Bank of Commerce he was determined to learn what there was at the top.

There is more encouragement for subordinates in humble positions in the life of the President of the Commerce than in the stories of any one of a large number of men who have risen to important places almost over night. Mr. Alexander had no pull with any of the large stockholders, and no claim on the attention of any of his superiors, except that which he made for himself by hard work. He is relentless when he starts after a solution or an explanation, and he has spent a third of a century studying the banking game.

Mr. Alexander had enjoyed a little banking experience with the Tarrytown National Bank before going to the Commerce, but that did not procure a responsible position for him when he applied for a new job. At the age of 20 he was put to work as clerk to the assistant cashier and assigned to open letters and copy outgoing mail. In those days the bank letters were written with pen and ink and copied in long hand into a large book. The new employe was kept at this work for a year and a half, when he was moved into the transfer department. It was six years more before he rose to be assistant transfer clerk, and three after that before he was made transfer clerk. For nearly fifteen years he was only a clerk. It must have seemed that there was not much in the banking game for him.

However, as it turned out, he had climbed the hardest part of the hill, and from 1899 on his work broadened out more rapidly. In that year he was promoted to be chief clerk and assistant cashier, which meant that he had the general management of the bank organization in his charge. He already knew the details of a good part of the work, and he started out to learn the rest. He became personally acquainted with every man in the bank, learning his record, qualifications, and duties.

It was not long before the officials of the bank discovered the value of the new assistant cashier. They had found that rare employe, a thorough worker in love with his work. They gave him a freer hand, and as in these days there was not much system in a bank organization he began to devise new ways of doing things. The working arrangement of the Commerce to-day is substantially that mapped out fifteen years ago by him, and the organization is his.

A friend was asked one day what Mr. Alexander's favorite game was. "He has only one," said the friend, "banking." He plays that all the time. If you look into his office sometimes you will see him gazing out of the window, apparently waiting for something to do. He is following out some move in the game of banking, and you may rest assured that he will see the play through, together with its effect on subsequent moves. He actually likes to work or he could not continue as he does."

Mr. Alexander is interested in the bank's place in municipal and national affairs; in the working of new leaven that is introduced into the currency system from time to time; in the discussions of proposed changes in banking practices and regulation. At the same time, he does not let the pursuit of theories interfere with a very practical direction of his bank. He has built up a happy family among the employes, and participates every morning in a brief cabinet meeting of officers, at which ideas are thrashed out. He has steadily expanded the bank's business, and additional room is taken in its own big office building every few weeks.

It is sometimes necessary for a man to dissociate himself from an organization before his plans in the organization becomes rightly understood. In 1907 Mr. Alexander was persuaded to leave the bank to take charge of the financial business of the American Express Company, but he was called back nine months later to be made a Vice-President. Valentine P. Snyder resigned as President four years later, and Mr. Alexander was moved up to the top. That his promotion has agreed with the bank is indicated by a comparison of resources. Five years ago these totaled $195,000,000, and to-day $373,000,000. The staff has been increased from 8 officers and 304 clerks to 15 officers and 450 clerks, while the space occupied by the bank has increased 50 per cent.

The Commerce is the second largest national bank in the country, the National City leading, and one of three banks in the United States with $25,000,000 capital. The other two are the National City and the Guaranty Trust Company.

THE BUSINESS OUTLOOK.

From *Canadian Machinery*

Business interests are awaiting the announcement of the Minister of Finance regarding the result of his negotiations for a loan in the United States. An important point will, of course, be the amount. Sir Thomas White will undoubtedly secure all the credit he can, and he will be wise to do so at this time, with the future so uncertain. Whether he will be able to secure enough to postpone a domestic loan is questionable.

Reports as to business conditions throughout the country continue to be of a satisfactory character. From some parts of the prairie territory there are indications that depressing crop prospects have had the effect of curtailing credits, but this is not by any means general. Labor conditions are very unsettled, the rising cost of living being an important factor in this connection. June trade figures issued at Ottawa continue to show a development in imports and exports. Exports were $116,285,841 and imports $87,515,067. There is still a very fair balance of trade, but it is decreasing. A country so heavily in debt as Canada is and with foreign capital scarce and expensive, should keep the trade balance substantially on the safe side if possible, and it is questionable if some action should not be taken by taxation or other means to curtail imports of luxuries.

The outlook all round may be regarded as satisfactory. High prices will overcome any crop shortage, and demand for manufactured products will continue strong while the war lasts at least. What we need is careful administration of our internal affairs so as to use our rather limited liquid assets to the best advantage.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW FOOT VALVE

The "Q" foot valve is being manufactured by the National Equipment Co., Limited, 1 Wabash Avenue, Toronto, Ont. It is claimed for it that it is simple and safe. It is made of a one-piece grey iron casting with a solid brass seat that bears all the strain. There is a disc of thin flexible leather that it is asserted, make a positive seal to the joint. The greater the head of water, it is claimed, the greater is the certainty that it cannot leak. The company gives a guarantee to not only replace any valves that may be defective, but to send to the plumber three extra valves as a compensation for his time in installing any that may turn out defective. It is also claimed for it that it is air tight, reliable and cheap.

AUTOMATIC TIRE INFLATOR OUTFIT

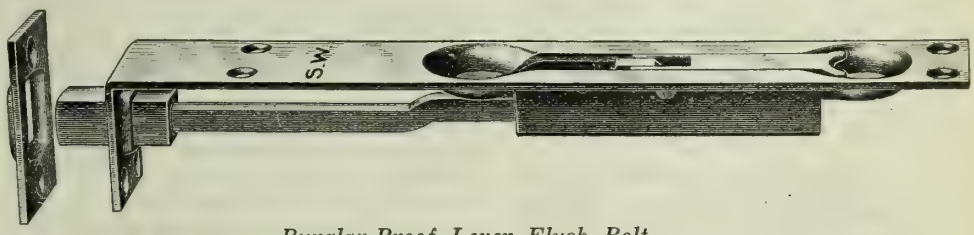
The Black and Decker Manufacturing Company, 105-115 South Calvert Street, Baltimore, Md., has developed an automatically operated tire inflater tank outfit for automobile air service. This outfit starts working immediately on turning the switch and will keep on until the pressure in the tank reaches 150 lbs., then the automatic pressure switch of the inflater outfit comes into action and stops the machine. To inflate a tire, the Romort air chuck on the end of the hose is pressed over the tire valve and the pressure in the tire will rise instantly, it is claimed, to any number of pounds desired. When enough air has been used to cause the pressure in the tank to drop to 120 lbs., the automatic switch starts the device again and brings the pressure back to 150 lbs. Attention is called to the fact that the device has no exposed mechanism, electrical or mechanical, so that it is impossible for anyone to be injured through coming in contact with moving armatures, gears, rods, or shafts. A cover is furnished for the automobile switch which completely encloses all mechanical and electrical parts. These machines can be used on 110 volts direct or alternating current of from 25 to 60 cycles. Northern Electric Company, Limited, Montreal, are exclusive Canadian distributors for the complete line of Black and Decker Manufacturing Company.

NO. 387 LEVER FLUSH BOLT

The accompanying illustration shows the new burglar-proof lever flush bolt which the Stanley Works recently placed on the market as their catalog number 387.

This bolt is made of wrought steel except the extra long bronze lever which it is said, operates easily. It looks on a dead center and the action is positive so that the bolt which has a ¾ inch throw, cannot be jimmied. It is designed for use on double doors and is mortised into the astragal or point edge of the inactive leaf of a pair of doors, or applied on the inside face.

With the mechanism occupying such a small space and the plate extending the full length of the bolt, it is easy to make a snug mortise—and a neat looking job.



Burglar-Proof Lever Flush Bolt.

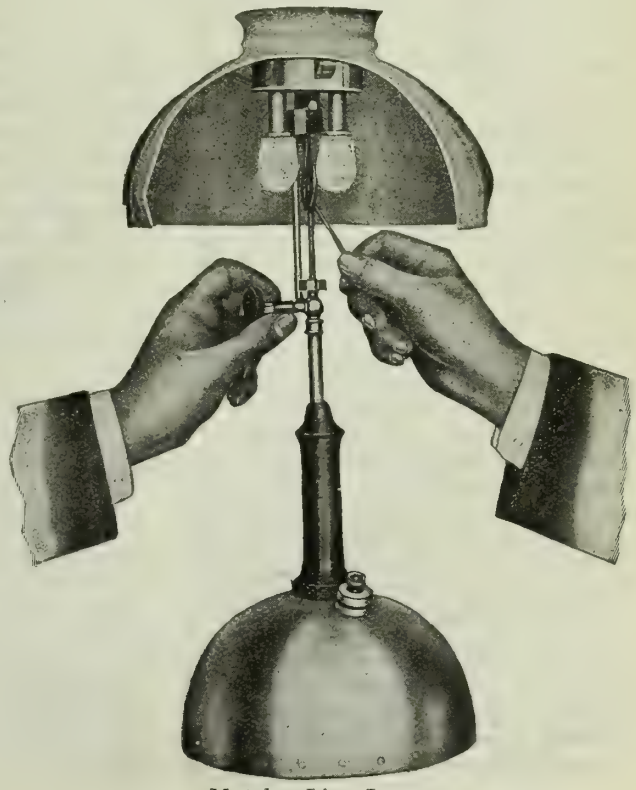
The strike plate is self centering and wide enough to allow for any reasonable shrinkage of the door; the springs are piano wire, durable and strong; and liberal screw holding power is provided, ample for heavy doors. No. 387 is made in 9, 12, 18 and 24 inch sizes, and furnished in all standard Stanley finishes. It is packed complete with strike, guide plate, and screws, one only in a box. For further information, prices, etc., write to The Stanley Works, New Britain, Conn.

THE "MATCH-O-LITE" LAMP

A new lamp is being put on the market by the Powerlight Co., Winnipeg, known as the Match-O-Lite lamp. The big feature claimed for this lamp is that it does away with the alcohol torch, as it can be lighted with an ordinary match. This, it is said, will prove a great selling talk to farmers who under the old system might have to walk miles perhaps to secure alcohol to light the lamp. As alcohol is now selling at $2.00 per gallon, this is a great saving.

Match-O-Lite lamps make and burn their own gas from common motor gasoline. It is claimed there is no smoke, no smell, no dirty chimneys to wash, no greasy wicks. The makers claim that these lamps are safer than coal oil lamps, and will burn dry without harm, and if upset will go out without explosion. There are no replacements such as generator tubes. After burning for 700 to 1000 hours, the generator is thrown away, and replaced with the extra one that goes with each lamp, no tools being required to put it into place. New generators can be secured from the makers at Winnieg. They are sold at a cost which the makers claim is insignificant, and they guarantee that the saving in alcohol for the year will pay for several times as many generators as will ever be required.

N. R. Turner, sales manager of the Toronto branch of McClary Manufacturing Company, is spending a short vacation period at Prescott.



Match-o-Lite Lamp.

EVENTS IN THE TRADE

BUSINESS CHANGES

Verwood, Sask.—Bronstone & Wasserman, hardware, have sold out.

Mossbank, Sask.—Brink & Agar have been succeeded by E. Brink & Co.

Heisler, Alta.—F. E. Block, hardware, has been succeeded by Pride & Hooper.

Bow Island, Alta.—Southern Alberta Hardware Co., Ltd., has sold Burdette branch.

Burdette, Alta.—Southern Alberta Hardware Co., Ltd., has sold branch here to Larsen & Ostrum.

Cannington, Ont.—W. L. Burgess, formerly of Toronto, has purchased the plumbing, heating and tinware business from A. E. Simons of Cannington.

INDUSTRIAL NOTES

Montreal, Que. — Canada Spanish Leather Company has dissolved.

Windsor, Ont.—The Maxwell Motor Co., of Detroit, Mich., will erect an automobile factory here.

Owen Sound, Ont.—At a special meeting of the Town Council held recently it was decided to grant a loan of $75,000, in three instalments, to a company who propose building a factory here for making screws by a new process.

Montreal, Que.—At a recent meeting of the board of directors of Canada Foundries and Forgings, it was reported that special growth attended operations of the Brockville plant in connection with the output of hardware by the James Smart Mfg. Company whose earnings have nearly doubled.

Cobalt, Ont.—The Dominion Reduction Co. of Cobalt, expect to have their hot dern furnaces for the treatment of the concentrates from their oil flotation process in operation within the next few weeks. Experiments have proven very satisfactory, and the process will greatly facilitate the marketing of the produce of the oil flotation plants in the camp.

Toronto, Ont.—The Eagle & Globe Co., sole Canadian agents for Arthur Balfour & Co., Sheffield, England, have moved their office and warehouse from 373 Front street East, to more central and commodious premises at 36 Colbourne street which will enable them to deal more effectively and promptly with the increasing business. John L. Milner, Ontario representative is in charge of the Toronto office.

Toronto, Ont.—One of the most modern artificial leather factories in the world, the property of the Du Pont Fabrikoid Company, has just been completed in New Toronto. It cost $450,000 to erect and equip, and this week for the first time operations were commenced to manufacture the product, for which the Du Pont interests, capitalized at millions, control the entire trade of North America. The head office of the firm, known as the E. I. Du Pont de Nemours & Company in the United States is located at Wilmington, Delaware.

Tilbury, Ont.—Ratepayers will shortly be asked to vote on a by-law granting certain privileges to a company capitalized at $250,000 which contemplates establishing a plant here.

The company, it is said, is capitalized at $250,000, and will manufacture porcelain goods for electric supplies. They will erect a factory building 380 feet long by 50 feet wide, 180 feet of the length to be three stories high and 200 feet of the length will be ten stories in height. The company agrees to have employed within six months one hundred hands and to have a pay roll of $60,000 yearly, exclusive of directors' salaries. The sum of $80,000 will be spent on factory buildings and equipment, and the company will commence building operations immediately the town ratifies the agreement.

The company is asking from the town a free site of five acres, exemption from taxes, except school taxes, for 10 years, free water for 10 years, and a guarantee of a bond issue of $33,000 for 15 years.

PERSONAL

G. W. Carter of the Eagle Lock Co., Terryville, Conn. was in Montreal this week on business.

O. N. Parent, of Canadian Yale and Towne, Ltd., was a business visitor to Montreal this week.

Mr. Brewer of Thos. Robertson & Co., Ltd., metals and heavy hardware, Montreal, has been indisposed for a time.

G. A. A. Saunders of the Maytag Co. of Newton Iowa, and Winnipeg, Man., was a visitor in Toronto during the week.

C. H. Bass of the Bissell Co., Grand Rapids, Mich., was in Montreal this week on business with the hardware trade .

John Webber, manager of the steel department at the Toronto office of the Steel Company of Canada, has left for a trip up the Saguenay.

Chas. B. Ellis, formerly supply sales specialist, Northern Electric Co., Montreal, has recently been appointed superintendent of supply sales, Canadian General Electric Co., Montreal.

R. B. Priestman, formerly connected with the Eagle & Globe Steel Co., Montreal, has enlisted for overseas, having signed up with the Cobourg Heavy Battery. He has since been promoted to the rank of Corporal.

Harry A. McKnight has resigned as superintendent of the plant of the American Car & Foundry Co., Jeffersonville, Ind., to enter the operating department of the Canadian Car & Foundry Co., Montreal, Que.

H. C. Opie for several years connected with the sales staff of Alexander Gibb, Montreal, has become associated with the Eagle & Globe Steel Co. of Montreal, following the resignation of R. B. Priestman who has enlisted for overseas.

OBITUARY

Melrose, Ont.—The death occurred here of Andrew Pringle, who conducted a general store.

LAIDLAW COMPANY PICNIC

Employees of the Laidlaw Bale Tie Company, of Hamilton, Ont., held their annual picnic recently to Dundas Park, at which a large number were present, including W. A. Laidlaw and R. G. Laidlaw. Racing and other picnic sports were indulged in and the outing was one of the most successful of any held during the past seven years.

RICHARD BLAIN, M.P., MADE A SENATOR

Brampton, Ont.—Richard Blain, M.P., for Peel, has been appointed Senator. Mr. Blain has been a member for Peel since 1900, and is a hardware merchant here. He is chairman of the railway committee in the Commons.

D. J. MURPHY APPOINTED MARITIME MANAGER

D. J. Murphy, who has represented Bird & Son in Ontario, for some years, has been appointed district manager for the Maritime Provinces and will now make his headquarters at St. John, N.B., where Bird & Sons' eastern warehouse is located.

A CORRECTION

In the issue of July 21, an article appeared descriptive of a smallware table in the Dundas Hardware at Cobourg, Ont. The firm's name was given as A. R. Dundas. It should have read Dundas Bros., under which name the firm has been doing business since October 1. The brothers are A. R. and W. H. Dundas.

RETAILERS AND WHOLESALERS TO MEET

With a view to a closer co-operation between retailers and wholesalers, the Canadian Credit Men's Trust Association has issued a circular to all its members urging them to be present at the Dominion convention of Retail Merchants at Montreal during the two days of the convention August 16 and 17, which have been set aside by the retailers for special conference with the wholesalers.

MOLYBDENITE PROPERTY

Private advices from Halifax, N.S., state that Molybdenite mine has been discovered in that province, and after operating it on a small scale for some time it has turned out to be one of the richest in Nova Scotia. As this metal has increased greatly in value since the war the property has attracted considerable attention in interested circles, several people from the United States having inspected the property to which they were conducted by C. L. Normandin of Halifax, who is in charge of its affairs.

PINE OIL IN ONTARIO

Albert A. Grigg Deputy Minister of Lands and Mines for Ontario, has received a sample of red pine oil, manufactured in the north, which oil is extensively used to recover ore from the dumps in the mining fields. Before the war it had been obtained in Germany, but recently a variety made in California has been used. If it is found that the oil can be made economically from the red pine stumps of Northern Ontario, a new and important industry will no doubt be developed. In addition to the oil a black tar is extracted from the stumps and the remnants can be converted into an excellent charcoal.

NOVA SCOTIA STEEL OUTPUT

The output of the Nova Scotia Steel & Coal Co., continues to reflect satisfactory progress. Tons of coal mined show an increase of 5.551 tons in the second quarter, as compared with the first. Steel ingots and finished steel forgings showed a large increase of 33,683 tons. Comparisons with the first quarter are as follows:

	2nd Q'ter	1st Q'ter	Inc.
Tons, coal ..	152,076	146,525	5,551
Tons, ore ..	14,238	12,177	2,061
Limestone ..	20,896	21,074	x178
Tons, coke ..	25,784	25,555	329
Tons, iron ..	21,971	21,103	868
Steel ingots	33,377	28,598	33,683
Finished steel	28,904	.....	.....

xDecrease.

WORLD'S COPPER PRODUCTION

The "Pester Lloyd" in a recent issue reports that the world's production of copper during 1916 amounted to 1,396,600 tons (1 ton = 2,235 pounds) as compared with 1,061,300 tons in 1915, 923,909 tons in 1914, and 1,066,000 tons in 1913. Of the 1916 production, 880,880 tons are credited to the United States (556,000 tons in 1913). Next in importance ranks Japan with 90,000 tons, followed by Chile with 66,500 tons, and Mexico with 55,100 tons.

MR. CROTHERS SHOULD RESIGN

The Department of Labor, states "The Financial Post," has seriously bungled the inquiry as to the cost of living in relation to the packing industry. The Minister admits it. Following is a passage between Mr. Crothers and Mr. Pugsley, as quoted from Hansard:

Mr. Crothers—"I admit frankly that it would have been better to have had an investigation by an expert accountant first."

Mr. Pugsley.—"Perhaps it would have been better, is a mild way of saying that it was a grievous mistake."

Mr. Crothers.— "Characterize it as you please."

The damage which has been done to the reputation of Mr. Flavelle and the William Davies is almost beyond repair. Even in dollars it will cost the company thousands to re-establish itself with the public. Mr. Crothers must shoulder the responsibility. There is good reason under the circumstances why he should resign and make way for an abler man. We predict that his tenure of office will be short in any event.

Rails for Hudson Bay Line

Sir James Lougheed, replying to Hon. Mr. Casgrain in the Senate as to the situation regarding rails for military and other purposes, stated that the Algoma Steel Company had been under contract since July, 1916, to roll rails for ninety-two miles of road for the Hudson Bay line, but that it was doubtful whether the company could secure the steel to do so owing to the fact that the Imperial Munitions Board were taking supplies for the manufacture of munitions.

PICNIC OF WHITE'S LTD.

The annual picnic of Whites Limited, Wholesale Hardware and Metal, was held Saturday afternoon at Telfers' Point, when all the members of the staff, together with their families, were present, the picnic grounds and weather being ideal. A most enjoyable time was spent by all.

CANADIAN TRADE CORPORATION IN A BROAD FIELD

Idea to Secure and Finance Orders for Export Products

In view of the interest being taken by the business and investing public in the matter of trade after the war, considerable attention has been attracted by the recommendation of the special committee of the Senate on conservation of Canadian trade that there be established in Canada a Canadian Trade Corporation. The idea follows along the lines of the organization which has recently been formed in England known as the British Trade Corporation, being the outgrowth of the proposal for the establishment of a British trade bank.

According to the report of the Senate Committee, the idea is to secure orders for overseas trade, to replace in part the great volume of orders that during the war have been received for munitions and supplies, and to finance large overseas contracts along the lines of the British organization, which proposes:

(a) To afford advice and financial assistance to British commercial and industrial undertakings and generally to further the development of British trade, industry and commerce.

(b) To assist in obtaining orders from abroad for British manufacturers and traders, and to grant financial facilities for the executive of such orders.

(c) To acquaint themselves with the conditions of trade and with the business requirements of all countries of the world and to enter into banking arrangements with such countries with colonial and British foreign banks, or where necessary to open up branches in such countries.

(d) To establish, equip and maintain information bureaus in close touch with the Department of Commercial Intelligences of the Board of Trade for furnishing British merchants or manufacturers and the business community generally with reliable data and information upon openings for trade, new contracts, state and other loan and issue proposals, and generally upon all matters relating to foreign trade and business, and to undertake the examination of industrial projects.

(e) To act as an agent for carrying through overseas commercial and financial transactions in which His Majesty's Government may be interested and to receive official recognition and assistance.

The committee explains that it has ascertained that some of the chartered banks and leading industrial and commercial companies and individuals are willing to favorably consider undertaking the organization and operation of a Canadian corporation, and it is intimated that a Government subsidy would be in order.

TAKE 75 PER CENT.

Press despatches from Melbourne, Australia, state that the Australian government on the second reading of the war-time profits tax bill, announced that the tax would be fifty per cent. for the year ending June 30, 1916, and 75 per cent. after that date. The tax would be levied on excess profits during the war, compared with profits before the war. Exemptions include agriculture, fruit-growing, dairying and allied businesses.

LONDON HARDWAREMEN PICNIC

(Continued from page 35.)

had charge of the picnic:

Prize Committee. — B. Chalk, E. B. Ryan, and R. Cotton.

Baseball.—(East End *vs.* West End) N. Baiden, captain, East End; J. E. Booth, captain, West End.

Race Starters. — N. Baiden, Frank Jackson, O. Morrison (chief).

Race Judges.—Sam Thompson (chief), S. Pearsall, J. Hewitson.

Clerk of Awards.—Thos. Wright.

Prize Clerk.—Jno. Caslor.

WHAT OTHER PAPERS SAY

STRIKING AT THE PARASITE.

From *The Iron Trade Review.*

Effective blows are being struck by American industry in solidly welding together the strained links of patriotism of the nation's foreign-born population. Efficacious plans have been evolved by many manufacturers in arousing the alien mind to the importance of a unified English-speaking citizenry of native and foreign born. An Americanization plan conducted by an eastern manufacturer, that has received warm commendation, included a survey of the personnel of the entire organization; a letter to each alien, in an endeavor to stimulate his initiative to a formal application for citizenship; a personal explanation from laggards, and finally, classes in the fundamentals of English and citizenship, followed by personal help in aiding aliens to apply for naturalization papers. Other manufacturers have approached the problem from a different angle by holding patriotic exercises of various sorts and by otherwise stimulating patriotic sentiment by means of bulletins or communications published in the native tongue of alien employes. Convincing proof of the practicability of American ideals is found in the employment of a housing expert, by a corporation in the middle west, for the solution of the housing problem of those of foreign extraction. The splendid work of the iron and steel and other manufacturers in instructing the foreign-born in the true significance of citizenship should in time be effective in wiping out the parasite that has lived on the organism of American industry, claiming a home on foreign shores and an allegiance to a foreign flag.

THE U. S. AND US.

From The Metal Bulletin, London, Eng.

"It is a matter for thankfulness that the United States, in regarding its commercial position for the energetic prosecution of the war, shows every indication of avoiding certain methods in full operation here, which threaten to weaken the nation's financial ability to carry out its supreme task. The appointment by the United States Government of committees, each consisting of a number of leading business men in the "war trades," to deal with all matters falling within their respective spheres of action, as already notified in our columns, should ensure reasonable if not sympathetic treatment for the trades concerned, and at the same time make for business-like methods of procedure by eliminating red tape and officialdom. These are the great stumbling blocks here."

PARTNERSHIP OF WAR AND BUSINESS.

From *Hardware Age.*

There is a widespread impression throughout this country to the effect that war and business prosperity are deadly enemies. Statistics gleaned from the records of our great Civil War would to some extent bear out this impression. However, as a matter of fact, the present war, instead of being antagonistic to business prosperity in America, has turned out to be almost a friend and partner.

This phase of the situation is very forcibly brought to our attention in the various agency reports covering the business failures during the first six months of the present year. For example, Dun's report shows a smaller number of failures during that period than for any similar period since 1911. The liabilities are also shown to have the smallest total since 1906. Since lack of business prosperity is invariably marked by an increased number of failures, it is apparent that business is on the upgrade.

This report would, perhaps, prove but little, were it not for the fact that similar figures, covering business failures in Canada, shows a like gratifying situation. Reliable reports show that our northern neighbor has had fewer business failures since January first of this year than for the first half of any year in the past decade. It also shows that the liabilities have a correspondingly smaller total.

Using these figures as a basis, it would seem that business has actually grown larger and stronger through the impetus given it by the war. Naturally the readjustments incident to the actual entry of the United States into the conflict have been less drastic than those which followed the beginning of hostilities three years ago. As a matter of fact, this country was fully half-way on a war basis at the time a state of war was declared to exist.

ISN'T IT SO?

Those concerns that now are remembered by the trade as advertisers "before the war," will be lucky to be remembered at all, after the war and its tremendous psychological stress that is crowding out of mind everything that is not in regular, continuous evdence.

It is easier to pay advertising bills during prosperity than to pay them during the period of reaction, when advertising is absolutely necessary; and it is a hard and humiliating task for a concern to find itself obliged to double and re-double its former advertising efforts in order to recoup its loss of the trade's acquaintance and confidence and good will and patronage that it suffered when times were so prosperous that it was thought safe or even "wise" to ignore the general trade that is accustomed to and invited to look in the trade journal for the regular announcements of the representative concerns that, whatever their special contrasts or handsome profits during war time, depend in the long run, year in and year out, upon the confidence and good will and patronage of the general trade.

HAZARDS IN STORAGE OF OILS AND PAINTS.

From *American Artisan and Hardware Record*

In connection with their business, many retail hardware dealers handle lubricating oils, paints or paint oils. These naturally bring about a decided fire hazard, which too often is underestimated and overlooked until the damage has been done. The careless storage of these oils tends to soak the floors, walls and fixtures with the highly-inflammatory liquid, and the debris scattered on the floor often starts a fire by spontaneous combustion. In other cases, spontaneous combustion takes place in clothes or waste rags which have come in contact with the oils and have not been sufficiently aired.

Very often the retailer who sells lubricating oils, paints or paint oils keeps them in some corner or in the back room and possibly in the basement. His object is to put the containers where they will not be seen by the customers, and in so doing, he generally gets them in the most poorly lighted and ventilated place in the building. It is always dangerous to store these oils in dark corners or in places that are not properly ventilated, and many disastrous fires can be traced to this practice.

OUR JEALOUSY OF SUCCESS.

From *The Financial Post.*

Few of us like the successful men or women. We are jealous of them. We applaud and follow any demagogue who attacks them. Big corporations are particularly objects of attack. Radical persons and newspapers make them the scapegoats of most of the political sins they have not been able to load on anyone else.

We don't stop to think how valuable to the nation are the services of these successful men and corporations.

John H. Patterson gave years of terrifically hard work to the development of the Cash Register. It was a new thing. It had to be forced upon the buyer. He worked so hard that when the public recognized that the Register was of some value, and he had an organization built up, Mr. Patterson was a physical wreck. He was a suffering invalid for several years. Doctors gave him up. Then he studied himself as he did his business. Recovering, he had not been long at work again until a group of envious demagogues got after him, and wanted to put him in jail. He was too successful. While he was under indictment, came the Ohio flood. Everybody was crying for someone to do something. The demagogues were appealed to. They waved their hands frantically, but could do nothing. People were drowning and starving, and still they did nothing. Finally, some big business men in Ohio said, "The only man for the place, the only man who knows how to organize in a big way, and direct big efforts, is John H. Patterson." They sent for John. Instantly, things began to happen. Drowning, starving people, secured relief. Patterson's capacities for organization and intelligent direction had done things where every one else had failed. The people stopped listening to the demagogues. They were ashamed, and there was no one to press the indictment.

No institution has been more violently or unjustly attacked by politicians, demagogues, labor leaders than the Railways of the United States, but when war came and the United States was in trouble, the first man the President called upon was Daniel Willard, the President of the Baltimore and Ohio Railroad, and one of the ablest railroad men in the world. Two or three newspapers recently drew attention to the public-spirited work the railroads are doing and in reply to an enquiry, Mr. Willard wrote as follows:

"I doubt if the people generally understand or appreciate what the railroads are trying to do at the present time. So far as I know, the railroads in this country afford the only instance where the owners of private property have voluntarily subordinated their personal interests to the requirements of the nation for the period of the war. Others may be willing to do so, others may intend to do so, but so far as I know the railroads up to the present time are the only ones who have actually done so."

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

There has been a steadily upward tendency in hardware markets during the week with numerous changes in lines that are important commodities of the hardware trade. Scales are now sold at a new list and discount. Eye augers, pinchers and hoof parers, hooks and staples, wrought staples, toe caulks, curry combs, sleighs, padlocks, lantern globes, horse-clippers and sheep-shearing machines, automatic grinders, are among the lines in which changes in an upward direction have been made. One large manufacturer of saws announced a general advance ranging from 10 to 15 per cent., including hand saws, compass saws, pruning saws, butcher saws, bucksaws and cross-cut saws. Plastering, brick and pointing trowels have also been advanced. All hickory, ash, maple and oak handles have been advanced, following higher prices that were recently announced on these lines. Carpet sweepers and step-ladders are also two important lines that have been moved to higher levels.

In the steel and iron market there has been a tendency to mark time during the week, waiting to see what the report of the Federal Trade Commission would be with respect to costs of production and fair margins. Ingot metals were in stronger tone with slightly higher prices on some commodities. Linseed oil was in very firm market with considerably higher prices recorded. Business has been seasonably good. Many travelers of wholesale houses are now taking their vacation and business is expected to be lighter for the next two or three weeks.

MONTREAL MARKETS

MONTREAL, August 1. — The markets show still many important changes in prices, and nearly all advances. Hammers have advanced. Harvest tools, scythes, handles, anvil tools, several lines of butts, and heavy and light T and strap hinges. Some shelf goods lines show advances, and there is general firmness in all lines of hardware. Activity in business is becoming evident in sporting lines, ammunition etc. While the excessively hot weather—record heat during the day of writing—has had some effect on business according to all reports, still there is really an exceptional volume of business being done for the season, and with many men on holidays and staffs short in any case owing to the war's call on men, the conditions are fairly strenuous.

Shelf Goods And Heavies Advanced

Montreal.

SHELF GOODS, ETC. — In shelf goods there have not been quite as many important changes as usual but several very interesting lines have advanced, and the heavies show some advances of interest also.

Screen Cloth Up

Black screen cloth in advanced, and is now $3.25 per 100 square feet.

Pressed Spikes Up

Pressed spikes or ship spikes have advanced, ⅜ inch size and larger are $7.50 base per 100 lbs.; ¼ inch and 5/16 are $8.00 base per 100 lbs.

Railroad Spikes Up

Railroad spikes ⅜ in. and larger are now $7.00 base per 100 lbs., and ¼ and 5/16 are $7.65 base.

Hinges Have Advanced

Light T, light strap, and heavy T, and heavy strap hinges have advanced to 20 and 2½ off list. Hinge hasps No. 67 are now 15 per cent. off, and chest hinges 820 and 910 are 12½ off.

Wrought Butts Up

Wrought butts No. 800 are 2½ per cent. off list; Nos. 838 and 840 are 5 per cent. off; No. 804 is 15 per cent. off, and 802 and 844 are 5 per cent. off. Table butts 810 and 814 are net list.

Ball Bearing Butts Up

Ball bearing butts have also advanced 241 A x 3½ are $1.25 per pair; 4 inch $1.35; 4½, $1.65; 5 inch, $1.80; 6 inch, $2.60 per pair. Antique copper, 241 D2 x 3½ are $1.30 pr. x 4, $1.40 x 4½ are $1.70 x 5 $1.85, and by 6 inches $2.65 a pair.

Hammers Have Advanced

A twenty per cent. advance in hammers is recorded. This affects all lines of hammers, nail and heavy hammers. Here are some interesting prices: Machinists' hammers, ball-pein, B/00, $9.00 doz., B/0, $9.00; B/1, $9.50, B/2, $10.20, B/3, $10.90, B/4, $11.75, B/5, $12.50, B/6 $13.20, B/8 $15.00 per doz.

Sledge Hammers

Sledge hammers, Nos. 45, 46, 47, 48 are $17.50 per 100 lbs., No. 60 x 2-2½ lbs. are $25.00 per 100 lbs. No. 60 x 3 to 5 lbs. $22.50 per 100 lbs.; No. 54 x 3/5 lbs., $22.50; No. 54 over 5 lbs, $20.00; No. 58 x 1/3 lbs., $25.00; No. 56, $25.00; Nos. 67-68, $22.50; No. 65, $17.75; No. 50 x 3/5 lbs., $22.50, x 5½-10 lbs. $20.00; No. 51, $20.00; No. 56, 3/5 lbs. $20.00, 5½-10, $17.50; No. 57, 3/5 lbs., $20.00, and 5½ to 10 lbs., $17.50 per 100 lbs.

Myers Putz Cream Again

Myers Putz cream has advanced still further according to the following prices No. 10 is $1.00 doz.; No. 12, $1.20; No. 14, $1.80; No. 16, $3.30; No. 18, $5.60; No. 20, $9.00; No. 22, $16.00 and silver putz is $1.80 per dozen.

Anvil Tools Up

Anvil tools are now 37½ cents per lb. These were formerly 25 cents per lb.

Harvest Tools And Scythes Advanced

Montreal.

SCYTHES, HARVEST TOOLS.—Harvest tools have advanced and are now twenty-five per cent. off list. This includes hayforks, rakes, hoes, manure forks, and similar goods. Scythes have advanced by fifty cents a dozen. Following prices prevail. Clipper, $10.50; concaves, $11.50; lance, $9.50; meadow queen, $8.50; cradle scythe 0 x 44, $12.50;; harvest king, $14.00; and silver steel, $13.50 per dozen. Grain cradle complete now, $51.00 per dozen. All handles for tools such as axes, forks, etc., have advanced and are now 40 per cent. off list for every handle made of hickory or ash. All other qualities of handles of other woods are 45 per cent. off.

Horse-Clippers And Sheep-Shearers Up

Montreal.

HORSE-CLIPPERS, ETC.—Advances on horse-clippers, and sheep shearing appliances were predicted last week in HARDWARE AND METAL, (Toronto Report), and following new prices are made known this week in Montreal. Stewart horse-clipper, No. 1, $11.00 list; No. 2, $17.00 llist; sheep clipper, No. 8, $13.25; No. 9, $17.00. Sheep shearer attachment, $12.00; horse clipping attachment, $8.00; grinders, No. 11, $6.00, (automatic), No. 12, $12.00. All above less 25 per cent.

Bamboo Fishing Rods Costing More Now

Montreal.

BAMBOO FISH-POLES. — Higher prices are quoted now on bamboo fish poles, imported from Japan, and subject to higher freight rates etc. The 12 ft. length cost now $9.00 per hundred; 14 ft. $10.50; 16 ft., $12.00; 18 ft., $15.00; and 20 feet long, $18.00 per dozen.

Butchers' Knives Have Advanced

Montreal.

BUTCHERS KNIVES.—A line of steel goods which has altered in price upwards this week is butcher's knives. These are quoted as follows: Rodgers, 5 inch, $3.85 doz.; 5½ in., $4.25 doz.; 6 inch, $4.40 doz.; 6½ in., $4.90; 7 in., $5.65; 8 in., $6.80; 9 in., $8.40; 10 in., $9.70; 12 inch, $15.42 per doz.

Steady, Firm Market For Nails And Wire

Montreal.

NAILS, WIRE, ETC.—There are no announced changes upwards in the prices of nails or wire at present in Montreal. Nails, standard steel wire, are still quoted at $5.50 base, and cut nails $5.75. The market maintains all its firmness of late in spite of quieter times as to demand temporarily during the sultry season.

American Cokes Higher In Price

Montreal.

SHEETS, PLATES, ETC.—The scantiness of supply of sheets and plates is still the main feature of the market for these. Black sheets have not advanced this week, but there have been marked firming tendencies in tin-plate. American cokes (Bessemer steel) 14 x 20 I.C. base is now $16.00 in place of the former $13.75, and the double box 20 x 28 I.C. is $32.00 instead of $27.50. Dominion crown double-coated tissue is correspondingly higher, but the prices for this are still nominal as supplies are so exceedingly scarce. One firm of wholesalers brings their prices for Queen's head galvanized sheets into line with the market, but has only a few sizes to dispose of 24 gauge in case lots $12.50, 26 gauge, $12.75, and 28 gauge, $13.00. For less than case lots add 25 cents per 100 lbs.

	Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Rope Market Firm; Demand From Farms

Montreal.

ROPE, CORDAGE. — Conditions of market as to rope keep steadily firm. The raw materials sisal, and Manila are no easier to get, and their market tends always to higher. The soft fibres are also steadily advancing, and hemp is higher priced to the manufacturers of ropes and twines, etc. While there have been no advances in the products as yet, and business is at a quiet stage higher prices may be expected towards the fall. Manila remains at 37 cents basis sisal and lathyarn 26½c basis. There has been noted a good demand for rope for haying and agricultural purposes. This demand is keeping up well according to reports. Prices on other lines are shown in current quotations.

Lead Products Have Advanced Decidedly

Montreal.

LEAD PRODUCTS. — Prices of lead pipe and the discount on lead traps and bends will be found firmer this week. Although the market for lead has had a dull spell, there is now a firmer trend, and greater firmness in the manufactured products is looked for. Demand is not heavy at present, but business is being done in spite of hot weather influences on commercial conditions at present. Lead sheets, and the solders remain as quoted last week, but there is a firmer tendency in lead sheets, and if the metal goes higher these will advance further.

Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.16	....
Lead sheets, 3 lbs. sq. ft.	0.16¾	....
Lead sheets, 3½ lbs. sq. ft.	0.16¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.16½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Gasoline And Coal Oil Still Steady

Montreal.

GASOLINE, COAL OIL.—In view of the fact that consumption of crude oil is really ahead of production, and only large reserve stocks have been helping the situation out, there is a very firm undertone to the market for the products of the crude oil. Gasoline is unchanged in price at 32½ cents this week. Royalite coal oil is quoted at 20 cents and Palacine at 17 cents still this week, and there was no hint given of advances in the offering. But a probability is that there may be some regulation of the consumption of gasoline in pleasure vehicles. This is a measure being mooted on economical grounds. When it takes more definite form advances in price of crude oil products may be near as this will indicate that shortages are developing in crude oil supply.

Iron And Steel Firm; Unchanged

Montreal.

IRON AND STEEL.—While the market presents all the accustomed firmness, and there is little idea of weakening in any respect, prices of the principal lines of iron and steel have not altered during the present week in Montreal. Several important lines of iron and steel goods have been advancing in price showing the effects of market shortages in this line upon production. Quotations are as under.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Quiet Spell In The Stove And Range Line

Montreal.

STOVES, ENAMELLED WARE.—This is a quiet period in the market for stoves, demand being in fact at its dullest owing to continued hot weather. There has been a good distribution of gas, electric, and coal oil stoves this summer, and the outlook for fall is towards firm stove and range prices for production cannot be as abundant as formerly. Enamelled and galvanized ware is in fair demand and steady market following the recent advances. Prices are given in current quotations.

Old Metals Show Improving Market

Montreal.

OLD METALS.—There is a slightly better tone in some of the old metals this week. An advance of two cents a pound is recorded in old brass—red brass. This now quotes at 22 cents. Light brass is up a cent to 9½ cents. Heavy copper is up a cent to 24 cents. Stove plate has advanced also to $20 per ton instead of $18.00. Auto tires are worth more, 0.6½ cents a pound instead of 0.05¾, and the only decline noted is in scrap zinc which is worth 0.06 cents a pound instead of 0.06¾. The market for the old metal is improved by the tone of the metal markets generally, and though there is not a very brisk demand just at present except where the supplies can be used in munitions, good business in old materials is looked for towards fall.

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09¾	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06½	.....

Metal Markets Show Stronger Tendency

Montreal.

INGOT METALS.—There is a little better tone to the metal markets. Not that demand has increased at all, but holders of the metals are maintaining prices more firmly anticipating a sure return of demand.

Tin Stronger

TIN.—The market for tin is stronger and the note from London is firmer. From 64 to 65 cents is quoted.

Copper Firmer

COPPER.—Quite a stronger tone is found in copper, and 35 cents is quoted. Larger quantities might find quotations a shade lower.

Lead Decidedly Firm

LEAD.—Holders of lead are indifferent as to demand at present and confident. This is giving a stronger tone to the market, and 15 cents is quoted.

Spelter Firmer

SPELTER.—There is a stronger tone to spelter, but it has not yet affected quotations which are still at 11 to 12 cents.

Antimony Quiet.

ANTIMONY.—The market for antimony is quiet, and 20 cents is quoted, but the outlook is for firmer market.

Aluminum Dull

ALUMINUM.—Dullness still characterises the market for aluminum, and 63 cents is quoted for this metal.

TORONTO MARKETS

TORONTO, Aug. 2.—There has been a steadily upward movement in hardware prices during the week, being quite numerous and comprising a number of important lines. Scales have been advanced. Eye augers, pinchers and hoof parers, grass catchers, hooks and staples, wrought staples, shaving soap, toe calks, sleighs, lantern globes, padlocks, horse clippers, sheep shearing machines, grinders, all kinds of saws, including crosscut and bucksaws, carpet sweepers, are among the lines to register new and higher prices. All hickory, ash, maple, oak and other handles, together with neck yokes, whiffletrees and doubletrees, have been increased. Travellers for some of the houses are now off on their vacation. Business generally is somewhat quiet, due to the midsummer holiday period.

New List And Discount On Scales

Toronto.

SCALES.—Scale manufacturers have adopted a new selling list price, together with change of discount. The discount off the new list is to be 20 per cent. At the time of writing the list prices were not obtainable, but are expected to be available in the near future. The reason for the advanced prices is given as the increased cost of raw materials, together with higher labor charges. Scales are reported in very good demand, due to the fact that all schools of the province are now required to have one set as part of their equipment.

Eye Augers Have Advanced 10%

Toronto.

AUGERS.—Eye augers have been advanced approximately 10 per cent. during the week by the changing of the discount from 30 per cent. to 25 per cent. off list. Following are the list prices on eye augers:—1-inch, $15 per dozen; 1¼-inch, $19 per dozen; 1½-inch, $22.75 dozen; 2-inch, $30 per dozen; 2½-inch, $48 per dozen. Above prices are subject to a discount of 25 per cent.

Pinchers And Hoof Parers Marked Higher

Toronto.

PINCHERS, PARERS.—New list prices have been issued on Heller Bros. pinchers and hoof parers, which provide for substantial advances. On pinchers the following net prices prevail:—12-inch, $8.50 per dozen; 14-inch, $24.50 per dozen. Hoof parers are quoted as follows:—12-inch, $24.50 per dozen net; 14-inch, $29.50 per dozen net.

NEW PRICES ON CARPET SWEEPERS.

	Bissell's Doz.
American Queen, nic'd trim., ball bearing	$39.00
Boudoir, nic'd trim., ball bearing	36.00
Club, nic'd trim., "Cyco" bearing	82.00
Champion, nic'd trim	30.00
Champion, Jap'd trim.	27.00
Crystal, nic'd trim., B.B.	52.00
Elite, nic'd trim., B.B.	41.00
Grand, nic'd trim., B.B.	52.00
Grand, nic'd trim., B.B.	48.00
Grand Rapids, nic'd trim., B.B.	36.00
Grand Rapids, Jap'd trim., B.B.	32.00
Hall, nic'd trim., "Cyco" bearing	90.00
Parlor Queen, nic'd trim., B.B.	42.00
Princess, nic'd trim., B.B.	37.00
Standard, nic'd trim.	32.00
Standard, Jap'd trim.	29.00
Universal, nic'd trim., "Cyco" bear.	34.00
Universal, Jap'd trim., "Cyco" bear.	30.00

F.o.b. Toronto.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81.00
Household, Jap'd trim.	67.00
Superba, nic'd trim.	96.00

F.o.b. Toronto.

Hooks And Staples And Wrought Staples Up

Toronto.

HOOKS, STAPLES.—An advance of 10 per cent. was made effective on hooks and staples and wrought staples during the week. For hooks and staples the following net prices prevail:—¼-inch by 4-inch, $5.75 per gross; ¼-inch by 5-inch, $5.95 per gross; 5-16-inch by 5-inch, $7.50 per gross; 5-16-inch by 6-inch, $8.95 per gross. Net prices on wrought staples are as follows:—1-inch, 70c per gross; 1¼-inch, 70c per gross; 1½-inch, 75c gross; 2-inch, $1 per gross; 2½-inch, $1.35; 3-inch, $1.75; 3½-inch, $1.95; 4-inch, $2.50 per gross.

Grass Catchers And Extra Dies Higher

Toronto.

GRASS CATCHERS, DIES.—An advance of $1 per dozen has been made in the price of Easy Emptying grass catchers, which now makes the net selling price $15 per dozen. Bulldog extra dies for stocks and dies have been increased in price by the changing of the price to 45 per cent. advance on list.

Barbers' Soap Higher

Colgate, Williams and Quick and Easy lines of shaving soap have been moved to higher levels, the selling price for all three brands now being 70c per pound in bars.

Toe Caulks Increased

Toe caulks have been advanced in price, Nos. 0, 1 and 2 and larger now selling at $2.90 per doz. for both sharp and blunt.

Curry Combs Also Up

Higher prices have been named on Eclipse curry combs, the new selling price being $2.60 per dozen.

Sleighs, Lantern Globes And Padlocks All Higher

Toronto.

SLEIGHS, PADLOCKS, GLOBES.—A change in the list price of sleighs has been made effective, which provides for a 10 to 15 per cent. increase on the net prices. Lantern globes is another of the advances to be recorded during the week, and are now selling at $1.10 per doz. for both short and ordinary sizes. The former price was from 90c to $1. Another advance has also been recorded on padlocks, amounting to 10 per cent. There has been a series of advances in this line within recent weeks.

New Prices On Horse Clippers And Shearers

Toronto.

CLIPPERS, SHEARING MACHINES.—As announced last week, an advance has been made in Chicago horse clippers and sheep shearing machines. Chicago horse clipper, No. 1 BB, is now quoted at $11; No. 2 horse clipper, $17 each. Stewart New Model sheep shearing machine is now quoted at $17; No. 8 at $13.25, and No. 9, with ball bearing, at $17. Automatic grinders are now quoted

at $12; No. 2 automatic grinders at $20, and No. 11 automatic grinder at $20; No. 11 grinder is quoted at $6. Combination horse clipper and sheep shearing machine is now quoted at $22, and No. 6 combination horse clipper and sheep shearer at $25. The sheep shearing attachment for Nos. 1 and 2 horse clipper is sold at $12, while the horse-clipping attachment for the sheep shearing machine is quoted at $8. Horse-clipper knife and handle complete are now quoted at $4.25. All of the above prices are subject to a discount of 25 per cent.

Saws And Trowels Advance 10 To 15%

Toronto.

SAWS, TROWELS.—As intimated in these columns last week, that there was a strong probability that saws of all kinds would advance, such advance has been put into effect during the week. On Disston brand goods the advance amounts to 12½ to 15 per cent. on all hand saws, back saws, compass saws, pruning saws and butcher saws. Plastering, brick and pointing trowels have also been advanced a similar amount. Bucksaws and cross-cut saws of Disston brand have been increased in price 10 per cent.

All Handles Again Advance 10 Per Cent.

Toronto.

HANDLES.—Following the advance announced within recent weeks off new list prices and discounts on handles of all descriptions, a further advance, amounting from 10 to 15 per cent., has been made effective during the week. All hickory handles, neck yokes, whiffletrees and doubletrees that were formerly quoted at 45 per cent. off list, have now been advanced to 40 per cent. off list. All ash, maple, oak and other kinds of wood handles have been advanced from 50 per cent. off list to 45 per cent. off list. Latter discount also applies to neck yokes, whiffletrees and doubletrees of ash, maple and oak or other woods.

Carpet Sweepers Go Up 15 To 20 Per Cent.

Toronto.

CARPET SWEEPERS.—An advance ranging from 15 per cent. on some lines to 20 per cent. on others has been made on all Bissell carpet sweepers. Grand Rapids, japanned finish, that formerly sold for $28 per dozen, are now quoted at $32 per dozen, while the nickel-plated finish is quoted at $36, the former price being $31 per dozen. Complete new prices of the various lines will be found in panel form elsewhere.

Step Ladders Up 1c To 10c Per Foot

Toronto.

STEP LADDERS.—Higher prices have been made effective on step ladders of various kinds, the increase ranging in price from 1c to 10c per foot. Following are the prices: Crescent, 19c per foot; Household, 15c per foot; Standard, 21c per foot, the foregoing all representing an increase of 1c per foot. Electrician has been advanced to 30c per foot, an increase of 4c; Heavy Duty to 50c per foot, an increase of 3c; Extension to 35c per foot, an advance of 10c.

Prices on other makes of ladders are as follows:

Shelf Lock Step Ladders, 16c per ft.; Ontario, 21c ft.; Faultless, 24c ft.; Mechanic, 31c ft.; Hercules, 28c ft.; Perfect, 26c ft.; Faultless, extra heavy, 29c ft.; Hercules, extra heavy, 33c ft.; Mechanic, 36c ft.

Common and Roped Extension—20 to 32 ft., 19c ft.; 34 to 44 ft., 21c ft.; 46 to 60 ft., 31c ft.

Single and Fruit Picking—8 to 16 ft., 15c ft.; 18 to 22 ft., 16c ft.

Bakeboards, Skirt And Washboards Higher

Toronto.

BOARDS.—Higher prices have been made effective on bakeboards as follows: No. 1, 18 x 24 in., $7.35 per dozen; No. 2, 18 x 28 in., $7.95 per dozen; No. 3, 20 x 30 in., $8.55 per dozen. Skirt boards are now priced as follows: No. 1, 10 x 54 in., $7.50 per dozen; No. 2, 12 x 60 in., $8.50 per dozen; No. 3, 14 x 60 in., $9.50 per dozen. Washboards of various brands have been advanced to the following prices: Royal Globe, zinc, $4.25 per doz.; Solid Back, zinc, $4.75 dozen; Queen City, tin face, $3.15 dozen; Prairie Queen, tin face, $3.50 dozen; Waverly, tin face, $3.25 dozen; Glass Globe, $5 per dozen.

Gasoline Market One Of Strength

Toronto.

GASOLINE, COAL OIL.—There is a firm market in gasoline and coal oil, and although prices have not been changed, there is an inclination to look for higher prices. Heavy consumption still keeps up, which is far outrunning production, taken the world over. In New York State an advance of 2c per gallon was recently recorded, and there are speculations that 30c gasoline is not improbable in that territory before the end of the year. With gasoline selling as high as 30c per gallon in the United States, the Canadian product would need to sell at 36c per gallon to be on a par, when the difference in size between the Imperial gallon of Canada and the wine gallon of the United States is considered. There is a disposition to wait and see what the United States Government intends to do with respect to price regulation. Locally the price is 31½c to 32c per gallon, with benzine at 30½c and 31c. Coal oil, lubricating oilsl and fuel oil remain unchanged, at prices given in current quotations.

Halting Tendency In Sheets And Plates

Toronto.

SHEETS, PLATES.—There has been a tendency for the market on sheets and plates to show a halting tendency with respect to advancing prices. Demand is somewhat quiet with the midsummer period and Canadian dealers are anxiously waiting to see what is going to turn up in the way of prices in the United States steel and iron market. One concern reports they have some six or eight cars of galvanized sheets on the way. There is a brisk demand for these on orders that were booked quite a while ago. Local dealers are not pressing for sales, as old orders on galvanized sheets are quite sufficient to take up arrivals. Prices remained unchanged during the week.

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$.....	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gaug	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.		$12 00
U.S. 28		11 70
U.S. 26		11 40
22 and 24		11 25
18 and 20		11 10
16		10 95
14		10 85

F.o.b. Hamilton, Toronto.

Waiting Market On Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There is a waiting market on corrugated sheets, dealers in some instances preferring to leave their prices open. Interest is centred in the situation in the United States, where a minimum price for iron and steel seems to be a probability. Local dealers point out that even if a minimum price is established it will not really affect the local situation, as it is impossible to get delivery on further orders from the mills on galvanized sheets for the balance of the present year. The market on conductor pipe, eavetrough, metallic roofing, metal shingles and metal siding continues in a firm position, with no price changes recorded during the week. It is pointed out that conductor pipe and eavetrough at present prices are being sold for about the price of the plain galvanized sheets.

	Galvanized Per 100 Sq. Feet	Painted Per 100 Sq. Feet
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Prices On Steel And Iron Expected Soon

Toronto.

STEEL AND IRON.—Conditions in the steel market are pretty much at a deadlock so far as the primary markets are concerned. Mills are content to do business on memorandum until the Federal Trade Commission has come to some decision with respect to prices that should be charged. It is expected some conclusion will be reached during the present week. Locally the demand for iron and steel is light, with prices unchanged from last week.

Toronto.		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Held In Stationary Market

Toronto.

BOILER TUBES.—There was a tendency to mark time in the prices on boiler tubes during the week. Demand is not heavy at present, and dealers evince an aversion to advancing prices as long as present prices can be maintained in order that demand may not be shut off entirely.

	Per 100 feet. Cold Drawn.	Lapweld.
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead And Zinc Products Hold Steady

Toronto.

LEAD AND ZINC PRODUCTS.—There was a steadiness in the market for lead and zinc products during the week. In the primary pig lead market there was a tendency to advance during the week on any buying activity. Locally the demand is keeping up fairly well.

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 41½	....
Solder, commercial, lb.	0 40	....
Solder, wiping, lb.	0 40	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Heavy Lead Pipe And Zinc Easier

Toronto.

OLD MATERIALS.—There is an easier tendency in old heavy lead pipe and heavy zinc during the week, the former being quoted down ¼c per pound and the latter ½c pound down. Light brass shows a firmer tendency, with prices ranging from 9½c to 10c per pound in prices being paid by dealers. Stove plate is also in firmer tone, an advance of 1c per pound having been recorded. Auto tires are lower at 6c. There is not much demand for domestic materials, but those used in munitions, such as brass and copper and steel are having a good demand. Dealers anticipate there will be a better demand all around in the near future, and that prices accordingly may be firmer. There is still large quantities of old materials being offered.

Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.10¾	.....
Yellow brass	0.14¾	0.15
Red brass	0.22	.....
Light brass	0.09½	0.10
Heavy zinc	....	0.07½
Heavy copper	0.25	0.26
Old cast iron, per ton	....	25.00
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.06
Bicycle tires	0.03½	.....

Demand For Gas Stoves And Oil Stoves Continues

Toronto.

STOVES, ENAMELWARE.—There is a continued good demand for gas stoves and oil stoves, with a shortage in some sizes of oil stoves and ovens. Electric ranges are in good demand also, with deliveries behind time, due in large measure to inability of manufacturers to secure some parts. Prices of these various lines are all in firm market, though unchanged during the week. Enamelware remained steady in price at advances recently recorded.

Cordage Trade In Period Of Quietness

Toronto.

CORDAGE.—There is a period of trade quietness in cordage lines at present due to the midsummer dullness in all lines. Hayfork rope for sorting has not yet started to go out in any large volume but as the harvest progresses increased inquiry is expected to develop. Binder twine prices held steady and those closely in touch with the situation anticipate there will be no change for the balance of the present season. Fairly heavy arrivals of Manila fibre from the far East have put the American manufacturers in a safe state of mind. Sisal fibre continued to hold its own at high prices and sisal rope is in firm position accordingly. Prices on rope and binder twine will be found in current quotations.

Ingot Metals Were In Stronger Market

Toronto.

INGOT METALS.—There was a firmer tendency all along the line in ingot metals during the week with slight advances recorded in some commodities. A very fair business has been in progress during the week.

COPPER.—The market showed considerabel strength and prices advanced ½c. over last week, being quoted at 35½c. per pound for electrolytic and 34½c. for casting.

TIN. — Tin was in very strong but prices remained unchanged locally at 63c. per pound.

SPELTER. — There is a firm undertone to the market due to the fact that purchases have recently been made on behalf of the United States Government at prices 2c. over recent purchase. Locally the price of spelter is quoted at 11c.

LEAD.—There are evidences of greater strength in this market and prices remain at 13 to 13½c.

ANTIMONY.—Prices held steady during the week at 20c. per pound with a firm undertone.

ALUMINUM. — Prices are unchanged locally at 64c. per pound.

PIG IRON.—There is no change in the Canadian situation on pig iron, prices being still withdrawn.

Waste Paper Market May Improve Soon

Toronto.

WASTE PAPER.—While the waste paper market is still in a period of dullness and prices are low there is expectation that conditions may improve in the near future. Price paid for baled paper at present is on the basis of $5 per ton in Toronto and $7 per ton for outside points for paper delivered at the Toronto depot. Freight is paid by dealers on carload lots from outside points. Paper mills are undergoing repairs at the present time and are expected to get into operation in two or three week's time when the demand for waste paper is expected to be heavier and strength given to the market with possibly higher prices.

LONDON MARKETS

LONDON, August 1.—Price changes in hardware lines have been numerous during the past week all of which show a higher tendency. Hammocks, refrigerators, electric fans, lawn hose, Paris green and other summer lines are among the big sellers at this time of year. Business in this district continues seasonably good. A large number of travelers for wholesale houses and clerks are enjoying vacations at present. Collections have been good good during the week.

Window Glass And Nails Unchanged

London.

WINDOW GLASS, NAILS.—There is a fair sale of nails at present but prices have held steady, standard steel wire being quoted at $5.45 base and cut nails at $5.75 base. Window glass is still being quoted at 50 per cent. off list on single and double diamond and 40 per cent. discount on cut lights.

Carpet Sweepers Up $4 And $5 Dozen

London.

CARPET SWEEPERS.—Higher prices to the extent of $4 per dozen on japanned trimmings and $5 per dozen on nickel-plated finish Bissell carpet sweepers has been made effective during the week. Universal japanned is now quoted at $30 per dozen and nickel-plated at $34 per dozen. A complete price list will be found in panel form elsewhere in this issue.

Wood Handles And Harvest Tools Up

London.

HANDLES, HARVEST TOOLS.—Another advance has been recorded on the price of all handles. Second growth

hickory and ash are now quoted at 40 per cent. off list and all other handles are quoted at 45 per cent. off list. This is an advance ranging from 10 to 15 per cent. Harvest tools for present and spring booking are now quoted at 25 per cent. off list, which represents an advance.

Malleable Fittings Go Still Higher

London.

FITTINGS.—New and higher prices have been made effective on malleable fittings during the week, Class B in black now selling at 25c lb. and galvanized at 35c lb. Class C in black are quoted at 15½c lb. and for galvanized at 24c per pound. Bushings are quoted at 30 per cent. off list, unions at 40 per cent. discount and nipples at 40 per cent. off list.

Grass Hooks Have Advanced 50c Dozen

London.

GRASS HOOKS, HAY KNIVES, SCYTHES.—Higher prices have been made effective on grass hooks, hay knives and scythes. On grass hooks or reaping knives the increase amounts to 50c per dozen. New prices on Fox grass hooks are as follows: No. 2, $3.75 dozen; No. 3, $4.25 dozen No. 4, $4.50 dozen. Canadian, No. 2, $3.15 dozen; No. 3, $3.25 dozen; No. 4, $3.35 dozen; No. 5, $3.55 dozen; little giant, $5 dozen.

Hay knives have advanced $1 per dozen and are quoted as follows: Lightning, $10 dozen; Heath's, $10 dozen; spear point T handle and L handle, $11.50 dozen.

Scythes Up 50c Dozen

Higher prices to the extent of 50c per dozen were made effective on scythes during the week and new prices are as follows:

Cast steel, $9.50 dozen; Clipper, $10.50; Clipper concave, $11; Excelsior concave, $11.50; Double beaded, $11; Double beaded, guaranteed, $13.50; Cast Cradle, $12.50; Brush, $10.25; Bramble, $10.25; Cutlery steel, $13.50.

Snaths remain unchanged at 20 per cent. off list.

Hammers, Sledges And Wrenches Up

London.

HAMMERS, SLEDGES, WRENCHES.—Hammers and sledges of various kinds, including mill hammers, have been advanced from 25 per cent. to 75 per cent. on some lines. Agricultural and machinists' wrenches are also among the lines to move to higher levels during the week, the increase amounting to 25 per cent. approximately.

Snow Shovels, Clevises And Lamp Burners Up

London.

SNOW SHOVELS, CLEVISES, BURNERS.—An advance of approximately 25 per cent. has been made effective in the price of snow shovels. The new discount on snow shovels is 12½ per cent. Malleable clevises have also advanced to the extent of about 10 per cent. Lamp burners are also higher in price and prices are as follows: Banner O, 75c dozen; banner A, 85c dozen; banner B, $1.15 dozen; banner D, $1.75 dozen. Lantern No. 2 is quoted at $1.45 dozen.

Horse-Clippers And Sheep-Shearers Advance

London.

CLIPPERS, SHEEP SHEARERS. — higher prices have been announced on Stewart horse clippers and sheep shearing machiners. The discount from list prices is now 25 per cent. Following are the list prices, which are subject to above discount:

No. 1 horse clipper, $11 each; No. 8 sheep shearer, $13.25 each; No. 9 sheep shearer, $17 each; No. 1 sheep shearing attachment, $12 each; No. 8 combination horse clipper and sheep shearer, $22 each; head complete for No. 1 horse clipper, $4.25; top plates for No. 1 horse clipper, $1.25; bottom, $1.75.

Sidewalk Scrapers And Cutlery Marked Higher

London.

SCRAPERS, CUTLERY. — Sidewalk scrapers have been advanced in price, Bulldog now being quoted at $5.25 per dozen and Fox at $3.50 dozen. Joseph Rodger's table cutlery and butcher knives have been advanced approximately 5 per cent. New net prices on butcher knives are as follows:

No. 1707 x 5½ in., $4.55 dozen; 6 in., $4.75; 6½ in., $5.15; 7 in., $5.95; 8 in., $7.15; 10 in., $10.20; 12 in., $16.25; 14 in., $24.75.

Screen Door Spring Hinges Have Advanced

London.

HINGES.—Higher prices have been made effective on screen door spring hinges and new prices on No. 20 are now $13.20 per gross in gross lots and $1.15 per dozen, in small lots. Steel loose pin in gross lots are quoted at $15 per gross and in small lots at $1.30 dozen.

Screen Wire Unchanged

Black painted screen wire remains unchanged at the recent advance, being quoted at $3.25 per 100 sq. ft. in 100-ft. rolls and $3.25 in 50-ft. rolls.

Rope Unchanged

Prices of rope remained unchanged at 37c per pound base on pure Manila, 31c for British Manila, and New Zealand hemp and 26½c on sisal.

Linseed Oil Advances

Higher prices were made effective on linsed oil during the week to the extent of 3c per gallon. In 1 to 2 barrel lots raw oil is quoted at $1.35 per gallon and boiled at $1.38. In 3 to 5 barrel lots, the price of raw is $1.34 and boiled at $1.37 per gallon. In 6 to 9 barrel lots, $1.32 for raw and $1.35 for boiled.

Turpentine Unchanged

Turpentine remains unchanged and in single barrel lots is quoted at 63c per gallon, 62c per gallon in 2 to 4 barrel lots and 70c in 5-gallon lots.

White Lead in Oil Stationary

White lead in oil held stationary during the week at $19 per 100 pounds in ton lots and $19.30 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Aug. 2.—Complete returns for the month of July are not available at time of writing for amount of business handled during the month, but from information gathered from the various jobbers, the results have been very satisfactory and the first of the new month finds everyone keyed up for a big month's business. Crop reports are very satisfactory and conditions generally are such as to lead to the belief that the present month may be a record breaker.

Spades And Shovels Advance $1 Dozen

Winnipeg.

SPADES AND SHOVELS.—Price revisions during the week have been comparatively light, one of the most important to go through being the advance on shovels, spades and scoops, as predicted in HARDWARE AND METAL last week. The advance throughout approximates $1 per dozen on all styles and sizes, revealing new quotations as follows:

Shovels—Fox and Olds—D.H., Sqr. Pt., $12.40 doz.; D.H., Rd. Pt., $12.40; L.H., Sqr. Pt., $12.40 doz.; L.H., Rd. Pt., $12.40 doz.

Bull Dog and Jones—D.H., Sqr. Pt., $13.30 doz.; D.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30.

Spades—Fox & Olds—L.H. and D.H., $12.40 doz.; Bull Dog & Jones, L.H. and D.H., $13.30.

Scoops—Black Cat and Crescent—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80.

Moore & Jones—No. 4, $16 doz.; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

Blacksmiths' Tongs Have Moved Higher

Winnipeg.

TONGS. — It is some time since any change has been recorded in blacksmiths' tongs, but this line continues to advance as all lines are in the habit of doing now. Prices now being quoted on the different styles are:

Straight Lip—16 in., $8.40 doz.; 18 in., $8.60; 20 in., $9; 24 in., $9.75.
Bolt—⅜, ½, $11; ⅝, ¾, $12.
Farriers—14 in., $7.75.

Awning Pulleys, Screw And Side Pulleys Up

Winnipeg.

PULLEYS.—Awning pulleys are again in the limelight with new advanced prices, the present basis being given below. Screw and side pulleys are also affected by this increase. The new net prices are as follows:

Awning Pulleys—74x1, 67c doz.; 74x1¼, 80c doz.; 74x1½, $1; 74x2, $1.85; 174x1½, $1.85; 174x2, $4; 76x1, $1; 76x1¼, $1.20; 76x1½, $1.70; 76x2, $3.70; 176x1½, $2.95; 176x2, $5.90.

Screw Pulleys—45x1, 48c; 45x1¼, 52c; 45x1½, 63c; 45x1¾, 74c; 45x2, 96c; 45x2½, $1.30.

Side Pulleys—25x1½, 90c; 25x2, $1.30; 25x2½, $2.

Linseed Oil, Turpentine And White Lead Steady

Winnipeg.

OIL, TURPENTINE, WHITE LEAD. —Prices established a couple of weeks ago on linseed oil remain steady and no change in the local market has been made. Quotations are on this basis: Raw, $1.45 per gal. bbl lots; boiled, $1.48 per gal. bbl. lots.

Turpentine still maintains a steady level at the following prices: 85c. per gal. bbl. lots; 88c. per gal, half bbl. lots; 90c. per gal. in 1 and 5 gal. lots.

White lead, which experienced such a period of activity a few weeks ago, has steadied considerably and no change is in evidence in the prices given herewith: Decorator's pure, ton lots, $19.55; less, 19.90 per 100 lbs.; decorators' special, ton lots, $18.55; less, $18.90 per 100 lbs.

Stock Of Sheets Fairly Good Still

Winnipeg.

SHEETS.—Following the 50 cents advance on galvanized and black sheets as recorded in these columns two weeks ago, the market has remained comparatively steady. The demand is fair, even at the advanced figures, and stocks are not too badly depleted as yet. To those who must have these goods, it would seem advisable to order stock for the balance of the year. Most certainly prices do not trend downward and the source of future supplies is problematical. Best quotations now available are:

Galvanized—Apollo or Premier—10¾ oz., $13.50 per 100 lbs.; 28 ga., $13.20; 26 ga., $12.90; 24 ga., $12.75; 22 ga., $$12.75; 20 ga., $12.60; 18 ga., $12.60; 16 ga., $12.45.

Black—10 ga., $11.25 per 100 lbs.; 12 ga., $11.25 per 100 lbs.; 14 ga., $11.50; 16 ga., $11.50; 18 ga., $10.80; 20 ga., $10.80; 22 ga., $10.85; 24 ga., $10.85; 26 ga., $10.90; 28 ga., $11.

Door Knobs, Door Checks, Sweat Pads, Tire Bolts Up

Winnipeg.

KNOBS, CHECKS, PADS, BOLTS.—Every week it is noticeable that many miscellaneous lines undergo revision and another list is available during the present week. The tendency in each item listed is upward, and no doubt the trend will continue so for some time to come. The lines affected, wlth the new quotations on same, are reproduced herewith:

Porcelain Door Knobs, rim and mortise, $2.40 dozen.

Yale Door Checks—12 in., $5.35 each; 13 in., $6.30; 14 in., $7.55; 15 in., $12.10.

Tire Bolts, 25% off list.

Sweat Pads—"Ventiplex," $6 doz. for No. 310.

Lap Repair Links—3-16 in., $2 gross; ¼ in., $2.25; 5-16 in., $2.75; ⅜ in., $3.50; 7-16 in., $4.80; ½ in., $7 gross.

Grindstone Fixtures—No. 1, $6.50; No. 2, $7.

Auger Bits, Shoe Tacks And Rivets Up

Winnipeg.

AUGER BITS, TACKS, RIVETS. — Higher prices have been made effective on Irwin auger bits and car bits, shoe tacks and shoe rivets. Following are prices at which they are now quoted:

Irwin Auger Bits, 20% discount.

Irwin Bar Bits, 25% discount.

Shoe Tacks—1 oz., 43c; 1½ oz., 45c; 2 oz., 52c; 2½ oz., 59c; 3 oz., 67c; 3½ oz., 75c; 4 oz., 84c.

Shoe Rivets, Steel—⅜ in. and 3½-8 in., 29c lb.; 4-8 in. and 4½-8 in., 25c lb.; 5-8 in., 24c lb.; 6-8 in., 23c lb.

Horse-Clippers And Sheep-Shearers Up

Winnipeg.

CLIPPERS, SHEEP SHEARERS.—Prices for next year on Stewart horse clippers and sundry lines, have been established and reveal advanced figures for these lines. The best quotations now being made are as follows: Stewart clippers, No. 1, $8.25 each; No. 8, $9.95 each. Sheep Shearing Attachment for Horse Clipping Machine, $9. Horse Clipping Attachment for Sheep Shearing Machinery, $6. Auto Knife Grinder, $9. Clipper Grinder Attachment, No. 11, $4.50.

Wrought Pipe And Fittings Market Firm

Winnipeg.

PIPE, FITTINGS.—Wrought iron pipe and fittings, which underwent a revision a couple of weeks ago, remain steady at figures established then. No further change is imminent, but with the continued advances which are being made in all lines of iron and steel, prices are very firm. Present prices on wrought iron pipe are:

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

Ready-Mixed Paints Now Quoted Higher

Winnipeg.

MIXED PAINTS.—After some delay advances have been put into effect on ready mixed paints, following the recent jump made in the East. Although this advance is due in some measure to the high prices prevailing on lead and oil, the present high prices of tin containers has exercised a decided influence upward and is in no little way responsible for the present high levels. Prices on Stephen's paints are given herewith; other makes have advanced proportionally: Stephen's outside white, $3.70 per gal.; house colors, $3.45 gal.; floor, $3.05 gal.; silkstone, $3 gal.

SILVER PRODUCTION

The world's chief producers of silver are the United States, Mexico, Canada, Peru, Japan, Spain, Australia and Chile, in the order named, the United States having produced in 1915, for which figures of all countries are available, 74,961,000 ounces; Mexico, 39,570,000; Canada, 28,401,000; Peru, 9,420,000; Japan, 5,080,000; Spain, 4,565,000; Australia, 3,327,000; world total, 179,574,000. In 1916, for which returns are not yet available for many of the smaller countries, the production of the United States was 72,884,000 ounces; Mexico, 35,000,000; Canada, 25,500,000, and the world's total, 172,384,000 ounces.

OIL DISCOVERIES IN NORTHERN CANADA

(Continued from page 80)

trade on the strength of what they are likely to catch in the coming season. The larger the debt the prouder is the Indian —for it shows what a fine hunter he is.

And so at last we retraced our journey of one thousand miles up the Mackenzie River and returned again into the Great Slave. Although the stormy season had arrived, and I knew the evil reputation of the lake, it was necessary to make some explorations of surrounding territories, and we embarked upon a risky voyage to a part of the northern shore.

I set a course by means of my instruments and, as soon as we were completely out of sight of land, a violent storm came up out of nowhere and tossed our little ship about like a cork.

The storm continued for several days, but the good ship held together.

On this coast we found there was a great abundance of fish—whitefish which we caught in nets, and pike and "conies" —the latter a fish peculiar to this lake, which we caught with spinning bait. Here we could throw out the line and continually draw in fish, as many as you pleased—and all sizes, from 8 to 20 lbs. and even larger. In the fall the Indians gather here and catch hundreds of tons of fish for winter food for themselves and their dogs.

There were also trout—the largest of the world—which we caught in the deep water by setting hooks at night. Some of these weighed 40 pounds, and it is said that they sometimes attain to 60 pounds.

We recrossed the lake in another bad storm and had to shelter for two days in the lee of an island.

In due course and very laboriously we retraced our way along the Slave and Athabasca, meeting with various adventures on the way.

The last day of our toilsome journey was a day of clear air and bright sunshine, and it is pleasant to wind up this description with the recollections of the glorious beauty of the Athabasca Valley on this day.

The forest in its autumn dress was a blaze of color and beauty. Green trees and brown trees and dark spruce trees, and best of all the poplar trees, which were a blaze of brilliant gold, and all amongst the coloury foliage loomed the rough brown trunks of the pines and the glittering silver stems of the poplar and the birch.

Wearily and gladly we crawled up the river banks at Athabasca Landing all safe and sound.

WEEKLY PAINT DEPARTMENT

Farmers are Good Paint Prospects

Fall Paint Selling Campaigns Should Include Suggestions to Farmers—Experiences of a Successful Merchant.

THE Canadian farmer should be a real, live prospect for the paint salesman during the coming fall. During the spring of this year a great deal of unfavorable weather was experienced, with the result that many painting jobs were postponed, and sales suffered accordingly. The farmers have been highly prosperous and are in a good position to spend money on improvements of various kinds. There are comparatively few farm homes in Canada, in which paint of some kind could not be profitably used. This is no reflection on the Canadian farmer, because Canadian farm homes and farm buildings are not excelled, or in fact equalled in any other country in the world. At the same time, there are very few places in country or city where paint is not needed in some form or other.

To secure this farm trade in large volume, activity on the part of the merchant is needed. There are a few merchants in the smaller towns who are inclined to scoff at the idea of putting on good sales campaigns. They feel that there is only a certain amount of business to be secured, and they will secure their share anyway.

In order to show what can be accomplished by small town or village merchants, a number of extracts will follow from an address delivered some time ago by E. B. Moon, a merchant in an Indiana village of 300 population. This merchant has a turnover of $60,000 annually. Mr. Moon said in part:

"The small-town storekeeper need not fear the mail-order bugaboo, if he will awaken to his opportunities while on the actual field of operations.

"The retail merchant must be a good buyer, must have a fit place in which to display and sell his goods. The store must be clean, inviting, light and cheerful; his clerks must be trained. They must know the goods, and know the arts of salesmanship. They must sell the goods in the spirit of service, kindness, hospitality and mutual interest.

"Advertising is the modern way of selling goods. Nationally advertised goods are a life-saver to the retailer. The farming community has been educated to it. The farmers are beginning to expect it, and yet the retail merchant who has been in business for any length of time knows practically little or nothing about writing copy; first, because he knows little or nothing about the science of salesmanship. He has the conception that advertising is selling goods at a cut price; his local competitor has the same idea. For some reason he has been educated to that belief, and has not learned that salesmanship is selling goods at a profit, and that advertising is salesmanship on paper. Is it any wonder that 22,000 such merchants failed last year?

"The local retailer's personality is a factor, and yet the mail-order houses with all these handicaps have gone right out into the country districts and sold goods right under the nose of the country merchant. Why? Through the power of advertising; salesmanship on paper, with well-prepared catalogues that display the goods attractively; with descriptions that are compelling and that answer the questions 'why' — 'what' — 'when' and 'wherefore'; that have gotten the business.

"In one year the wholesale business of the city of Chicago, it is said, fell off 10 per cent. The mail-order business in this city increased 10 per cent. This change in distribution has affected not only the retailer, but the wholesaler. It is something in which he and the manufacturer who sells to the dealer and through the dealer are vitally interested, and it is a subject in which they shall be more vitally interested, else there will be greater slumps in the business of both of them.

"So, after all, this one great big problem of selling goods to the farmer of the country communities is an advertising proposition—an advertising problem. Now, there has been much criticism that the country merchants don't do more advertising; that this is why the business is going to the mail-order houses.

"The truth of the matter is," said Mr. Moon, "that all nationally advertised goods are not always advertised. Publicity advertising is not effective with farmers. It doesn't tell them anything. There is too much publicity copy, and not enough of the kind that has helped the mail-order business to cut into the country merchants' field. We have got to have informative copy, if we expect to cope successfully with the mail-order houses. Give us selling copy—that's what we want."

Mr. Moon then went on to elucidate, by personal experience, what he meant when he said that publicity copy is not always effective in selling the farmer. The copy aesthete may take alarm at his suggestions, but the man with something to sell may find Mr. Moon's hints to contain a message of considerable value.

"A salesman for a flour company who heard that I favored advertised goods," related the speaker, "came into my store one day and asked why it was I didn't handle his line.

"'I've never had any call for it,' was my reply.

"'Well, it's heavily advertised,' he replied. 'The advertising certainly ought to have made a call.'

"I turned to my father and asked him if he had ever had a call for the flour. "Never since I've been here, since '67,' my father answered.

"Nevertheless, I gave the salesman a large order, for a ton or so of this flour. I showed it to my clerks, told them about the advertising, and that I wanted them to sell this flour. Several days later I found that we hadn't sold a sack of the flour. I asked the clerks about it, and they said they couldn't sell it. 'Next time you have a flour customer,' I said, 'I think I can sell some.'

"Pretty soon I had my chance. A young woman came in, wife of a well-to-do neighboring farmer. I knew her as one of the best cooks around: graduate of a school of domestic science, etc. I showed her a sack of the flour and she said, 'I think I have heard of that flour. What do you know about it?'

"'Best on the market,' I said.

"'Will it make pie-crust?' she asked. 'I'm not sure!' said I. 'Good cakes?' she asked. 'Guess so,' I said. I called up my wife and asked her. She said she wouldn't advise my customer that it would make good pie-crust or cake, but said it made the best bread and biscuits in the world. So I told the customer this: 'Well,' she said. 'We've got a lot of extra hands just now. I've got to have a combination flour. Give me 500 pounds of the old kind.'

"The next customer I interviewed had never heard of the flour. I looked up one of the ads; saw a picture of a pretty girl, a sack of flour and—'Eventually—Why not now?'

"That ad didn't tell my customer what she wanted to know about the flour. I didn't know. That's one time when a nationally advertised article was not advertised."

Mr. Moon also told of a white lead paint advertised with no special information attached in a farm paper. He asked a clerk to keep tabs on the inquiries. In

(Continued on page 54.)

QUALITY

Their great purity lends lasting qualities, makes every can go a surprisingly long way, and puts a fine finish to the work in hand. Very economical paint and the consumer soon finds it out. They promote repeat orders.

Jamieson's
Pure Prepared
PAINTS
Make Good With the Consumer

We have a good proposition ready, to make to dealers not yet allied with us. Give us your address.

R. C. Jamieson & Co.
Limited
Vancouver Montreal
Established 1858

Owning "and" operating P.D. Dods & Co., Limited

FIRST

Keeping the Taylor-Forbes Standard

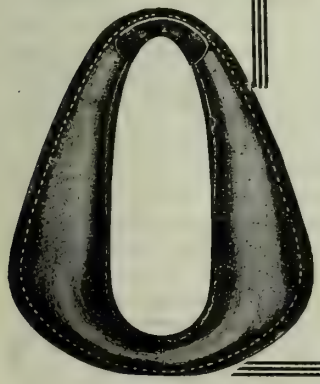
Scarcity of skilled labor and the difficulties put in the way of securing raw materials by demands of war, make manufacturing of QUALITY hardware supplies an extraordinary task. However, we wish to announce to the trade that the extensive resources at our command enable us to keep the *Taylor-Forbes* standard of quality right up to the mark that has made them famous.

We also wish to bring to the notice of the Trade that we are exerting every effort to make **deliveries on time** and if any delay occurs it is due to conditions over which we have no control.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 1.—All the movement of the paint market products is concentrated this week on linseed oil, and the market for this is exceptionally firm with advances very much in prospect. Turpentine is in steady market with prices unaltered as compared with those of last week. White lead in oil is also steady but very firm in undertone though not in brisk demand. Putty is very firm, but unchanged as to price at date as compared with last week's quotations. Mixed paints are in good demand for the time of year, due probably to good weather for out of door work. A certain business dullness is remarked upon over the market as a whole due to the torrid season, but the outlook for the fall is reported promising for business.

Linseed Oil Market Exceptionally Firm

Montreal.

LINSEED OIL.—An advance of ten cents per gallon in 36 hours is the feat credited to linseed oil. The market is still exceedingly firm, and with every prospect at time of writing of further advances. Flax-seed was being quoted at from $3.23 to $3.31 during the day or so of exceptional activity, and though there was a lull in the activity of the seed market, the oil coming up from what have been quite noticeably low levels, kept consistently firm. It is stated by crushers that the reason for the great strength developing in flaxseed is the hot dry weather experienced in the North-West. This has made the outlook for an abundant crop less assured and the result is an appreciation of value of the seed. News from the Argentine is for a better crop probably than last year's as far as indications go at present, but there is less encouragement in this than might be if ships to carry the crop to this country were more plentiful. With the market so firm in tone the prices quoted to the retail trade were all advanced, and in many cases quoted with the expectation that further advances were likely. The range noted was as follows:

Linseed oil, per Imp. gal.: 1-4 bbls., Raw, $1.35, $1.39, $1.40; Boiled, $1.38, $1.41½, $1.43; 5-9 bbls., Raw, $1.34, $1.38, $1.39; Boiled, $1.37, $1.40½, $1.42.

Turpentine Steady; Firm Undertone

Montreal.

TURPENTINE.—The market for turpentine remains steady at the quotations of last week. From the primary markets comes the note of firmness, and there are market observers who look for higher prices. At present however, there is no change to record, and prices quoted range as last week:

Turpentine	Per Imperial gallon		
1-4 bbls.	$0.60	$0.65	$0.66
5-9 bbls.	0.58	0.64	0.65

White Lead In Oil Steady, But Firm

Montreal.

WHITE LEAD IN OIL.—The market for white lead in oil is not altered in tone from last week's and quotations are so far unchanged. The market for this product maintains strength; and with linseed oil again showing tremendously strong tendencies there are prospects that white lead in oil may develop. At the same time the substitutes for white lead have had their activity due to the lead prices, and some white lead in oil has been available at comparatively easier prices from time to time. Quotations this week are $18.80 per 100 lbs. in 1 ton lots, and $19.10 per 100 lbs. in less than 1 ton lots.

Putty Steady, But May Show Firmness

Montreal.

PUTTY.—With the market for linseed oil growing excited and advancing, it would be quite in the line of probabilities to find a firmer tone developing to putty. Whiting supplies are dependent a good deal on the shipping situation on the Atlantic though every effort has of course been made to conserve supplies in Canada and augment them when possible. No changes in putty quotations had been made at time of writing as compared with the quotations of last week, but the firmness of tone was noted. New quotations were: Standard putty, bulk in barrels, $3.60 per 100 lbs. in less than ton lots. In 100 lb drums $4.05 per hundred pounds.

Mixed Paints Keep In Steady Market

Montreal.

MIXED PAINTS.—The market for mixed paints is still showing very satisfactory activity for the time of year. One manufacturer has been able to report a far better month of July than for last year, or indeed for several years previously. Other firms report similarly good business, and the fact that paint buyers and consumers are taking advantage of the present and taking no chances on a future which may bring still further advanced prices owing to the troublous conditions besetting markets is commented upon. The outlook is always to strength in the market for mixed paints at present. There is little prospect of any reduction in prices for a considerable time to come, short of the totally unexpected. Even the end of the war would not greatly help raw materials until many months had elapsed.

TORONTO

TORONTO, August 2.—There was a strong market for linseed oil during the week and prices in some instances advanced as much as 15c from the low level and 12c on the high quotation of last week. Turpentine was in steady market with prices unchanged. Trade in mixed paints has been keeping up well, according to reports of manufacturers, although in some instances the hot weather is stated to be interfering with operations to some extent. Business for the month of July has been quite gratifying to all concerned. Travellers are now off the road taking their vacations in quite a number of instances and for the next two or three weeks trade is expected to be lighter.

Linseed Oil Makes Big Advance

Toronto.

LINSEED OIL.—With an advance of 30⅝c per bushel in flaxseed at Winnipeg during the week the market for linseed oil went soaring upward in conformity with this situation. From the lower quotations of last week an advance of 15c per gallon was recorded while the higher range of prices showed a net gain of 12c per gallon. Quotations range from $1.39 per gallon in single barrel lots to $1.49. Cash flaxseed on Wednesday of last week was quoted at $2.95⅞ and on the same day this week had reached $3.26 per bushel. The rapid advance in flaxseed is reported to be due to adverse weather conditions in the West where dry weather is having a bullish effect on the seed market. The opinion was expressed by one closely in touch with the situation that with a showery weather in the West extended over a considerable area the price of flaxseed would again come down. Developments are awaited with interest. Demand for linseed oil is fairly good.

If interested, tear out this page and keep with letters to be answered.

Price of oil cake is keeping up well with demand being maintained.

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.39-$1.49	$1.41-$1.52
3 to 5 bbls.	1.38- 1.48	1.40- 1.51
6 to 9 bbls.	1.37- 1.47	1.39- 1.50

Turpentine Prices Were Maintained

Toronto.

TURPENTINE.—There was a steady situation in the local market for turpentine and prices remained unchanged from those of last week. A fair demand for turpentine is reported. There is practically no change in the situation in the primary markets of the South. Some little export business has been reported but not sufficient to materially affect the situation. In single barrel lots the quotations have a range of 60c to 63.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Mixed Paint Trade Continues Satisfactory

Toronto.

MIXED PAINTS. — Manufacturers report a satisfactory condition with respect to trade in mixed paints. There is anticipation in certain quarters that the next two or three weeks might see a diminution in business due to the midsummer dullness in most lines of business. July was a good month so far as sorting orders is concerned as painting was done later this year than in normal years on account of the backward spring. Prices were firmly maintained.

White Lead In Oil Holding In Firm Market

Toronto.

WHITE LEAD IN OIL.—There is a renewed firmness in the market for white lead in oil due to the flurry upward in linseed oil. Furthermore, the pig lead market at primary points gave evidence that there was an undertone of firmness and prices were slightly higher in that commodity. Locally prices for white lead in oil remained unchanged at $19 per hundred pounds in ton lots and $19.30 in less than ton lots. One wholesale paint house reported a slightly better demand for this commodity during the week.

Glass And Putty Were In Steady Market

Toronto.

GLASS AND PUTTY.—The market for glass remained much in the same position as that recorded last week. While quotations were quite generally made at 50 per cent. off list for single and double diamond there was an inclination to quote at lower levels in certain quarters in an eagerness to secure any business that might be in sight. The primary situation remains unchanged. Demand for glass is light locally.

Putty was also in steady market with an undertone of firmness due to the higher market on linseed oil. Bulk in casks is quoted at $3.90 per hundred pounds and $4.35 in 100-lb. drums. Demand is seasonable.

FARMERS ARE GOOD PAINT PROSPECTS

(Continued from page 50.)

thirty days there was no call for this paint. He then asked a competitor if he had had any calls for the goods. The competitors had—the previous year. "Did you make a sale?" asked Mr. Moon. The competitor didn't have it.

Talking of service "bulls," the speaker told of an advertising manager who had sent along a lot of hangers to be posted on fences. The manager even sent along the tacks to fasten the hangers to fences.

"We went forty miles looking for a fence to which we could nail these hangers," said Mr. Moon. "We didn't find one; all the fences were wire, with iron posts."

As an example of merchandising common-sense that is helping him to do the business he is, Mr. Moon told this anecdote. His competitor called one day and noticed a window display of paint. 'That's a heap of paint you've got there,' remarked the competitor. 'You'll never sell it in a hundred years.' Some weeks later he dropped in again. 'Where's all that paint?' he asked. 'Sold,' was the reply. 'This is how I sell 80 per cent. of the paint in that community to his 20 per cent.' said Mr. Moon. 'I sell it to the farmer's wife; not the farmer. Early in the spring and fall, I go around with my color charts and ask the farmer's wife what color she likes for her house. Later she says to her husband—'John, we've got to have the house painted. She has her color all picked out, and I'm the only one who has that color in stock."

"The farmer of to-day is a capitalist," said the speaker in conclusion. "He has changed almost over night, and that is the most important message I have to bring to you: this rapid change which has been wrought among the farmers is in their methods of living—their environment, in their new and better conceptions of life."

MOTORISTS MUST ECONOMIZE

Gasoline Supplies Must Be Conserved To Prosecute War Successfully—Greater Production Urged

In order that gasoline stocks might be conserved to the greatest possible extent in the United States, A. C. Bedford, President of the Standard Oil Company, has issued a statement regarding the gravity of the gasoline problem and urges a stimulated production. The statement is as follows:

"In view of the abnormal conditions confronting the nation by reason of the war, it is peculiarly important that the country should understand the serious situation now prevailing in the petroleum industry.

"This country is producing crude oil at the rate of about 300,000,000 barrels a year, but it is using it at the rate of 335,000,000 barrels a year. The amount of crude oil in storage, all grades, May 1, 1917, was 165,688,797 barrels. The country is absorbing the entire current production and drawing rapidly upon reserve supplies.

"The rapid development of the automobile is largely responsible for present conditions. In 1910 there were 400,000 automobiles in use in the United States; in 1916 the number was 2,350,000. To-day there are more than 4,000,000 cars demanding over 40,000,000 barrels of gasoline a year. Other uses of gasoline and oil are expanding upon an enormous scale.

Mr. Bedford pointed out that if the Government is to have the petroleum required to prosecute the war successfully, two steps will have to be taken, namely:

"(1) the public will have to economize in the use of gasoline. Sufficient gasoline should be available to provide for all the normal uses of automobiles. But pleasure riding should be curtailed. People should look upon their automobiles as necessities, to be used only when needed. Not a gallon of gasoline should be used in the present emergency except for some useful end.

"(2) Every oil producer in the country should be encouraged as a patriotic effort to secure the utmost possible output of crude oil. The present expense of drilling new wells is very great and increasing, and the results are often discouraging. But there is oil to be had if producers in the oil business will redouble their efforts to get it out of the ground."

PERSONAL

A. G. Snider, general merchant of Vandorf, Ont., spent Tuesday in Toronto.

Raymond A. Catlin, of the Corbin Cabinet Lock Company, was in Toronto on Tuesday of this week.

Henry Tomkins, of the Lay Whip Company, of Rock Island, Que., spent a day in the city calling on the trade.

E. J. Cody, of the Lansing Company, Lansing, Mich., made a trip to Toronto in the interest of his company during the week.

R. J. McTaggart, general merchant of Nobleton, Ont., accompanied by Mrs. McTaggart, motored to the city during the week.

G. W. Carter, of the Eagle Lock Company, Terryville, Conn., spent a couple of days in the city during the week.

Frank O'Grady, representative of the McClary Manufacturing Company in Northern Ontario, was in Toronto for a few days during the week. He will spend his vacation at Honey Harbor, Ont.

TOO LATE TO CLASSIFY

WANTED

WANTED—CLERK FOR BUILDERS' HARDware department, one with general experience. Also experienced tool salesman, one familiar in all lines, for large Toronto retail store. Box 478, Hardware and Metal.

RAMSAY'S

THE RIGHT PAINT TO PAINT RIGHT

UNICORN BRAND READY MIXED PAINT

The Paint that Gives Satisfaction To
The User and Profit to The Dealer

A. RAMSAY & SON CO.

In Business over 75 years

MONTREAL TORONTO VANCOUVER

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless'303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 10%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....$1.35-$1.65

Cut Lace Leather, lb....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..... 0 15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 57
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 00
3 sections, 5 ft., doz.	6 50
3 sections, 6 ft., doz.	7 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	7 95
No. 3—20 in. x 30 in.	8 55

Ironing Boards.

Size 12 x 60 ins., doz.	8 00
Size 14 x 60 ins.	9 00
Folding, 14 x 58 ins., doz.	21 00

Sleeve Boards.

Basswood, stationary, doz.	2 25
Folding, per doz.	3 60

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER	Montreal	Toronto
Casting ingot, see weekly report.		
Bars, ½ to 2 in.	$55 00	$57 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	56 00	58 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, 14x60 base	64 00	59 00
Braziers' in sheets, 6x4 base	55 00	57 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 25	$10 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets	20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 00
20x28 IC, double box	32 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.

Rd. Shk., 27½% to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Warranted Pure

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO

Berry Brothers' label is not only familiar to all varnish users, but it is accepted by even the smallest consumers as a guarantee of quality.

Varnish buyers have learned that it pays to discriminate, and that real economy consists in getting the right varnish for the use intended.

Home builders, house owners, painters and architects know they can safely trust Berry Brothers' label.

The large and ever widening demand for "Berry" products is based on this feeling of confidence.

Make your varnish business grow by pushing Berry Brothers' line.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858
WALKERVILLE ONTARIO

586

If interested, tear out this p and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22
Discount from above, 50%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10 in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Steel Point	$11 50
Lightning	10 00
Heath's	10 00

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 15	$3 95
No. 3, per doz.	3 25	4 50
No. 4, per doz.	3 35	5 10
Little Giant	5 00	....
Burden	5 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	20c ft.
B.T. Economy	15c ft.
B.T. Iron Bound, 4-8 ft.	27c ft.
B.T. Iron Bound, 16 ft.	42c ft.
B.T. Iron Bound, 18 and 20 ft.	52c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17.25-17.75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 10
Cold blast	1 10
Cold blast, short ruby	3 25
Cold blast, common ruby	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Cennor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45, 5%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. Except Forest City, electric driven, 40%, and Forest City, engine driven, 35%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

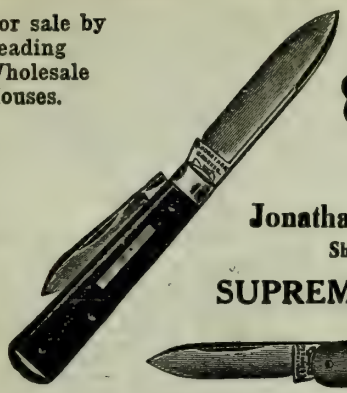
Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

"BRANTFORD"—Canada's All-around Favorite

GLUE

IN PACKAGES

So efficient and conveniently put up is "Brantford" Glue that it has become the preferred brand of the Dominion. Good profits. Put up in ¼, ½ and 1-lb. packages.

Secure it at your jobbers.

Canada Glue Co., Ltd., Brantford, Ont.

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

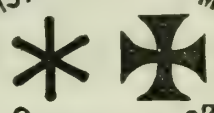
CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

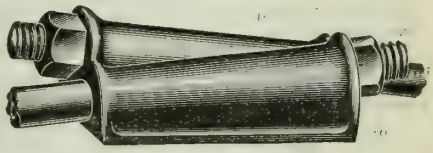
Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

Big Wash Board Values

Values that will attract the attention of every good housewife are very evident in our wash board lines. Stock them.

CANUCK (Glass). SUPERIOR SOLID GLOBE and COMPETITOR GLOBE in Metal or Zinc. WASH-DAY SURPRISE and ECONOMY in metal.

CANADIAN WOODENWARE CO.
Manufacturers of Washboards in Zinc, Glass and Metal
ST. THOMAS, ONTARIO

If interested, tear out this p and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
Clipper, U. S. (unspun)	18 50
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng., spun	19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$ 9 50
Golden Clipper	10 50
Little Giant	11 50
Little Giant Genuine	12.50-13.50

F.o.b. Toronto, London.

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

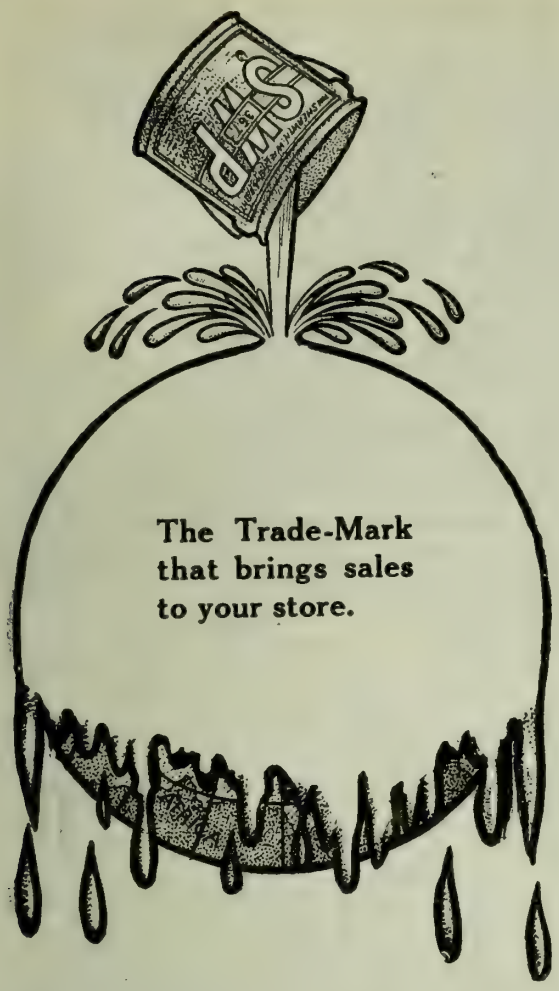
STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters	
No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.



Give Character To Your Stock

Your customers know Sherwin-Williams Paints and Varnishes—they have known them for years. They know the standard in paint represented by the famous trade-mark.

You can't get away from that.

There is an all-the-year-'round demand for such a product. Be prepared to meet this demand. Stock up on

SHERWIN-WILLIAMS
PAINTS and VARNISHES

now and give real character to your store. Capitalize the Dominion-wide advertising of these paint products and reap real profits.

Be able to tell your customers that you have a full line of the paint that "Covers the Earth." You'll find that that's the paint they want.

And the paint they want is the paint that brings you bigger business and larger profits.

Ask us about our proposition to Sherwin-Williams' Agents.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL TORONTO WINNIPEG VANCOUVER LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $36 00
Champion Nic. 30 00
Champion Jap. 23 00
Univ. japd., cyco bearings.. 30 00
Univ. N.P., cyco bearings.. 34 00
Grand Rapid, japd., ball-bearing 32 00
Grand Rapid, N.P., ball-bearing 36 00
Princess, N.P., ball-bearing. 37 00
Elite, ball-bearing 41 00
Am. Queen, N.P., ball-bearing 39 00
Parlor Queen 42 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (Vacuum)
Grand Rapids Vac. ....doz. $81 00
Household Vac 67 00
Superba Vac 96 00
F.o.b. Toronto, Hamilton, London.

SWINGS, LAWN
Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ½c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 60
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 60
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire
No. 18 ..... 7 20
No. 19 ..... 7 70

Hay Wire in Coils
No. 13 ..... 6 80
No. 14 ..... 6 90
No. 15 ..... 7 05
No. 16 ..... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots, net.
Tinned wire, Nos. 17-25 .... $3 00
Nos. 26-31 ..... 5 00
Nos. 32-34 ..... 7 00
Coppered 0 75
Oiling 0 10
In 25-lb. bundles 0 15
In 5 and 10-lb. bundles.... 0 25
In 1-lb. hanks 0 25
In ½-lb. hanks 0 28
In ¼-lb. hanks 0 50
Packed in casks or cases.... 0 15
Bagging or papering..... 0 16

ZINC
For zinc products and zinc sheets

Oiled and Annealed Wire
No. 10 ..... $6 66
No. 11 ..... 6 72
No. 12 ..... 6 80

Wire Bale Ties
No. 12 ..... $6 75
No. 13 ..... 6 85
No. 13½ 6 90
No. 14 ..... 7 00
No. 15 ..... 7 20
No. 16 ..... 7 45

Fence Wire. Toronto
Barb $6 95
No. 9 pl. galv. 6 55
No. 12 pl. galv. 6 70
No. 13 pl. galv. 6 85
No. 9 coil sp. 6 60
No. 12 coil sp. 6 80
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in..... 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES Net prices Net prices

Trimo—	dozen	Coes—	dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

Stillson—

6 in.	11 00	18 in.	27 60
8 in.	12 45	24 in.	40 00
10 in.	13 80	36 in.	74 50
14 in.	19 35	48 in.	100 00

Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.
see reports elsewhere in this issue.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Kindly Mention This Paper When Writing Advertisers

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

I·N·C NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

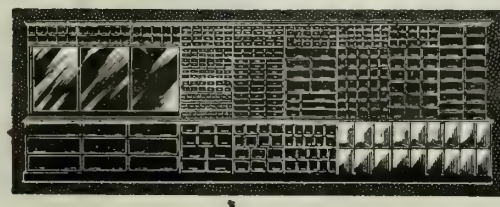
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch, prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 20	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	20-22
Burnt Umber, 100 lbs	20-22
Raw Sienna, 100-lb. kegs	20-22
Burnt Sienna, 100-lb. kegs	20-22
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100 lb. kegs	0 12
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright	0 04
Venetian red, No. 1	0 02
Drop black, pure dry	0 25
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 02¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls	0 02
Super magnetic red	2¼-2½c
Canadian red oxide, bbls	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	36-45
Golden ochre, pure	20-22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	0 26
Signwriters' black, pure	27-36
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB	1 70

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	35-38
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.35-$1.50 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 25
Genuine, 100-pound kegs, per cwt.	15 75	16 00
Less quantity	.....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	2 90
Moore's Floor Paint	2 60
Moore's Egyptian Paint	2 40
Moore's Sani-Flat	2 60
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

Per 100 lbs.

	Munro's	C.P. Co.	Bergers
Prices withdrawn.			
600-lb. bbls.			
250-lb. kegs			
100-lb. drums			
50-lb. drums			
25-lb. drums			
1-lb. 100s, pks.			
1-lb. 100s, tins			
1-lb. 100s, tins			

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	0 14
2 lb. cans	0 14
5 lb. cans	0 14
12½ lb. cans	0 10
25 lb. cans	0 09

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal.	cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1	32
Gold Medal	2	05
Maritime Spar	4	25
B.-H. tSovepipe Varnish, ½ pints, per gross	10	20
Sun Varnish	2	40
Sun Spar	4	18
Sun Waterproof Floor	2	75
Jasperite Interior and Exterior	2	25
Jasperite Pale Hard Oil	1	60
Jasperite Floor Finish	2	25
M-S Marble-Ite Floor	2	77
M-S Wood-Var	2	77
M-S Durable Spar	3	90
M.S. Finest Interior	3	25
Elastic Interior	2	40
Quick Action House	2	25
Mar-not	3	20
Rexspar	4	20
Scar-Not	3	03
Kyanize Spar	4	50
Kyanize Cabinet Rubbing	3	50
Kyanize Interior	3	50
Luxeberry light	3	00
Luxeberry granite	3	20
Luxeberry spar	4	50
Ramsay's Universal	2	40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 18½
XX Quality	$0 16½
XA Quality	0 15
X Quality	0 14

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality II.	0 10
Quality III.	0 09
Quality IV.	0 08½

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 46-0 50
Johnsons	0 46-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.25
Gilders, bolted, in bbls.	2.50

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15
Barrels	1 90	2 00

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL

Motor Car Varnishes

Tested Varnishes made especially for this work.

Our line comprises every requirement from the primer to the final Finishing Varnish.

Send for our special educational booklet dealing with Motor Car Varnishes.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $5 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil, 3-16 in., $12.50; ¼, $9.75; 6-16, $8.85; ⅜, $8; 7-16, $7.75; ½, $7.50; 9-16, $7.50; ⅝, $7.40; ¾, $7.25; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.35; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

20% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 55, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $3.05; Silkstone, $3.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead kegs, $14; less quantities, 16c.

PICKS. Clay, 6-7, $39.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER. Paris per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished $12; full polished, $13; 20 x 28 half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1¼-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIFS. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list; full boxes, iron, 10% on list.

WHITE LEAD

Decorators' pure, ton lots, $19.55, less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.80 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Stephens
REGISTERED TRADE MARK

Build Up a Steady Business with Good and Reliable Products

Stephens' paints are reliable. They give the utmost satisfaction in appearance, in lasting virtues, in economy.

You can't afford to sell the consumer common, unreliable paints and colours, not even though they are luring in price. "Cheap" products won't last; they give a poor appearance, and make the user discontented and apt to shun your store.

Sell Stephens' products if you would build up a steady custom that will come to you year after year.

Stephens' "Silkstone"

Famous flat wall colours—smooth as silk, and hard as stone. They are sanitary, artistic and washable. The dealer who sells "Silkstone" sells a line that will never fail him.

Stephens' House Paint

The popularity of Stephens' House Paints in Western Canada grows apace. It's the best paint for every purpose that a dealer can recommend to his customer.

Are you handling our agency? If not, get in touch with us. You can make big money. Write to-day.

G. F. Stephens & Co., Ltd.

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

If interested, tear out this page and keep with letters to be answered.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

BAR IRON and STEEL: Rounds, Squares and Flats.

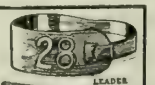
ALSO

Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

The World's Best



Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

Prices for those shown in cut F O B, destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)		1, 1A, 2 & 3	$0.75	$3 00	$5.50
" " " "		4 & 6	1.10	5 00	9.50
" " " "		7 & 8	1.20	5.25	10.25
" " " "		9	1 25	5.75	11.00
Single " " "		1, 1A, 2 & 3	.65	2 25	4.00
" " " "		4, 6 & 7	.75	3.25	5 50
" " " "		8 & 9	.90	3.75	7 00
Challenge and Leader Adjustable and Double Clinch			.65	2 75	5 00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

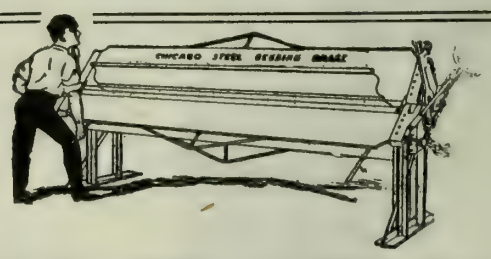
Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Burrill Celluloid Band

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If interested, tear out this page and keep with letters to be answered.

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG, MAN.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE

MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Atlas
10 Cent Fly Swatter

This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

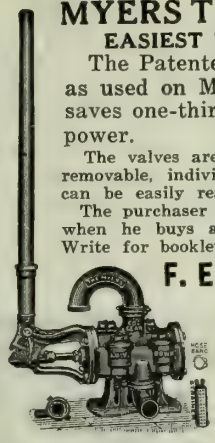
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,
Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

ESTABLISHED 1849.

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria,, B.C.	

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Commission Agent covering the ground between Cobalt and Cochrane and from Cochrane to Hearst, and also the Porcupine District, wants a few good lines on commission. Address A. L., P. B. 123, Timmins.

Trade Papers are Pioneers of Business Expansion

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

BRASS SIGNS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

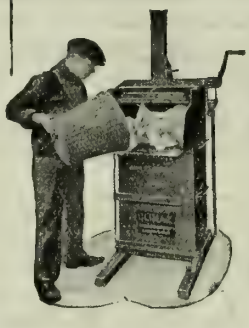
TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

Waste Paper Balers



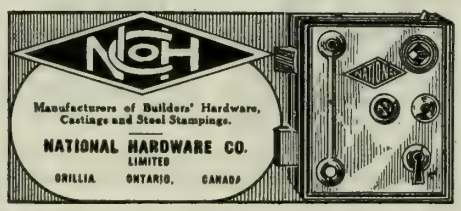
"CLIMAX"

ALL STEEL

Turn your waste paper into money. 12 sizes. $25. 0 up

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.



Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

A QUALITY LAMP Behind Every Label

MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

TWEED

SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. **Price low. Write us.**

The Steel Trough & Machine Co., Ltd.
145 St. James Street, Tweed, Ont.

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

Wanted

SITUATIONS WANTED

EXCEPTIONAL OPPORTUNITY FOR PROgressive hardware firm to acquire good man; thoroughly experienced manager, bookkeeper or salesman; good reference; ineligible for military service. Box 17, Hardware and Metal.

SITUATIONS VACANT

WANTED—HARDWARE CLERK. THREE TO to five years' experience; good position. Box 477 Hardware and Metal.

FOR SALE

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

A SNAP FOR SOME TINSMITH — A COMplete set of tinner's tools, almost new, at considerably less than to-day's prices. May be seen at or complete information may be secured from Pease Foundry Company, Limited, 45 King William Street, Hamilton.

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

BUSINESS CHANCES

HARDWARE, BOOT AND SHOE BUSINESS for sale; clean stock; good surrounding country; doing good business; owner retiring from business. Robert Neilly, Bradford, Ont.

AGENCIES WANTED

MANUFACTURERS' AGENT, HAVING FIVE years' connection with the wholesale hardware jobbers and large retailers in Quebec and Ontario, wishes to represent one other first-class manufacturer on a straight commission basis. Box 476, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

FIFTY DOLLARS TIED UP IN OLD FIXtures that you are no longer using would make a lot of money for you if invested in stock and turned over three or four times a year. Get your money out, by selling the fixtures to one of Hardware and Metal's readers who may be looking for exactly what you have to offer.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

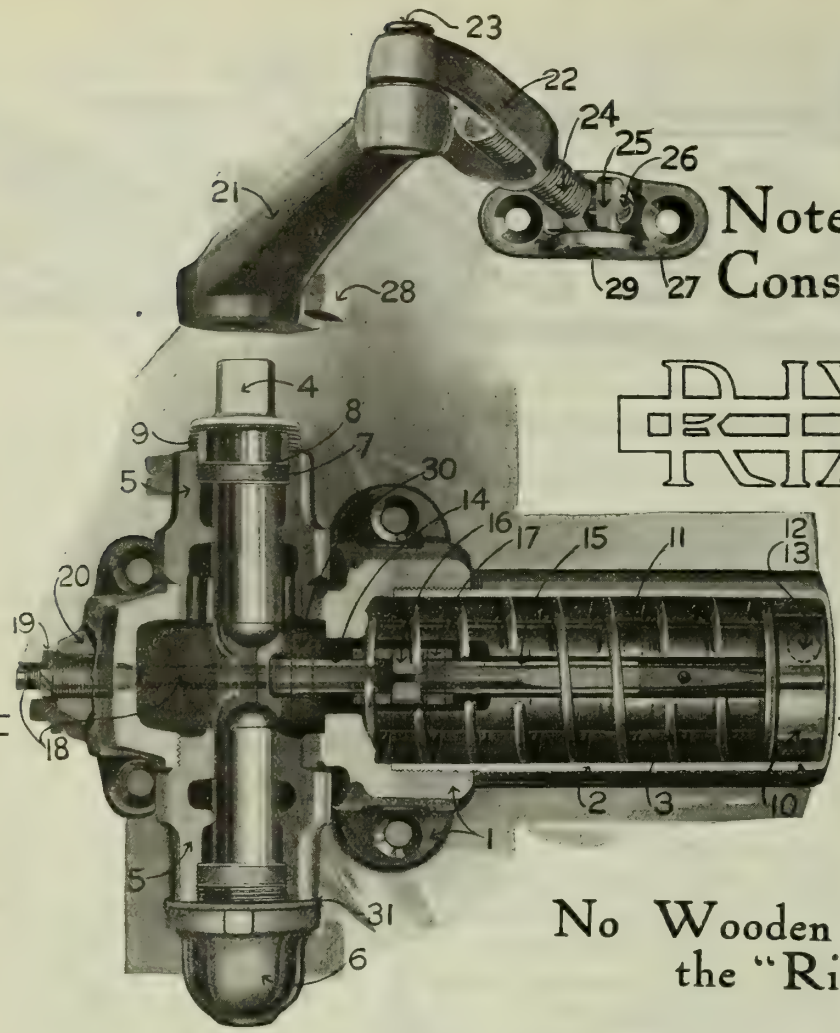
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO



Note the Construction of the RIXSON DOOR CHECK

No Wooden Swearing Where the "Rixson" is Used

You remember when, as a boy, if you slammed the door in a temper you were told that that was wooden swearing.

Those were the days when door checks were not in use—the days when it was entirely up to the individual whether the door was left ajar or slammed hard enough to shake the house to its very foundation.

The RIXSON fitted door can neither be left open nor slammed. It closes with a deliberation that is almost uncanny; never misses, never hangs on the latch, always acts promptly.

With the weather sizzling hot the RIXSON Door Check works perfectly; nor does it act up when the thermometer is registering below zero, for the lubricating oil which immerses all working parts, is impervious to temperature.

The RIXSON construction is absolutely perfect in every detail, the result of over sixteen years' experience in door check manufacture — the working parts are practically noiseless; no wearing and tearing friction, nothing that requires adjustment, therefore really fool-proof.

Hardware Salesmen, Attention!

At noon-hour to-day step into different public buildings and note the various door checks in use; note their deficiencies and see where a RIXSON can be used to advantage. A RIXSON sale is "a profitable sale—a sale worth while."

"RIXSONIZE" the doors of your town. Ask the buyer to write for discounts and descriptive circular.

Toronto Lock Manufacturing Co.

FACTORIES: PATTERSON PLACE - - TORONTO, CANADA

Manufacturers of Builders' Cabinet and Structural Hardware

If interested, tear out this page and keep with letters to be answered.

Some Interesting Canadian Contrasts

Great Evidences of Progress in a Comparatively Young Country — Rapid Development of Canada—A Country Great Now, and With a Greater Future.

IN previous export issues of HARDWARE AND METAL, a large amount of information has been given regarding Canada, from an industrial standpoint. The following article by Frank Yeigh gives some unusually interesting Canadian contrasts:

Canada is young as the age of countries is commonly measured; only four centuries since Cartier landed on the Gaspe coast; only three since Champlain became Canada's first governor; only a century and a half since the British conquest. Ontario is scarcely over the century mark, while the West may date its real life fifty years ago, practically covering the Confederation period.

But young as the Dominion is in this relative interpretation of time, she is old enough to present many striking contrasts that constitute measuring rods of our national growth. The span of a single generation provides many such suggestive contrasts, and in no less degree within the briefer period of a decade.

Especially does the Canadian West furnish impressive illustrations of progress in contrast. In the little square facing the Canadian Pacific Station in Winnipeg, stands the first locomotive used to cross the continent on completion of its main line in 1885, while, within a stone's throw, the latest mogul is hauling a sixty-car train of wheat to the Head of the Lakes or the Seaboard, and the difference represents Western development in thirty years. The old-timer was a wood-burner; the new-timer, coal or oil. The smaller looks ridiculously diminutive beside the great giant that towers high above one's head and that requires many ladder steps to reach the cabin. The old one ran smoothly on a light fifty-six pound rail; the other pounds a hundred pound rib of steel.

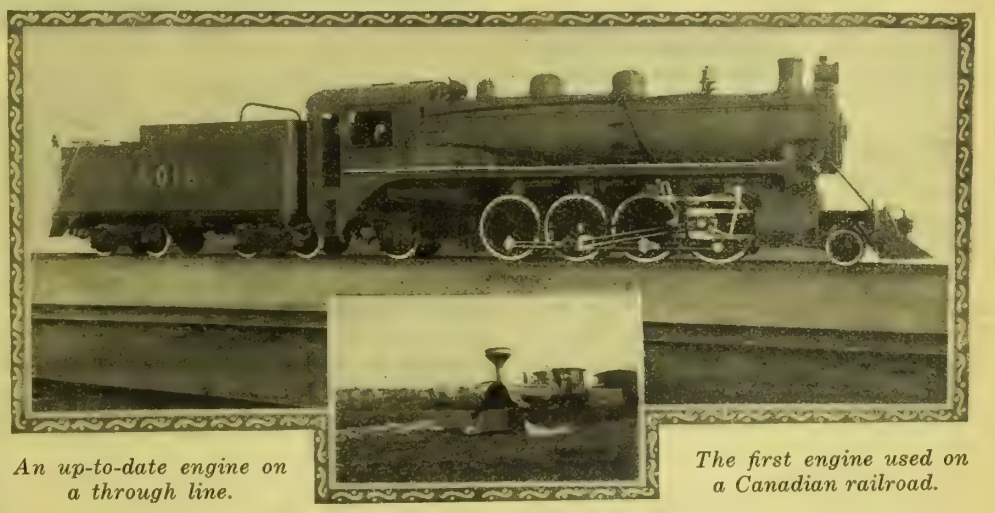
Out on the far-flung prairie, with a sky-line as far remote as one's range of vision, an ox-team is plodding its laborious way with plow and share, slowly turning the tough virgin sod of a farm-to-be. The scene visualizes the same early stage of pioneer settlement as in the older provinces a century or more before. But an hour's train journey will bring you to homesteads where modern tractors haul a plowing machine and outfit, where soil-turning is done by contract and on a wholesale scale. The single narrow furrow of our fathers is a many-furrowed trail of a sulky plow or a disc machine. So is the gulf between the sickle of the reaper, swung with slow rhythm by muscular arms, and the row of reapers and binders hauled by a ponderous and powerful traction engine. So, too, the difference between the husbandman who goes forth to sow, with the hand sweep of grain, and the present-day seed drill, dropping its kernels with mathematical precision in the warm bed of mother earth.

In many a town of the Plains, as on the outskirts of the older hinterlands, the log shack of the pioneer is dominated by an imposing structure, sky-scraping, as it were a Tower of Babel imitator, just as the first rough sod shelter of the homesteader is overshadowed by a mansion-like home of more prosperous modern days. Many a Western farmer, as an Eastern one, maintains intact the modest home of his beginnings, alongside of a mansard roof covering of to-day. Both pride and sentiment enter into the plan.

Winnipeg affords another striking contrast in the proximity of the gate remnant of Fort Garry, the wounds of time covered with foliage, while hard by a twelve-story hotel cries aloud its modernity. What ghosts still linger about the old brick-and-mortar pile; what historic memories cluster around the once and brief Riel rendezvous! and, in equal contrast, the two buildings epitomize the yesterday and to-day of our western prairie portal.

Or take Edmonton. On the river height stands the commanding pile of Alberta's Parliament Buildings, seemingly conscious of their architectural and legislative importance. Towers and roof hold their head high, scarce deigning to see the old Hudson's Bay Fort that flies the H. B. C. flag off in a corner of the lot. A contrast? Surely none more striking in all Canada: the flat little dormer windowed building, eloquent of centuries of history in the great Lone-land west of Lake Superior, and still the great lone-land for many hundreds of leagues. One cannot rest the eye on the wooden structures without instinctively recalling a King Charles, a company of "Gentlemen Adventurers," supply ships, storehouses full of fur, and stockades alive betimes with factors, trappers, couriers de bois, Indians, dog teams The romance of nearly three centuries centres in this suggestive weather-stained pile. Law-makers in a sense, even law-breakers at times, and law triers were these H. B. C. folk, and now a company of more modern makers of statutes occupy the marble palace just across the lot!

Contrasts there are in abundance on the yonder Canadian shore of the Pacific. Here is the sweep of the Skeena River, where it widens to meet the sea. A single glance of the eye includes an old-timer of a stern-wheeler craft, redolent of primitive days in British Columbia. Of shallow draft it was, and it must needs have been to negotiate the shallows caused by the shifting sands, and with a blunt nose made to poke its way into mud banks or rustic wharf. Yes, it is tied up now for good and all, displaced by a railway. But its contrast is had in the fine Clyde-built steamer just sailing past on its run from Vancouver to Prince Rupert and the Portland Canal. Oil-propelled too, as is the locomotive that went speeding by just now. Other marine contrasts there are: in the dug-out canoe of a Siwash or the clumsy fisher boat of a Chinaman, sailing by unassailed in and among the smarter craft belonging to the Coastal fishery combines.



An up-to-date engine on a through line.

The first engine used on a Canadian railroad.

Along the British Columbia rivers a lonely "Chink" is salmon fishing "on his own," while a noisy brig is hauling a fleet of fishing craft for the canneries that line the banks on their tide-washed piles.

So the old and the new are again brought into juxtaposition when a Red River cart, sans iron rim or steel springs, is placed alongside an up-to-date automobile. They represent the difference between a slow-moving mule of Dixie

and an Imperial Limited, or Prince Rupert Express train.

A contrast as unique as it is historic is to be seen at Sault Ste. Marie, where, within sight of each other, two canals span a space of two centuries. A single lock of the earlier one, built for a fur-trading company in the long ago, has been preserved in contrast with the great Canadian lock 900 feet long, which is capable of holding three large vessels at one time within its massive gates.

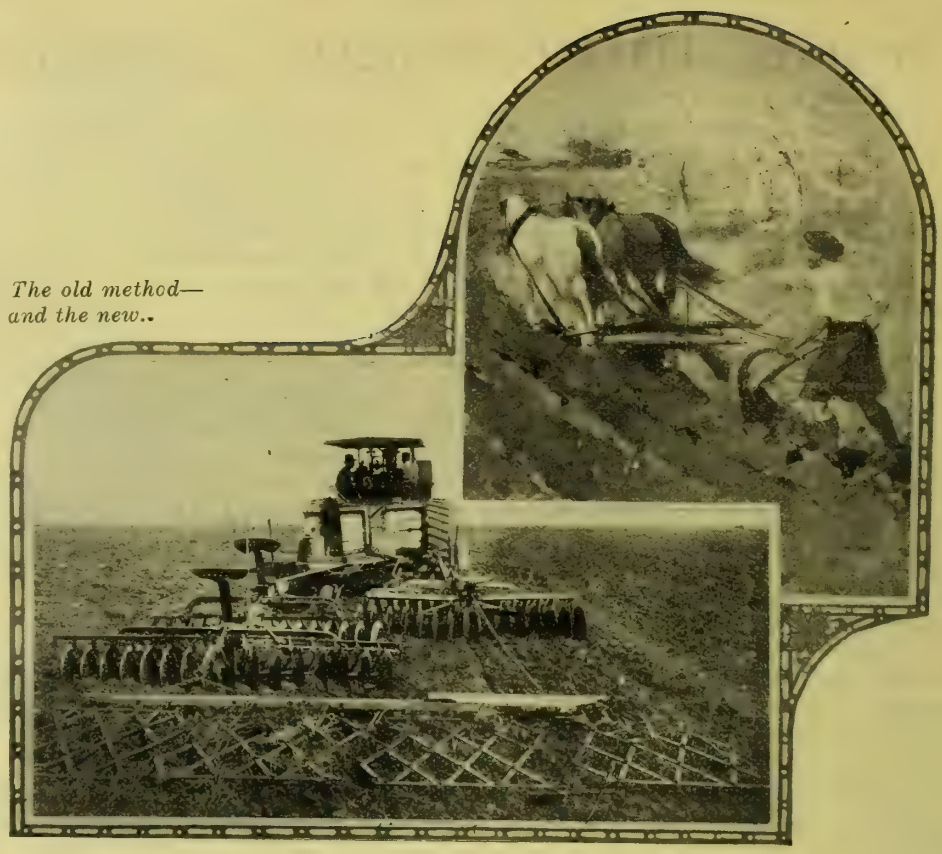
Every Canadian city possesses numerous historic contrasts. Toronto's Old Fort, with its ancient earthworks, still revealing the gun embrasures; with its powder magazines, red brick military cottages, and over-hung guard houses, is eloquent of a certain day in 1813, when a party of our United States neighbors helped themselves to the Muddy York of that day, and now when a hundred thousand people crowd the Exhibition near by, a scene is presented in absolute contrast. If the soldier dead who were blown into another world a hundred years ago, as a powder magazine at the Old Fort exploded, could come to life long enough to visit the Exhibition on a gala day, methinks they would prefer to return!

Kingston's Martello towers are in contrast with the Military College across the harbor, or the modern buildings in the Limestone city. Montreal can place its Chateau de Ramezay over against a St. James Street bank as another effective contrast.

Old Quebec is all contrasts; in Sault le Cap, and Grand Allee; Lower and Upper Town, citadel and armouries. Canada has no other city where the seventeenth and twentieth centuries live so amicably side by side.

Canada is truly measured by contrasts; the log school house and the million dollar technical school; the rustic chain ferry, swung by the current, and a million dollar high-level bridge over the Saskatchewan at Edmonton; a Washington hand-press in a rural printing office, and a sextuple press used by a city daily; the candles of our grandmothers and the electric light our children take for granted; the message by the post-chaise in grandfather's time, and the wireless of to-day; the Durham boat of the early setler, laboriously poled up-stream in the St. Lawrence, and a five or six-decked passenger steamer now; the ancient millstone that once ground the grain of a backwoods parish, and the great modern flour mills turning out thousands of barrels of the white product daily; the hand-power of earlier times, and the water-power of the present.

Have you visited, in these wonderful days of the present, a farm where electricity is harnessed to the needs of the farmer—and the farmer's wife at long last? It is a sight as suggestive as it is heartening; water pumped, grain and cutting machines run, washing machines, churner, sewing machines, too, in the house, and house and barn are lighted by the turning of a switch. Obsolete are candles and lanterns and dangerous lamps, though they have served their many generations faithfully and well. Truly it is a long way from the candle days, the old oaken bucket and the hand-power machine, and again one is delighted to know that some of the modern improvements are reaching and benefiting the Queen of the Farm.



The old method—and the new..

If he who looked upon Niagara Falls pre-Confederation days were able to make a return visit from the other or this world, he too would rub his eyes in an effort to take in the changes. Table Rock gone and the old tubular staircase leading thereunder. In its place one of the many giant power plants, busy making light and industrial force for towns a couple of hundred miles away. If he could see the maze of tunnels, even under the main river above the Falls, his wonder would be increased tenfold. Yes, Niagara presents one of the most striking contrasts of them all, and the end is not yet.

The houses of our fathers and their fathers were mostly built of one of three materials—wood, brick, stone. But to-day some structures—homes, factories, stores,—are made of cement, some as fluid shot on a wall surface through a hose as if it were a fireman's game. In the olden days too a hand-made moveable house was unknown, and now you can order a home in sections and have it shipped and set up over night.

Note the contrast in mining methods, especially gold mining. One may still see the original plan in use in mining by hand. Along the upper reaches of the Fraser River the eye catches sight of a lonely figure bending over the water's edge and shaking a pailful of the wet gravel deposits in an old tin basin, for the yellow particles that may represent a good day's pay. "The narrowing lust for gold," in Tennyson's expressive phrase has seized upon this white or yellow or red men in the heart of the wild hills, where no staking out is required and the only equipment is the old basin.

Now go to the Yukon and see the difference where hydraulic mining has largely superseded all other methods and where the impact of the waters, thrown with titanic force against the hillsides, does the work of a hundred men in a trice of the time. It is mining by wholesale instead of retail away up in this north-western jumping off place of Canada.

It is moreover interesting to note the change in costume, even during the last generation. Study, for example, the Harris painting of the Fathers of Confederation as to the dress of that famous coterie of statesmen, or gaze upon any ancient daguerrotype to realize the extraordinary styles in vogue. The ponderons white hats of the men are matched by the voluminous skirts of the women. Contrasted with Canada to-day, the country is not standing still in the matter of styles and costumes.

Thus measured by contrasts, how remarkable and how comparatively rapid has been Canada's development! A century has brought to pass a revolution, even the half century since Confederation has witnessed no less startling changes. And if this is the tale of a hundred or half a hundred years, what will be the story of the coming decades as more contrast will be created and new advances made?

Montreal, Que.—Eastern Iron & Metal Company has been registered.

The Canadian National Exhibition

World's Greatest Annual Exposition Represents Resources and Displays all Elements of Canadian Life and Industry—Arena For Display of Nation's Enterprise.

THE Canadian National Exhibition held annually in the City of Toronto, is this year to be known as the Jubilee of Canadian Confederation in honor of fifty years of Canadian union brought about by the Fathers of Confederation in 1867. The event is an annual exposition without an equal on the American continent with its wealth of display and representation of all elements of Canadian life and industry from farm, factory, mill, ocean and lake. It is an enlightening demonstration of progress by men who have achieved success in Canada in almost every line of effort. Here are found the latest and best methods applied to the varied industries of Canada, shown by men profoundly impressed with the responsibilities of citizenship in a country richly endowed with marvellous wealth. It is a perfectly balanced educational festivity and not the least of its charm and appeal lies in its entire freedom from the air of commercialism.

The great exposition is known as "The nation's show window" and its mission is to educate, to inspire better and more devoted citizenship, to acclaim the greatness of Canada, to advertise the advantages of the Dominion and to place on exhibition the very best of her products and methods that there may arise before the emulous minds of visitors new visions of accomplishment.

Arena for Display of Nation's Enterprise

The paramount reason for the vast majority of Fairs and Exhibitions is primarily the exploitation of the immediate locale—other considerations are subsidiary. Not so the Canadian National, which is the arena for the display of the strength and enterprise of the whole nation and the testing grounds for many products of other countries. A favorable verdict by exhibition crowds is the national stamp of Canadian approval. It does not pay any country to be indifferent to the welfare of the farming community, nor can the manufacturing interests be long neglected before the result is shown in a loss of national efficiency. Urban and rural interests are dependent one upon the other and the development of a spirit of co-operation between the two is an ideal worth striving for. Perhaps the nearest approach to that ideal is to be found in the great annual Canadian exhibition, where for years there has been a friendly and healthy, but none the less intense, rivalry between the producers from the cities and the rural backstay of the country, the farmer, both striving to outdo the other in the effectiveness of their display, mingling meanwhile in friendly intercourse and better understanding. No other country so concentrates itself as does Canada at the National Exhibition. It is a wonderful assemblage of exhibits, epitomizing Canadian progress in productive, development and material achievement, shown in a manner to impress the imagination and to emphasize the tremendous possibilities of its vast resources.

Triumph of Enthusiasm

The attendance at the great annual Fair is indicative of the triumph of enthusiasm attending it. Canada has a population of less than 8,000,000, and out of this number the exhibition attendance last year was 910,000, equal to nearly one for every eight residents of the Dominion and a daily average of approximately 76,000 for twelve days. Railways describe the event as the greatest creator of traffic in America.

The Exhibition grounds are generally admitted to be the finest in the world devoted to an annual Exhibition. There are over 70 buildings on the grounds, the main group of steel, stone, concrete or brick construction, and the plant is valued at over $5,000,000. The park area is of 264 acres, stretching for 1½ miles along the shores of Lake Ontario. The exhibit space provided in the buildings comprises 750,000 square feet, and is always taxed to capacity. The plant is provided with an electric equipment consisting of 60,000 lamps and over $350,000 is spent in arranging and staging. There is a $60,000 prize list and the Exhibition

Part of crowd seeking admission at Exhibition entrance.

A few of the many buildings in Exhibition Grounds.

pays a surplus yearly to the city of $25,000 to $60,000. It has the second largest dog show in America, the second largest trap-shooting contest on the continent; biggest live stock exhibit; greatest poultry show; outdoor stage 700 feet long; held annually for 39 successive years; has its own post office, telegraph office, telephone exchange, fire hall, police station, hospital, etc.; score of bands; fine art exhibit of world's masterpieces, and the record attendance was 1,009,000 persons who visited the great Fair in 1913.

Varied Activities Represented

Canada's varied activities, the product of her industry, has achievements in every field of modern development, her levity and joy, her delight in the novel and spectacular, her aspirations toward the highest in artistic emotion, even her participation in the deadly clash of nations, all unite in this yearly renewal of the Canadian National Exhibition. It is the Dominion's best, supplemented by much that other and older nations have to offer, a giant kindergarten where hundreds of thousands go for relaxation and enjoyment, and are taught, enlightened, and elevated in thought without being conscious of the many influences. A year of travel in Canada can there be condensed into a few days' sight-seeing.

Partial view of waterfront, Exhibition Grounds.

There is a contagious pride in this yearly assembling of the Dominion's best that exerts a unifying influence. Every exhibitor is proud of his achievement, whatever may be his choice among the infinitely varied fields of usefulness, and this pride is best manifested in the artistic arrangement, the magic touch that beautifies and the appeal to the aesthetic sense in almost every design and arrangement.

The encouragement of agriculture and its allied industries has ever been one of the chief aims of the Canadian National Exhibition. Over $1,500,000 has been distributed in premiums to the farming community in the effort to stimulate the development of this basic industry. The Government building, Dairy building and Palace of Horticulture contain overwhelming proofs of Canada's unsurpassed fertility of soil and resource, while elsewhere in the grounds and buildings are to be found comprehensive exhibits of farm labor-saving machinery, mechanical devices and practical demonstrations of modern methods that show the Dominion to be well in front in scientific farming development. As the possessors of one of the last great tracts of fertile uncultivated land in the world —400,000,000 arable untilled acres—Canadians are fully awake to their responsibilities as is indicated at the Exhibition.

Exhibition Park is a fine example of landscape artistry with great sketches of velvety green lawn, stately shade trees and a profusion of shrubs, graceful floral treatment and sub-tropical growths that carry one's thoughts to more temperate climes. Scattered about this immense garden with an abandon too artistically effective to have been unstudied, are imposing permanent structures of varying styles of architecture and beauty, housing exhibits of almost every conceivable thing that Canada makes, mines, grows or imports, valued at untold millions. The whole of Canada is here concentrated, it is truly the National Show Window, a comprehensive representation of its arts and industries, its newest and best achievements, its triumphs of skill and science, and its most approved solutions of social and other problems.

Government Building, Exhibition ***Grounds.***

Metal Refining By Electric Process

Important Development in Field of Metal Reduction and Refining—Electric Steel Has Denser Construction and Greater Tensile Strength.

ONE of the most promising developments in the field of metal reduction and refining in Canada is the employment of electric heat. In Canada supplies of both ore and power are found in close proximity and being in almost unlimited quantities this new system is expected to develop rapidly, particularly in connection with the reduction and refining of iron and kindred ores. The steel industry has become a big factor in Canadian industry, but it is bound to be accentuated by the remarkable advances that have taken place within the last five years in the process of electrically reducing and refining ore. Indicating the importance of the electric steel industry, and the advantages accruing from this process, the following extracts from a paper read before the Manitoba Branch of the Canadian Society of Civil Engineers, by A. M. Tirbutt of Selkirk, Man., are interesting.

"The wonderful growth of the electrical steel industry in Canada and the United States during the last few years is best shown, I think, in terms of output. From 18,309 tons made in 1912, it jumped to a total of over 225,000 tons in 1916; and taking the units installed during the latter part of that year, and those at present under construction, the total output for this year, taking a conservative estimate, should easily reach the 500,000 ton mark. This growth has indirectly been caused by the war which has created an unprecedented demand for all kinds of steel, but the war has particularly given the electric furnace builders and user an opportunity to demonstrate the inherent qualities in the electric process."

Touching on the characteristics of the commercial steel of the present day, Mr. Tirbutt pointed out that there were the three processes of making steel, converter, open hearth and crucible. He pointed out that the latter was generally recognized as the best, but proceeded to show that the electric process was adapted to the production of steels as high in quality as crucible steels.

"Mr. David Carnegie in his book 'Liquid Steel, Its Manufacture and Cost,' states that there is no question about the quality of steel that can be produced in the electric type of furnace and laid the chief objection as a matter of cost of electric power. Since that time the cost has been greatly reduced."

Dr. J. A. Matthews, President of the Halcomb Steel Company, in a paper read before the American Iron and Steel Institute, realized that the electric furnace offered better control than did the crucible process, and allowed of analyses to be made in the laboratories, while the heat was held in the furnaces. Continuing, Dr. Matthews says: "In fact, of all the metallurgical steel furnaces, the electric furnace is the most susceptible of accurate control with the heat applied directly to the metal in the cleanest way possible—i.e., without the admission of coal, ash or gas, or air of the blast. The atmosphere in the tightly closed electric furnace can be made oxidizing, neutral or reducing at will, according to the slag.

"A characteristic peculiar in electrical steel is its dense structure and high tenside strength. For the same chemical analysis, electric steel has a denser structure and higher tensile strength than steel made by other processes."

Summarizing the characteristics of electric steel, Mr. Tirbutt stated that for three reasons it could be produced superior to steel made by any other process now in use, because:

1. The steel can be made more uniform in chemical content and specifications can be more closely met, due to the conditions in the electric furnace and to the process, which is ideal for the controlling of the carbon, silicon, manganese, phosphorus and sulphur.

2. The steel can be made more solid and free from blow-holes owing to the exclusion of oxygen and the ability to kill the melt by the judicious use of alloys at the right moment.

3. The steel has a denser structure and a higher tensile strength due both to the exclusion of oxygen and nitrogen, and to the peculiar reaction which occurs in the electric process.

Oil Discoveries in Northern Canada

Rich Treasure in the Great District of the North Traversed by Water—Possibilities of This Great Country Not Generally Known.

By Dr. T. D. Bosworth, D.S.C., M.A., F.G.S., F.R.G.S., in MacLean's Magazine.

AWAY in the western part of the North-West Territories of Canada, in the region of the Great Slave Lake and the Mackenzie River, lies one of the richest treasures of the American Continent awaiting the tide of progress and development. As yet this thing has been seen by but few people able to realize its value and importance. The treasure is not gold, but is petroleum, which often nowadays is much more profitable to find.

Long ago, in the days before the commercial worth of such substances was known, the springs of petroleum, pools of tar, and burning bituminous rocks were found by the early explorers of the north land. In later years many of them were carefully observed by R. G. McConnell (now Deputy Minister of Mines) and were described in 1890 in his most interesting memoir on the Mackenzie Basin.

It is only recently, however, that any important investigation has been made by geological experts experienced in the petroleum industry. A large expedition was undertaken by Dr. Bosworth, formerly of the Geological Survey of Great Britain, and well known to the petroleum mining world. The party consisted of four geological surveyors and a number of assistants, river-men and Indians, together with an outfit including steamboats, scows and canoes.

The explorations were carried on throughout the most promising parts of all the great region between Edmonton and the Arctic Ocean and so widely were the survey parties distributed that some of them were working a thousand miles apart.

The full results of the expedition have not been made public, but it is known that a number of promising oil districts were located and that the findings corroborated all that McConnel had observed, and more. Large pools of oil and tar were found in many places and copious seepages of light oil associated with rich oil sands and with all the evidences proper to great oil fields.

The full import of the scientific discoveries doubtless will be known in due course. In the following article, written for *MacLean's Magazine*, are a few notes descriptive of the journeys on these great water highways of the north. Since these notes were written the construction of the new railroads to Peace River and to McMurray, and the improvements in shipping have already made the north country much more easily accessible than it was in 1914 and there is a growing public interest in the possibilities of this immense new country which is gradually being brought within our reach. The following are extracts from the article:—

He who would journey to the Arctic Ocean by favor of the great water system of the Athabasca and Mackenzie should be ready, waiting, at the beginning of May. So soon as the ice has broken up and cleared sufficiently for the scows, he should "stay not the hour of his going, only go." Before him lies 1,800 miles of down-stream traveling, fraught with unavoidable delays, and perhaps some perils,, and almost as soon as that has been accomplished it is time to turn about and face 1,800 miles of up-stream traveling in order to get out before winter closes up the country in its icy grip.

Leaving Edmonton we proceed by rail a hundred miles northward to Athabasca Landing, which is the end of "steel" and the starting point of the long water route to the Arctic. About the end of April this little place wakes up from its winter sleep and takes on an almost hectic activity. Parties of strange men are gathering there, men of many nationalities, bound on adventurous errands. Tents are springing up and the whole place resounds with the uproar of the dogs, the clatter of strange tongues and the incessant hammering from the river banks where the annual building of scows was under way.

We left Athabasca Landing in company with fifteen other scows, drifting down the Athabasca River easily at three miles an hour for many days for a distance of about 200 miles. Then came the long struggle through the 90 miles of fierce rapids and the many obstacles which so long have been a barrier to the highway of the Northland.

The difficulties encountered during this part of the water route have been often told by travelers, however, and it is my intention to pass over this part of the journey. Suffice it to say that after the customary troubles and misfortunes we came safely through them all—the Pelican, the Stony, the Grand, the Brule, the Boiler and the rest. And already we had arrived at one of the wonders of the North, for here, about 350 miles north of Edmonton, are the great Tar Sand cliffs of the Athabasca, so little known only because of their inaccessibility.

The Tar Sand is a sheet of sandstone about 200 feet thick more or less completely saturated with heavy oil. It is almost wholly black, although at the sur-

Scenes on the Rapids of the Athabasca as the loaded scows go down the river.

Running the Grand Rapids. *Scow going over Cascades on the Athabasca River.*

Scows descending the Cascades.

face it weathers to a paler color. The rock is rather soft and plastic and can be carved with a knife. It is exposed along the Athabasca for a hundred miles and plainly is spread over at least 2000 square miles and possibly over as much as 10,000 square miles.

All through this district the oil and gas are seen. Where the tar sands are underground extensive seepages of gas occur and travelers camping at such spots cook their food over the gas vents.

The exposure of asphaltum along the Athabasca is greater than all the other known asphaltic outcrops, pitch lakes and oil seepages in the world put together.

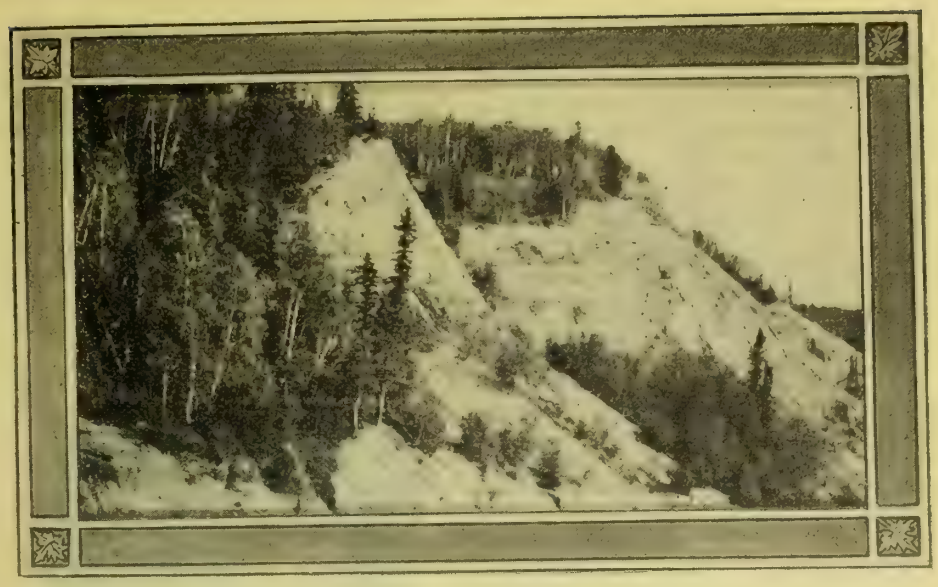
Experiments conducted by the writer in the laboratory showed the tar sand to contain 14 gallons of petroleum to the ton in ordinary samples, and in some cases as much as 20 gallons, of which a proportion is gasoline. The total amount of petroleum, presuming the bed to extend over 10,000 square miles, must be in the neighborhood of 200,000 million tons! At our present rate of consumption this would accommodate the world for 2,000 years. It still remains to be proved, however, whether we can get the petroleum out of the rocks profitably.

Of recent years many have traveled down the Athabasca River to Fort McMurray. A fair number have passed onward and across Lake Athabasca to Fort Chippewyan and thence down the Slave River as far as Fort Smith, where 16 miles of rapids forms a barrier to navigation. But beyond Fort Smith the country is little known except to the trappers and hunters of the North, and away from the river banks almost nothing is known.

The most intersting part of our trip, therefore, began as we reached Smith's Rapids, about 150 miles below Great Slave Lake. Below the rapids we transferred our outfit to a little river steamboat, which had been built there and so traveled with much more comfort from that point on. The Slave River is from a half to three-quarters of a mile wide, but it is very shallow and several times we stuck. At length, however, we reached the mouth of the river and slowly chugged through a difficult delta into the Great Slave Lake. Violent storms are encountered on this great inland body of water, storms which blow up so suddenly that boats may be caught unawares and dashed to pieces. Such a storm delayed our advance for two days.

The Great Slave Lake is the third largest lake in America, being about the size of Ireland. Although we only crossed the Western end of it, we were for a long time out of sight of land. But in places were in water so shallow that our boat, drawing only five feet, was often in difficulties. There was calm, hot weather at this time and a haze over the water. Mirages appeared along the horizon having the form of beautiful islands with low shores clad with large trees. These continually receded into the distance and finally dissolved into thin air.

There are two trading posts at the western end of the lake—Fort Resolution and Hay River. The latter may be an important post some day when the railroads are extended northward and connect there with a line of steamboats plying north on the Mackenzie River to the Arctic. At this post we found many Indians encamped, waiting for Treaty Day.



Cliffs of the famous "tar sand" of the A thabasca. These cliffs are formed by a great sheet of black tar-rock 200 ft. thick and saturated with thick oil

They belonged to Slavie tribe, who have promised through their chiefs to obey the laws and to recognize Government ownership of the land. In return the Government officials visit certain posts once a year and bring bounties to the Indians. Five dollars is given for every man, woman and child and so much per head of flour and munitions. The result is that large families are popular here. Children are borrowed and lent and even sold. The officials have to watch carefully or the same children will be shown many times over by the wily red skins.

And so we passed on out of the Great Slave Lake and into the mighty Mackenzie. This is a splendid river more than a mile wide, but open for only about four months in the year. When the thaw comes each spring the ice slowly breaks up and jams until gradually it forces its way down to the sea. The river banks as a result are deeply grooved and smoothed by the ice.

The first post we reached was Fort Providence and here, as at all other posts, many Indians were encamped awaiting the arrival of the treaty money. Another hundred and fifty miles brought us to Fort Simpson, one of the important posts of the north. We were the first arrivals of the year and our advent created much excitement.

We continued our way steadily northward, finding the trading posts at distances from one hundred and fifty to two hundred miles apart. Throughout all this stage of our journey the scenery was monotonously similar, but it was noticeable that the trees were becoming smaller.

In the first two hundred miles beyond Fort Wrigley there was a great change of scenery, the river flowing through a mountainous country. We were then passing through the Mackenzie Mountains. After a further space of two hundred miles we reached Fort Norman, which is a very small post, but geographically an important one, for here the Mackenzie River is joined by the Bear River which flows in from the East from Great Bear Lake. The Bear emerges from a land of mystery, for the country around the Great Bear Lake has been very little explored. It was somewhere hereabout that the Franklin Arctic expedition perished after traveling northward by the route which we had followed.

Bear Mountain is close at hand here, a magnificent mass nearly two thousand feet high. We scaled it and near the summit appropriately enough, was a bear busily and passively engaged in eating blueberries, but he fled so swiftly that we could not get a shot at him. From the top of the mountain we had an extensive view over hundreds of miles of untrodden forest with here and there a blue lake and several winding rivers.

Food had now become scarce as there had been a shortage in every post that we passed making it impossible for us to replenish our supplies. Neither game nor fish could be found, however, and our stores consisted only of flour, sugar and dried apples with a scanty supply of bacon and beans.

In due course we reached Fort Good Hope and so passed into the Arctic Circle. It is approached through a narrow part of the river known as the Ramparts, where for many miles the river is bordered by great vertical cliffs of massive limestone where no landing can be made. It seemed almost as though we were passing through a giant wall which nature had built to keep all intruders out from the Land of the Midnight Sun.

During the time that we remained within the Arctic Circle, we enjoyed continuous sunshine and lost all count of time. The sun hung low in the sky and never set, so there was nothing to divide night and day, or one day from another.

We ate when we were hungry and slept when we became fatigued; and in the meantime made great haste to get along, for the time that one may remain within this territory and get safely out again by water is very short.

We pushed on several hundred miles from Fort Good Hope finally reaching Fort McPherson, where the Delta of the Mackenzie River barred further progress. The water here is so shallow that no steamboat has yet attempted to pass through into the ocean. Many trips were made inland through forest, over mountains and along tributary rivers. Some of the land that we traversed probably was new to the tread of white men. The country is beautiful, but similar in character throughout. There were spruce, poplar, silver birch and willow bushes, although everything was dwarfed and the poplar and birch were few and far between. Wherever we went the river banks were bright with flowers, and there was a luxuriant growth of grass due to the long hours of sunshine. The flowers and plants were surprisingly British in character—many being to me indistinguishable from those of the north of Scotland. Especially beautiful were the wild roses that we saw, the Michaelmas daisies, and hare-bells, the largest I have ever seen. On our return trip we found the country bountiful with berries of many kinds. We found raspberries, black currants, red currants, strawberries, gooseberries, cranberries, huckleberries, blueberries—every kind of berry that we had ever seen or heard of.

With reference to the results of the oil explorations, very little can be told here. The tar sand (of cretaceous age) which contains such an immense quantity of petroleum already has been referred to. This oil district is in the nothern part of Alberta. But it is in the Devonian rocks that the most conspicuous seepages of fluid oil are found. Thus, on the shores of the Great Slave Lake, in porous dolomites of this age, there are many pools of oil and spreads of tar, so that bottles and pails can readily be filled with oil. And along the banks of the Mackenzie River in certain places the oil is flowing out into the water copiously from outcropping oil sands belonging to the Devonian formation. In one locality these seepages are continuous for several miles. The indications are as good as could possibly be desired and the only drawback is the distance.

Our troubles on the return journey were greater than on the trip north. Behinds us the winter was creeping on and threatening to overtake us.

Our little steamboat was in bad condition and not strong enough to battle with the strong current against which we had to proceed. Sometimes we could hardly make any headway, so fierce were the elements against which we had to contend. We used wood as fuel and almost every day had to stop to cut a fresh supply.

One day we narrowly escaped shipwreck in the Sans Sault rapids. For several hours we battled against the current without making any headway whatever. In fact we began to slip back in a bad place in the rapids which would have meant inevitable disaster on the rocks. We stoked in the wood until the boilers threatened to burst. We tacked first one way and then another, vainly striving to beat our way up against the swift waters. Towards evening, just as our fuel was nearly at an end, we began to move—very slowly at first. Probably the current had slackened. At any rate we finally won our way up the rapids and into the quiet water beyond—just as our fuel gave out!

To make matters worse, we were very short of food and found it impossible to secure any supplies at the trading posts. We did manage to borrow some from the Missions and from the police, and in that way were able to keep going.

It was only at the posts that inhabitants were seen. The Indians on the Mackenzie belong to several tribes and there are many different tongues among them. There are, however, in each tribe some men who can talk Cree and in that way communication among tribes is kept up.

At one post we met a new missionary who was just learning the Cree language. He had a book to show how to make the right sounds and by means of this he had learned to conduct his church services fairly successfully, although he himself did not know a single word he was uttering.

Some of the Indian languages are very picturesque and tuneful. They have an especially apt way of coining words. In Chippewyan, for instance, the word for the gramaphone is "the voice in a box." The name for the North-West mounted policeman is "the man who speaks the truth," which is a deserved tribute, although what the Indian probably means is "the man whose word is law."

The missionaries certainly are heroic characters, living lives of hardship in a service that seemed to yield but little in the way of temporal return. They were always glad to meet us and to hear news of the outside world.

From them we heard many interesting and amusing stories of the land. One Bishop whom we met was something of a doctor and was often called upon to heal the sick. In one place they brought to him a man with a cut on his back. The bishop promised to put a plaster on it provided the back was washed first. After much persuasion the Indian's squaw agreed to this and enquired exactly as to the size and shape of the plaster. When the bishop returned with his plaster he found the back waiting ready for him. On it a small piece had been washed—the exact size of the plaster. It seemed useless to ask for more so into this place forthwith the plaster was inlaid.

The methods of trading in these parts are peculiar. No money is used, but all prices are quoted in terms of skins. The cash value of a skin is now about one-third of a dollar. Originally the beaver skin was the medium of exchange. When an Indian came to the trading post to buy a rifle he brought with him beaver skins and laid them one upon another in a pile. When the pile was as high as the rifle the exchange was made. Every year the rifles were made longer and longer!

An Indian works for you for six skins a day. You pay him for his services by writing on paper that he is to receive a credit of so many skins at the nearest post. He takes this and uses it in due course; and you square yourself with the trading company. Calculations in the store are done by means of beads. The Indian brings in his fur and, as each one is accepted by the storekeeper so many beads are handed to him. Then the Indian buys his supplies of flour, sugar, tobacco, etc., handing the beads back to the storekeeper accordingly. Good Indians are allowed credit at the store where they

(Continued on page 49)

I. J. BURGESS, BRITISH MANAGER VICTOR SAW WORKS

Isaac J. Burgess, appointed manager of the Great Britain branch at London, Eng., of the Victor Saw Works, Ltd., Hamilton, Ont.

Though still in his early thirties, Mr. Burgess has had a wide business experience, embracing buying and selling for both domestic and foreign trades, management, finance, accounting and shipping.

In order to join the Victor organization, he resigned his position as Manager of the Foreign Trade Department of Robert Crooks & Co., Ltd., of Liverpool, with whom he had been associated five years. He established valuable connections in the Orient, in India, South Africa and throughout the Continent of Europe. In the home market he had extensive buying and selling connections with the largest and most influential concerns throughout the country.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal-Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.
Spielmann Agencies, Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Standard Mfg.-Sales Co., Montreal.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

FACTORY:
NEW TORONTO

HEAD OFFICES:
FOY BUILDING, 32-34
Front St., W., Toronto

BRANCHES:
Montreal Winnipeg

Export to Great Britain, Australia, New Zealand, South Africa, South America

Boxer Wall Papers

MODERN MANUFACTURING EQUIPMENT—COMPETENT EXPORT DEPARTMENT

A complete selection of wall papers in all grades. Entirely new patterns every year of distinctive style and decorative individuality. Sizes and measurements of rolls to suit the requirements of all foreign countries.

Inquiries from all parts of the Empire and from foreign countries are solicited.

The Reg. N. Boxer Co. Limited
Makers of Wallhangings
TORONTO, CANADA

Los papeles decorativos BOXER tienen caracter e individualidad distintiva propios y son de rendimiento seguro para los comerciantes de la America latina.

Estos papeles forman muchos conjuntos nuevos, atractivos y alegres; despiertan fuertemente el deseo de usar papeles de buen gusto y de primera calidad. Las existencias BOXER se venden con facilidad.

Los articulos BOXER son fabricados en el Canada. El material de que se hallan fabricados nuestros papeles es mas fuerte que el empleado por los fabricantes de otros paises, cuyos productos se venden a los mismos precios.

La Cia Reg. N. Boxer Limitada Fabricantes
Papeles de Colgadura
TORONTO, CANADA

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Canvas Belting
Plewes Ltd., Winnipeg.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Toronto.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

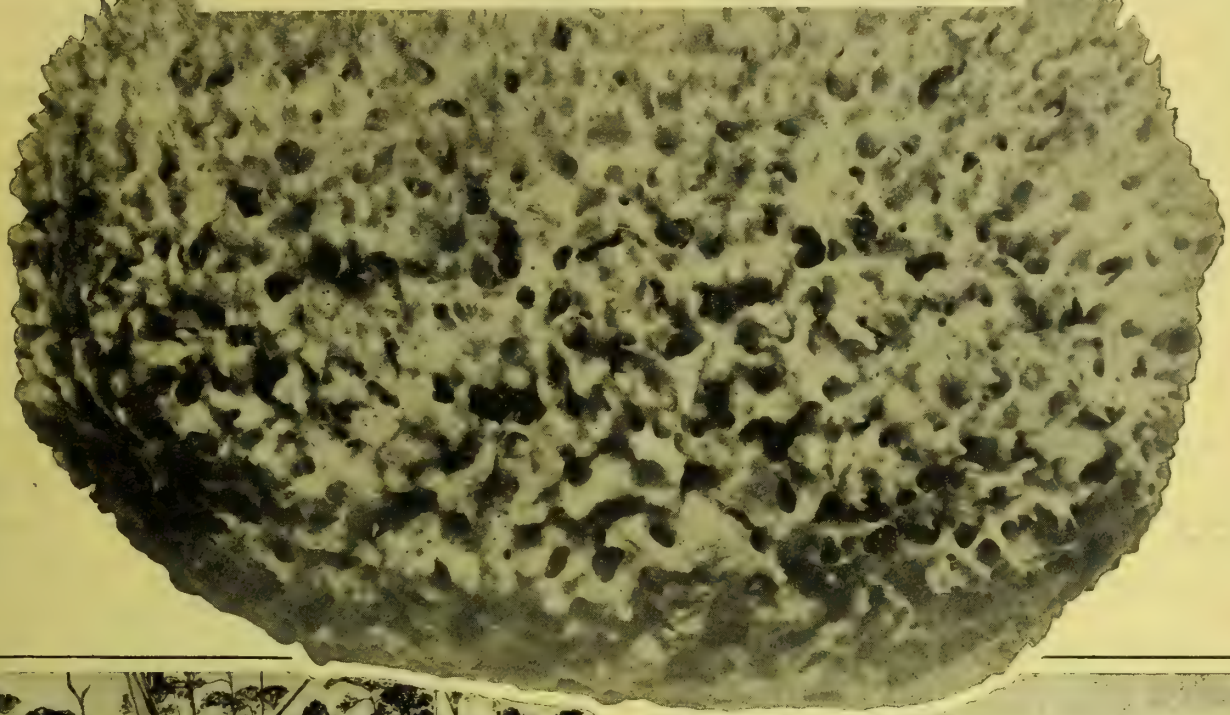
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

EVANS & CO. LIMITED

IMPORTERS AND EXPORTERS



Sponge Fishing Boat

Sponge Packing House

Why Is Our Export Trade Increasing

Our export trade is increasing—not on account of war conditions, but because we are supplying our customers at the lowest market prices, with bale goods on which they can absolutely rely.

We are supplying Bahama Sponges to some of the largest Sponge importing houses in London, Eng., also New York and other large cities in the U.S. We would like to open up an export trade with other countries, and invite correspondence.

Our export shipments are made from Bonded Warehouse, Montreal, or direct from the British West Indies, to any part of the world.

We refer you to the Royal Bank of Canada, Nassau, Bahamas, B.W.I., as to the quality and reliability of our packing, etc.

EVANS & COMPANY, LIMITED, (*Importers and Exporters*)
MONTREAL, CANADA

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Plewes Ltd., Winnipeg.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

CARHARTT GLOVES

Made to wear best where the wear is hardest

—for the man who works and for the man who motors

These men may be identical, but more often they are widely separated in their glove requirements. You, Mr. Dealer, get both classes in your hardware store—You have the trade of the mechanic and the day laborer as well as the motorist. Why not get their glove trade, by a representative range of CARHARTT GLOVES this Fall?

The CARHARTT exclusive features appeal to the better judgment of all classes of men. Retail at $1.00 and up. They are repeat getters. Write for our proposition.

We will be proud to show you through our plant when in the city. Take King East car to River Street.

HAMILTON CARHARTT COTTON MILLS, LTD.

Toronto Montre al
Winnipeg
Vancouver Liverpool

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock. Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield. Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton. Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber, Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

Butterfield-

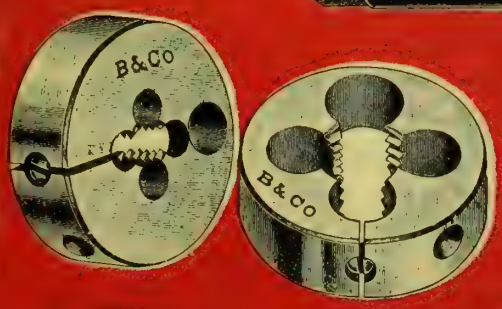
Taps—Dies Reamers

Unusually tough propositions in threading or reaming is ordinary work for Butterfield tools.

You can't make a mistake when you buy "Butterfield" tools. *They are remarkably fast and accurate workers,* — and the reputation which has taken us years to build up—stands back of every one of them.

Write for a copy of our catalog.

Butterfield & Company
Inc.
ROCK ISLAND, QUEBEC
CANADA



If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Canadian National Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Spielmann Agencies, Montreal.

Latches
The Stanley Works, New Britain, Conn.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. E. Beauchamp & Co., Montreal. Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Belting
Plewes Ltd., Winnipeg.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto.
Northern Electric Co., Montreal.
Powerlight Co., Winnipeg.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
Plewes Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mantels, Gas, Gasoline
Powerlight Co., Winnipeg.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.
Plewes Ltd., Winnipeg.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Can. B. K. Morton Co., Montreal-Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

A Case of Profit

This Carborundum Sharpening Stone Display Case

A golden oak case, twenty-four inches high, eighteen inches wide, twelve inches deep—well made, convenient, durable, with a glass covered display panel in the door—an ideal case with roomy shelves for carrying a stock and for attractively displaying

Carborundum Sharpening Stones

This case is free to you and every other hardware dealer. Just write and ask for information on assortment case No. 7. ¶There is a Carborundum stone for every one of your customers who uses an edge tool.

Let us help you sell them.—Let us send you our window displays, booklets, circulars, etc.

The Carborundum Company
Niagara Falls, N. Y.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Bridge
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Spielmann Agencies, Montreal.
Valentine & Co., New York and Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.
Valentine & Co., New York and Toronto.

Paint, Cement Coating
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
Spielmann Agencies, Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto

Paint, Flat Wall
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Floor
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, House Colors
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas. Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury. Mass.

Pipe, Galv'd, Conductor
Canada Metal Co., Toronto.
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
National Equipment Co., Toronto.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

An Evolution - in Paints

Jamieson's Paints

are acknowledged by those who have used them, to be the most serviceable.

A high grade paint at a moderate cost.

Known throughout Canada as the acme of value.

We invite correspondence from firms overseas interested in Highest Quality Paint.

"Made in Canada."

R. C. Jamieson & Co.
LIMITED
Montreal Vancouver
Owning and Operating
P. D. DODS & CO., LIMITED

CLASSIFIED LIST OF ADVERTISEMENTS

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges, Coal and Wood
Wrought Iron Range Co., Toronto.
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rat Poison
Buffalo Specialty Co., Bridgeburg.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.
Reamers
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Gillette Safety Razor Co.
Landers, Frary & Clark, New Britain, Conn.
Saunders & Co., Montreal.
Refiners of Oil
Dominion Linseed Oil Co., Montreal.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Reamers
Wells Bros Co. of Canada, Ltd., Galt.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.
Reamers, Pipe
Wells Bros Co. of Canada, Ltd., Galt.
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Rivets
Brown, Boggs Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
Roller Bearing Plate Slides
Pressless Caster Co., Evansville, Ind.

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Roofing
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofing, Rubber
J. H. McComb, Ltd., Montreal.
Roofing, Felt
J. H. McComb, Ltd., Montreal.
Roofing, Roll
Bird & Son, Hamilton, Ont.
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofs, Silo
Pedlar People, Ltd., Oshawa.
Rope, Cotton
Star Brand—All Jobbers.
Rubber Cement
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Goods
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Mats
Canadian Consolidated Rubber Co., Montreal.
Rules
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Saddlery Brushes
Saunders & Co., Montreal.
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal.
Sanitary Closets
Wakyte Mfg. Co., Winnipeg.
Sash Cord
"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.
Saws
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Crosscut and Hand
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simmonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

Saw Sets
Goodell-Pratt Co., Greenfield, Mass.
Saw Sets, Jointers and Guages
Dillon Mfg. Co., Oshawa, Ont.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Screw Plates
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Wells Bros. Co. of Canada, Galt.
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Screen Door Sets
The Stanley Works, New Britain, Conn.
Screw Drivers
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal.
Shaving Strops
The Carborundum Co., Niagara Falls N.Y.
Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg.
Shells, Empty Paper Shot
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shells, Loaded
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shellac
McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Shelf Boxes
Cameron & Campbell, Toronto.

Shingles, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
Canada Paint Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Shot
Steel Co. of Canada, Ltd., Hamilton.
Shot Guns
Dominion Cartridge Co., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.
Shot Guns, Repeating
Remington Arms—Union Metallic Cartridge Co., Windsor.
Shovels, Snow
Beauchamp, J. E., Montreal.
Silo Roofs
Metallic Roofing Co., Toronto. and Winnipeg.
Pedlar People Limited, Oshawa.
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Smooth Planes
National Machinery & Supply Co., Hamilton.
Sidings, Metal
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Sockets
Northern Electric Co., Montreal.
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.
Skylights
Pedlar People Limited, Oshawa, Wheeler & Bain, Toronto.
Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.
Spark Plugs
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sporting Goods
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.
Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spring Dies
Wells Bros. Co. of Canada, Galt.
Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

Livingston Flax Seed Products

KNOWN THE WORLD OVER

Great Britain, Africa, France, Newfoundland, Holland, Belgium and West Indies all know Livingston Brand products—Linseed Oil, (Old Process) Oil Cake Meal, etc.—all know their superior quality and look on them as the world's standard.

The same exacting care is taken with export orders as with local. Every barrel of oil, every bag of meal must be up to the "Livingston" high-mark-of-quality-test before it is consigned.

Our long experience (established in 1864) is reflected in every order filled from the Livingston plants in Baden and Montreal.

Our ageing process requires time, but greatly enhances the quality.

Place your orders now.

THE

Dominion Linseed Oil Co.

LIMITED

Baden, Toronto, Montreal, Canada

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Spring Shackle Bolts
Canadian Winkley Co., Windsor.

Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stable Fittings
Beatty Bros., Fergus, Ont.

Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Fittings, Steel
Dillon Mfg. Co., Oshawa, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
National Equipment Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
National Equipment Co., Toronto.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.
National Equipment Co., Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers.
National Machinery & Supply Co., Hamilton.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

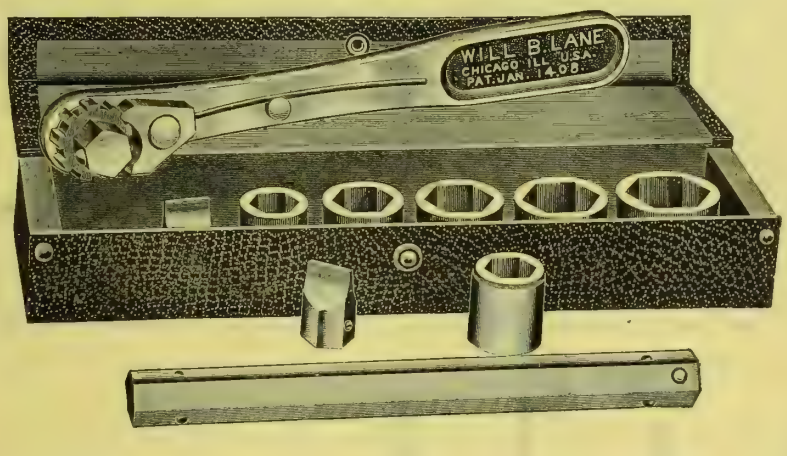
Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.

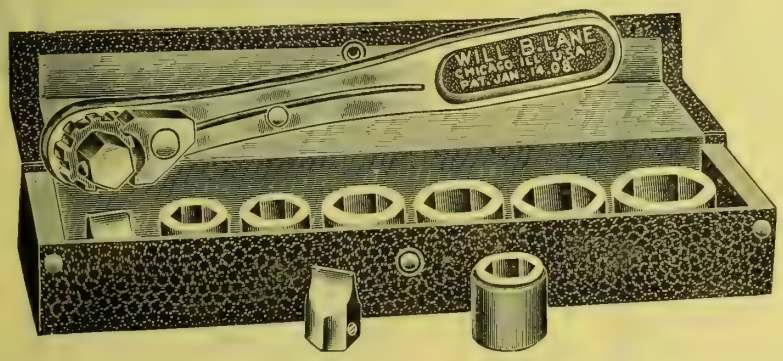
Lane's Ratchet Wrench Sets in Demand by All Who Use Tools

Indispensable for close work. Entirely machine made. Sockets in both Standard and Ford sets are turned from Bessemer steel and case-hardened. Warranted not to break or spread.

FORD SET

The Ford set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.





STANDARD SET

Standard set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

Distributors in Most of the Principal Cities of the World.

WILL B. LANE

180 North Dearborn Street -:- CHICAGO, ILL.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Varnishes
Valentine & Co., New York and Toronto.

Vises, Household
National Machinery & Supply Co., Hamilton.

Wads
Remington Arms-Union Metallic Cartridge Co., Windsor.

Wall Board
Beaver Companies, Ottawa, Ont.
Bird & Son, East Walpole, Mass.

Washers
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.

Wash Stands
Wakyte Mfg. Co., Winnipeg.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Waste, Cotton
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton

Water Systems
National Equipment Co., Toronto.

Water Bowls
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Well Curbing
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg.

Whitewash Outfits
Collins Mfg Co., Toronto.

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.

Whisks
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John

White Lead
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Leamont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal.

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cutters
Northern Electric Co., Ltd., Montreal.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
Steel Co. of Canada, Ltd., Hamilton.

Wood Finishes
R. C. Jamieson & Co., Ltd., Montreal.

Wood Screws
Canadian Tube & Iron Co, Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches & Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Car
Dillon Mfg. Co., Oshawa, Ont.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

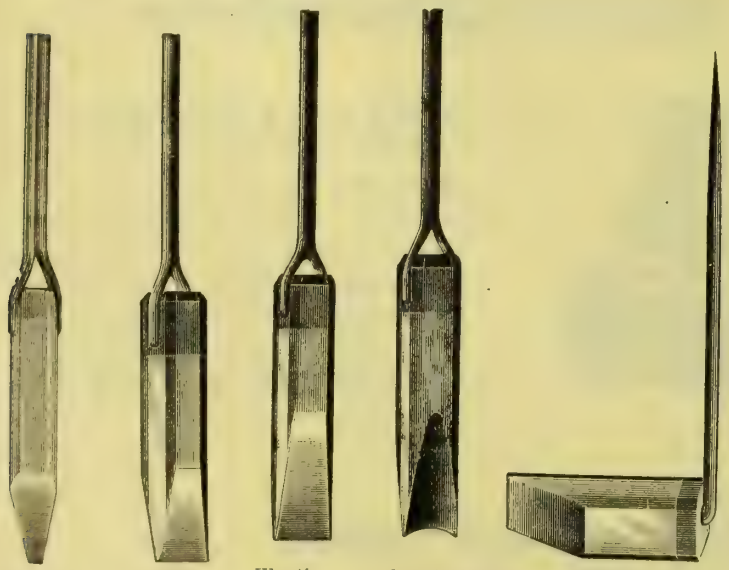
Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt.

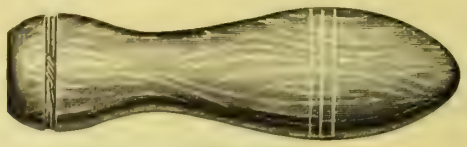
Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg.

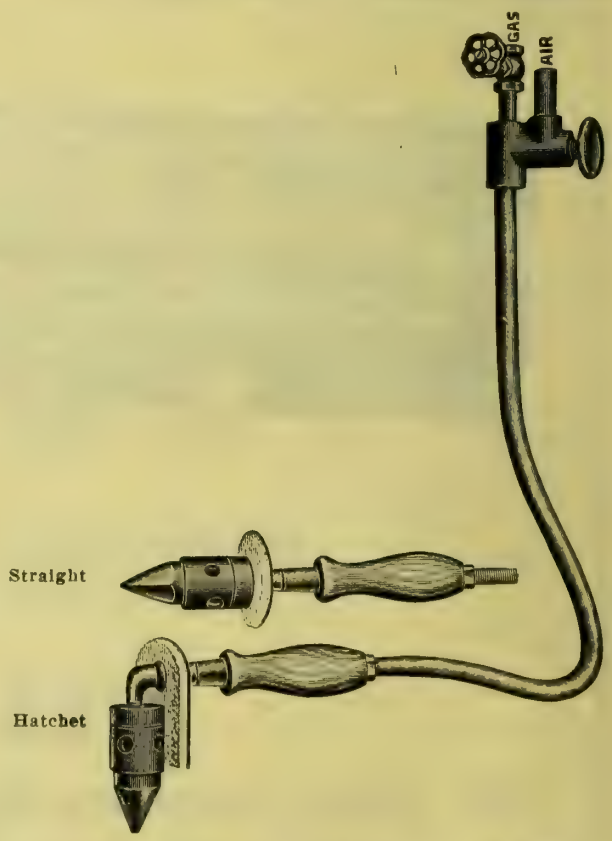
Soldering Coppers





Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.

Sell a Reliable and Paying Line of Horse Collar Pads and Cotton Gloves

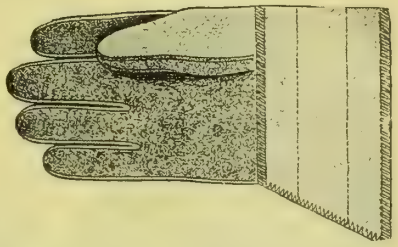
Tapatco Horse Collar Pads and Cotton Gloves have been sold to advantage by dealers for a number of years now. They contain the same *good value* to-day that made them popular with the consumer in beginning. They have proven a reliable and profitable line to handle.

Tapatco Brand Horse Collar Pads—Invaluable for keeping horses free from irritation and shoulder sores. Owners are extra careful of their horses now—war demands have greatly added to their value. Recommend Tapatco pads to your customers.

TAPATCO REGISTERED TRADE MARK BRAND

More soft hands are tackling rough jobs now than ever before. They need protection, protection that will not interfere with the efficiency of their work. Again, the dealer can recommend "Tapatco" to advantage. They will give you increased sales and good profits.

Get our full line and prices without delay.



They are made in Brown and White, or in Solid Old Gold with red felt edge. Furnished in 10", 11" or 12" width, and sizes from 18" to 25".

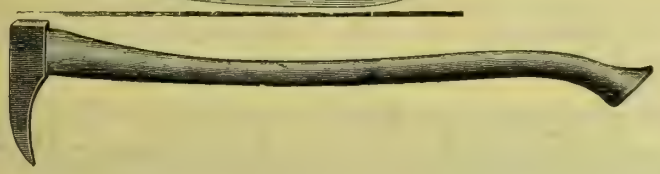
The
American Pad & Textile Co.
Chatham -:- -:- Ontario

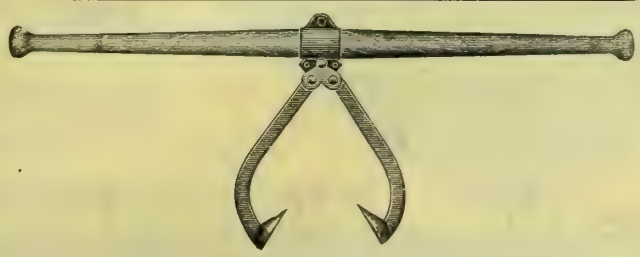
Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weight. Jersey Gloves and Mitts in Oxford, Tan and Slate. We also make a leatherette-faced glove that is a winner everywhere.

SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario





If interested, tear out this page and keep with letters to be answered.

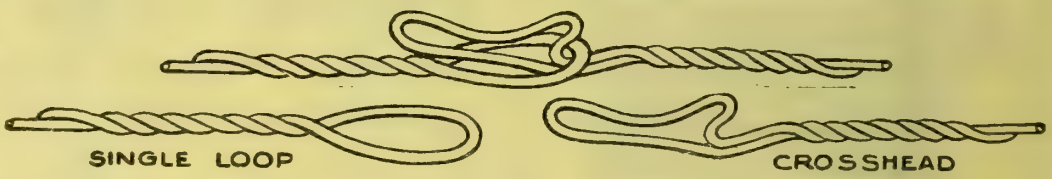
Nails and Wire

We have actually shipped to all the principal countries in the world. From experience we know how to pack and ship for export, and importers abroad are assured of satisfactory service. We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o b. Atlantic or Pacific Ports, or c.i.f.

We are manufacturers of:

WIRE NAILS—All sizes and patterns, as used in European, Asiatic and Australasian markets. Packed in bags, or in steel-bound, paper-lined kegs.

WIRE — Bright, Annealed, Varnished, Coppered Weaving, Mattress and other fine tinned wires.



Special Hay Baling Wire

WIRE BALE TIES—Made in the usual gauges and cut to any length desired. For baling hay, straw and other compressible materials.

Packed in 56-lb. bundles, oiled with linseed oil. Single loop tie has loop at one end; cross head tie has loop at one end and hook at other, as illustrated above.

FENCE STAPLES—Bright and Galvanized.

The Laidlaw Bale-Tie Co., Limited

HAMILTON, CANADA

A. T. Diggins, Stair Building, TORONTO, ONT.; Harry F. Moulden, WINNIPEG, MAN.; H. E. O. Bull, MONTREAL, QUE.; Geo. W. Laidlaw, VANCOUVER, B. C.

LONDON, ENGLAND, M. BRYAN, 24 ALDGATE

All Atlantic Ports from Baltimore north, are equally convenient to Hamilton

If interested, tear out this page and keep with letters to be answered.

Extra Money

Are you in need of "Extra Money" that will provide for a "Few Extras" that will make life more enjoyable? If you are and your present income isn't sufficient to take care of every desire, let us tell you all about our plan, and how splendidly it will fit into your present needs.

We want representatives in every district in Canada to look after our subscription **business.** We want to secure the services of bright, active young men, the kind that will produce more money for themselves and results for us.

If you are looking for such an opportunity, write us to-day. Say on your card, "I am in need of extra money, tell me about your plan."

The MacLean Publishing Co., Limited
143-153 University Avenue Toronto, Canada

SPRAYERS *for* EXPORT

We are makers of different types of Sprayers suitable for all kinds of spraying.
Our Knapsack sprayers hold four gallons, are made fool-proof and are guaranteed.
We have been established in Toronto since 1891, and have built up a reputation as manufacturers of sprayers and other hardware specialties.
We want agencies in Great Britain and all allied countries. Write for proposition.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in Hardware and Metal, and let it assist you in filling your needs.

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about **The Farmer's Magazine** in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

VOL-PEEK

MENDS — Graniteware
Tin — Copper — Brass
Aluminium Enamelledware etc
Cost ½ ¢ Per Mend

A satisfactory mender that mends all kinds of Pots, Pans, Boilers, Graniteware, Aluminum, etc.

The housewife can mend them easily and quickly—No tools required—No trouble—Simply fill the hole with "Vol-Peek" and in two minutes the article is ready for use.

Easy to Sell and Always Satisfies

"Vol-Peek" is put up in attractive Counter Display Stands, in many colors, hold 44 packages which retail at 15 cents. Advertising matter free with each stand.

"Vol-Peek" Will Make Money For You

1 *stand "Vol-Peek"—costs prepaid* $3.60. *Sells for* $6.60—*Profit for you* $3.00.

Send in your order to-day, through your Jobber, or to us. (Discount to Jobbers).

EXPORT ORDER. We will send prepaid by parcel post, to any part of the world, 1 stand of "Vol-Peek" with advertising matter, for 16 shillings.

EXCLUSIVE AGENCIES granted where we are not represented.

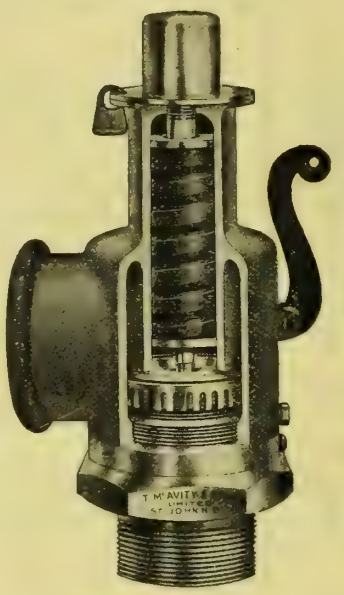
THE "VOL-PEEK" MFG. COMPANY
P.O. Box 2024
Montreal Canada

If interested, tear out this page and keep with letters to be answered.

"McAVITY" Improved

Side Outlet Brass Pop Safety Valve

Lockup Pattern



Approved by the Governments of the Provinces of Ontario, Alberta, Saskatchewan and British Columbia.

For use on boilers carrying pressures up to and including 200 lbs.

T. McAvity & Sons

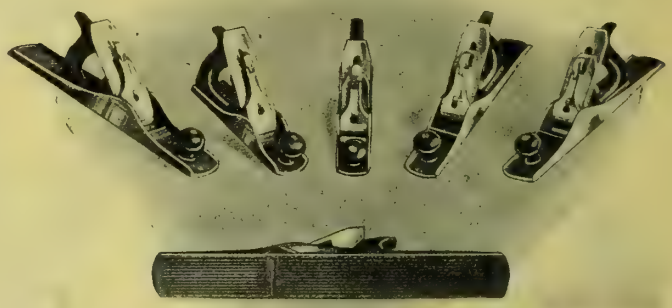
Limited

Hardware and Metal Merchants, Brass and Iron Founders

St. John, N. B. - - Canada

Montreal Winnipeg

NATIONAL PLANES

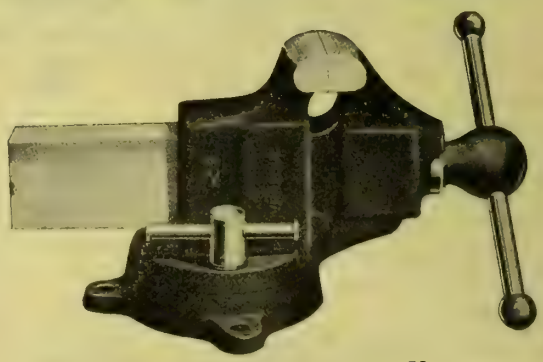


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited

HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

PINK'S
LUMBERING TOOLS

MADE IN CANADA

The Standard Tools in every Province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumbering tools. Light and durable.

We have supplied a great number of Lumber Tools for the Overseas Forestry Battalions.

Pink's tools give a service that wins the recommendation of users everywhere. If anyone in England, Scotland or elsewhere requiring tools of this kind, will inquire of the Canadian people who are using our goods there they will be convinced.

We Also Manufacture Car Movers

Long Distance 'Phone No. 87.

Sold throughout the Dominion by all wholesale and retail hardware merchants.

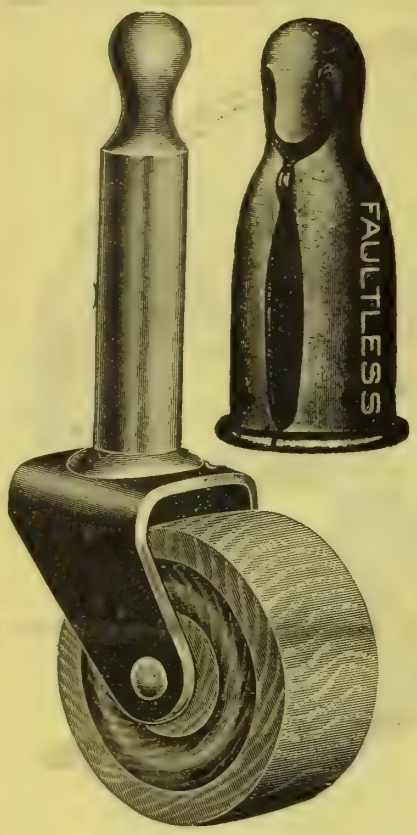
We Solicit Export Business

SEND FOR CATALOG AND PRICE LIST

The Thomas Pink Company, Limited

PEMBROKE, ONTARIO, CANADA

If interested, tear out this page and keep with letters to be answered.



FULL SIZE F-2-8

Pivot Bearing Casters

The fundamental characteristics of this caster make possible its simplicity; without them, it too, would be complicated.

More than ordinary casters—great strength, extreme accuracy, simplicity and easy movement are features that combine to invite special consideration for FAULTLESS CASTERS.

SPECIAL NOTICE

We received the Gold Medal, Highest Award, at the Pan-Pacific Exposition in 1915 on "Furniture Casters of All Types."

Faultless Caster Company

EVANSVILLE, INDIANA

"Move the FAULTLESS way"

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Adamson Mfg. Co. 16
American Ever-ready Co. 11
American Pad & Textile Co... 99
American Shearer Co. 4
Atlas Metals & Alloys Co..... 4
Atlas Mfg. Co. 69

Banwell-Hoxie Wire Fence Co. 26
Barnett, G. & H., Co. 65
Barton Netting Co., Ltd., The 10
Beatty Bros. 1
Belleville Hardware & Lock Mfg. Co. 7
Benjamin Electric Co. 19
Berry Bros. 57
Boxer, Reg. N., Co. 83
Bradstreets, Ltd. 69
Brandram-Henderson Co. 53
British Aluminium Co. 59
Brown, Boggs Co., Ltd. 98
Buck Bros. 14
Butterfield & Co. 89

Cameron & Campbell 63
Canada Glue Co. 59
Canada Metal Co. 81
Canada Steel Goods Co. 6
Can. Consolidated Rubber Co.. 24
Canadian Linseed Oil Co. 57
Canadian Tube & Iron Co., Ltd. 68
Canadian Tungsten Lamp Co... 70
Canadian Warren Axe & Tool Co. 99
Canadian Woodenware Co. 59
Can. Yale & Towne, Ltd. 1
Cane, Wm., & Son 20
Carborundum Co. 91
Carter White Lead Co. 16
Chatillon & Sons, John 13
Climax Baler Co. 70
Coghlin, B. J., Co., Ltd. 68
Collette Mfg. Co. 18
Collins Mfg. Co. 103

Crooks, Jonathan, & Son 59
Cummer-Dowswell, Ltd. 18
Curtis, Chas., Co. 23

Davidson, Thos. 6
Disston, Henry 7
Dominion Linseed Oil Co..... 95
Dominion Sheet Metal Co. ..... Inside back cover
Dougall Varnish Co., Ltd., The 65

Evans & Co. 85

Factory Products 16
Faultless Caster Co. 104

Goodell-Pratt Co. Inside front cover
Granatstein & Sons 59
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Carhartt Co. 87
Hamilton Cotton 7
Hamilton Stamp & Stencil Works, Ltd. 70
Hendryx, Andrew B. ..... Inside back cover
Howland, H. S. 21
Hoyt Metal Co. 81
Hutton, Jas. 59

International Nickel Co., The.. 68

James Bros. 70
Jamieson & Co., R. C. 93
Jenkins Bros., Ltd. 18
Jenkins & Hardy 70

Kinzinger, Bruce & Co., Ltd.. 70

Laidlaw Bale Tie Co. 100
Lamplough, F. W., & Co. 70
Landers, Frary & Clark 2

Lane, Will B. 97
Lewis Bros., Ltd. 3
London Foundry Co. 20
London Rolling Mills Co. 63
Lufkin Rule Co..Inside back cover

Martin, The L., Co. 23
McAvity, T., & Sons 102
McComb, J. H. 68
McDougall, R., Co. 14
Megantic Broom Co. 20
Metallic Roofing Co. 13
Moore, Benjamin & Co., Ltd.. 55
Morin, J. H., & Co. 69
Morrison, James, Brass Co.... 17
Myers, F. E., & Bro. 69

Nagle, H., Co. 103
National Cash Register Co. ... 12
National Hardware Co. 70
National Mach. Supply Co.... 102
North Bros. Mfg. Co. 17
Northern Bolt, Screw & Wire Co., Ltd. 23
Nova Scotia Steel & Coal Co. 69

Oakey, John, & Sons 69
Ontario Oil & Turpentine Co.. 10
Otterville Mfg. Co. 59
Owl Metal Co., Ltd. 69

Parmenter, Bulloch Co., The.. 70
Plewes, Ltd. 70
Pink, Thos., & Co. 103
Port Hope File Mfg. Co. 26
Prairie City Oil Co. 20
Pratt & Whitney 1
Progressive Mfg. Co. 68

Ramsay, A., & Sons 55
Renfrew Machinery Co. 23
Rideau Specialty Co. 68

Russell-Jennings Co. 59

Samuels, J. 22
Sharratt & Newth 63
Sherwin-Williams Co. 61
Spielman Agencies 10
Stanley Rule & Level Co..... 8
Stanley Works 26
Starrett, L. S., & Co. 5
Steel Bending Brake Co., of Canada, The 68
Steel Co. of Canada, Ltd. 9
Steel Trough & Machine 70
Stephens, G. F., & Co. 67
Still Mfg. Co., J. H. 22

Taylor-Forbes Co. 51
Tallman Brass & Metal Co..... 51
Tire Import Co. 13
Toronto Plate Glass Importing Co. 65
Toronto Lock Co. 72
Trees, Samuel, & Co. 51

Victor Saw Works, Ltd. ..... Inside front cover

Watson, John, Mfg. Co. 70
Wells Bros. Co. of Canada.... 15
Western Wire & Nail Co. 70
Wheeler-Bain 69
Wilckes-Martin-Wilckes Co. ... 70
Wilkinson & Kompass 69
Woods, Walter, & Co. 22
Wrought Washer Mfg. Co..... 22

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

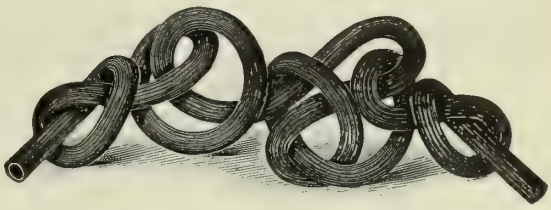
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"



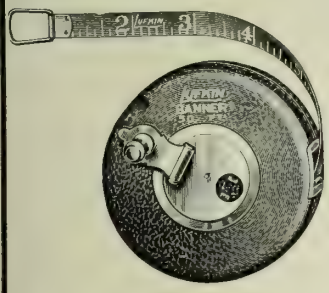
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

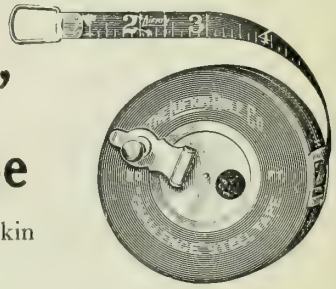
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

THE NEW POPULAR PRICED



LUFKIN "Banner" Steel Tape



Rapidly taking its place with the other familiarly known Lufkin Brands, "Reliable," "Challenge," "Rival," etc.

The "BANNER" is an Accurate, First-Quality Steel Tape

It has *Instantaneous* Readings. Foot number at each inch. Originated by us.

It also has metal-lined case, push button, etc. SELLS AT A PRICE WITHIN REACH OF MANY USERS OF WOVEN TAPES.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number One Hundred and Eleven

If it's good workable sheets you're wanting—flat, smooth, tough—for forming or bending, then be sure to order **PREMIER.** ***Made in Canada,*** the "One Best Bet" in Galvanized Sheets.

TINKER TOM.

Look for Talk No. 112 next week.

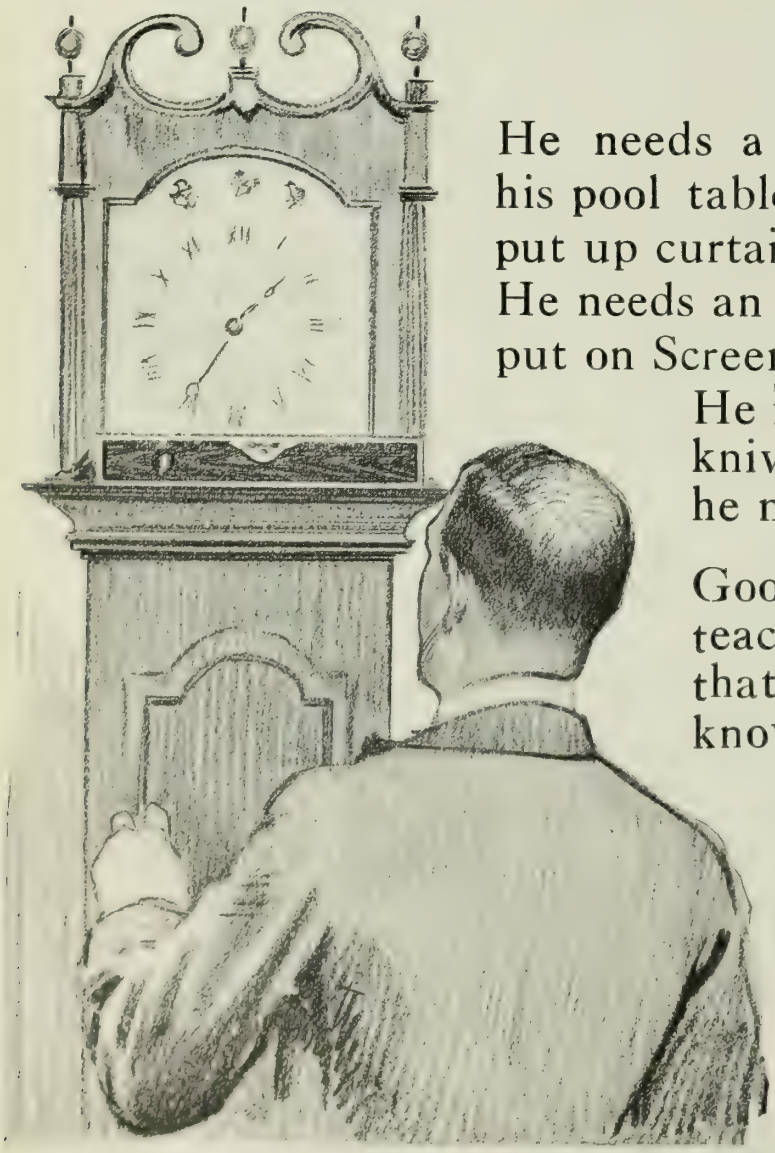
MADE IN PREMIER CANADA

DOMINION SHEET METAL CO., Limited
HAMILTON, CANADA

GOODELL-PRATT

1500 GOOD TOOLS

Every Man In Your Town Needs Tools



He needs a Level to level his clocks or his pool table. He needs Mr. Punch to put up curtain rods and bathroom fixtures. He needs an Automatic Screw Driver to put on Screen Doors and Storm Windows. He needs a Grinder to keep his knives and tools sharp. In fact, he needs a large number of tools.

Goodell-Pratt advertising is teaching millions of these men that they need good tools. They know that Goodell-Pratt Tools are good tools. Let us tell you how you can profit by it.

Goodell-Pratt Company

Makers of Mr. Punch

Toolsmiths

Greenfield, Mass., U.S.A.

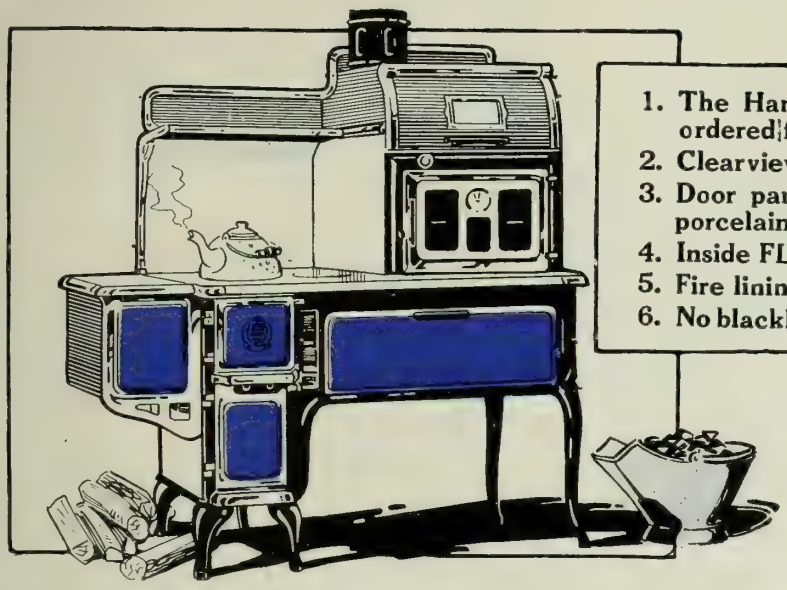
Makers of Mr. Punch

HARDWARE AND METAL

Vol. XXIX No. 32 — PUBLISHED EVERY SATURDAY SINCE 1888 — August 11 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA



1. The Handy-Height oven may be ordered for either right or left side.
2. Clearview oven door of glass.
3. Door panels and splash backs of porcelain enamel.
4. Inside FLUES of porcelain enamel.
5. Fire linings of ordinary fire-brick.
6. No blacklead needed for any part.

new LIGHTER DAY range

Consider first that this new range has features of convenience to be found in no other coal and wood range.

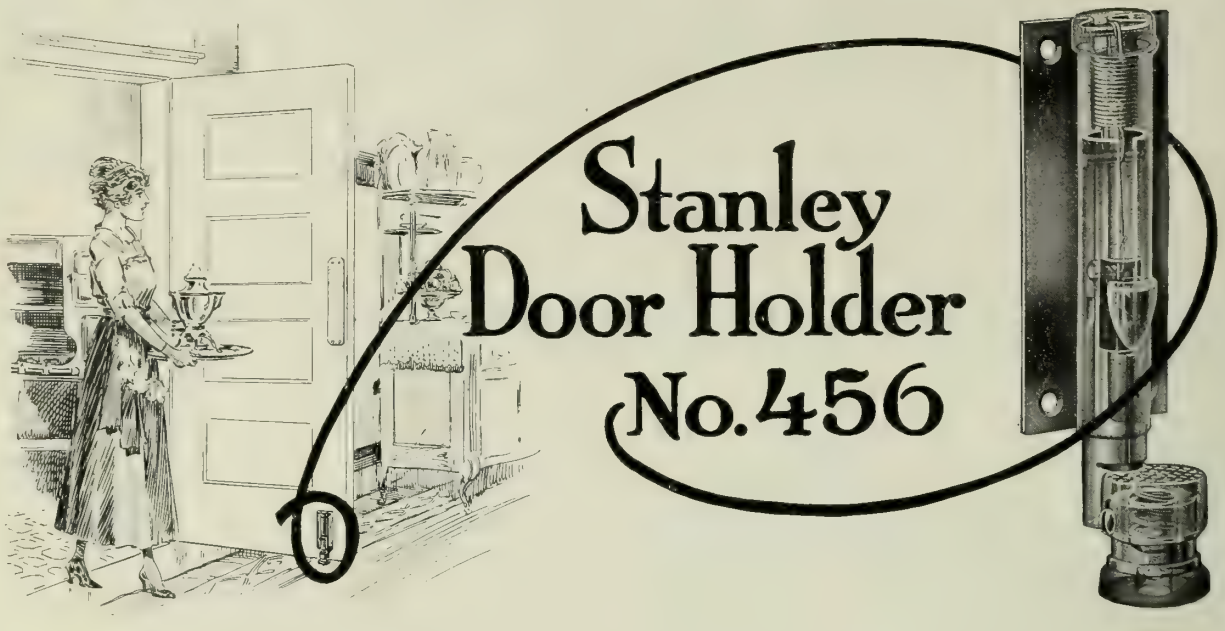
—and then look to the unusual inside construction FLUES of porcelain enamel, proof against rust—Fire-linings of ordinary Fire Brick, enduring and easily replaced.

In this New Lighter Day you have the utmost to offer—the most attractive range—the most convenient—the longest service.

—and, we believe, the most-talked-of range on the market.

CLARE BROS. & CO., Limited, Preston

Winnipeg and Vancouver



SOME Door Holders are as much trouble to operate as an old fashioned automobile is to crank. You have to "try, try again," before they will consent to grip the floor and hold the door open,

A Door Holder that never fails to catch instantly is the Stanley Door Holder No. 456.

A New Model—Always a popular Stanley product, this Holder for inside doors has recently been improved and remodeled, and it is now the strongest and most dependable Holder your customers can buy.

For every house you furnish this year, you can sell at least one of these Holders, to be put, for example, on the swinging dining-room door. Owners of houses already built can also use 456, and will buy it if you bring it to their attention.

Yet it is reasonable in price. It is operated low down instead of near the top, which gives a firmer purchase on the floor and is also more convenient.

The broad, durable base of composition rubber is reinforced by a strong spring that makes the Holder self-adjusting to any unevenness of floor. The Holder is made in all standard finishes.

If you have not already stocked the new model, order a trial box of a half-dozen. Better write "Stanley Door Holders 456" in your want book now.

The Stanley Works

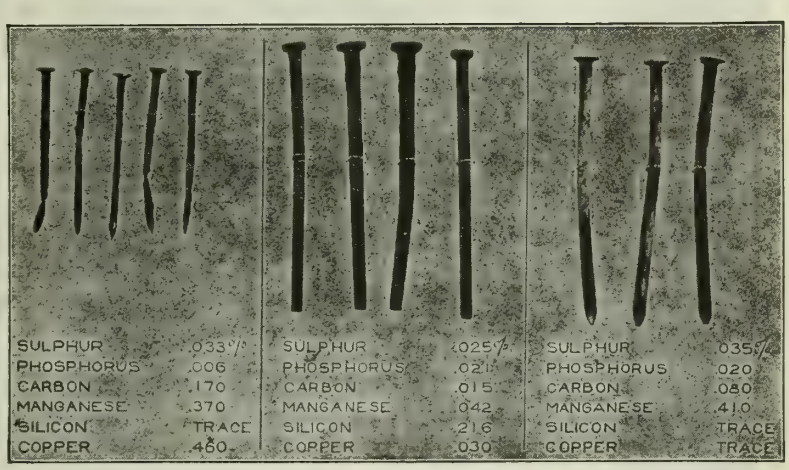
New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Coristine Building, Montreal

Ancient Moorish Pure Iron Nails from a doorway in Spain—undoubtedly made before the year 1492. Analysis shows them to be high purity iron, hardly more than traces of Sulphur, Copper and Manganese being present.

Pure Iron for Long Service

The iron and steel nails in the lower illustration were taken from an old wooden weir, built in 1888, near Bakersfield, Calif. The large square nails in the center were in service until the weir was taken down in 1914, and are in practically perfect condition. They are of old-fashioned pure iron.



The round nails on the left and right were used in making repairs during and since the year 1900.

The wire spikes on the right are somewhat damaged by rust. These are of typical open-hearth steel, very low in copper.

The small wire nails on the left are rusted to failure. Note their analysis.

ARMCO IRON
Resists Rust

because it is the purest, most even and most carefully made iron on the market.

Armco (American Ingot) Iron is the logical material for Roofs, Pipes, Tanks, Stoves, Furnaces, Stacks, Metal Barrels, and all sorts of products and installations where sheet or plate metal has to meet the forces of corrosion.

Hundreds of progressive manufacturers of such products have adopted Armco Iron as the most effective *business insurance.*

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

The American Rolling Mill Company
MIDDLETOWN, OHIO

Licensed Manufacturers Under Patents Granted to International Metal Products Co.

ARMCO IRON
Resists Rust

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco

If interested, tear out this page and keep with letters to be answered.

Universal Cutlery

Gives You the Edge on Competition

No. 199
UNIVERSAL
Butcher Knife
Cocobolo Handle

Men that wield a Butcher Knife from morning to night are more than apt to make their purchase a call for Universal.

The strenuous searching wear to which the Butcher Knife is subjected gives them a wholesome respect for the knife with the Universal trade-mark on the blade.

National advertising of Universal Cutlery has familiarized the public with the quality which has been well and favorably known to the trade for over fifty years.

We Go to Every Quality Extreme to Make the Universal Line Supreme

The greatest pains in manufacture and inspection are taken to insure the perfection of each piece that is shipped from the factory.

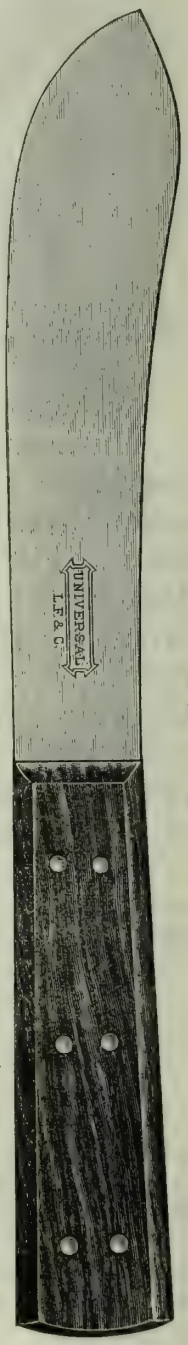
Complete and expensive equipment, together with large production, enables extra value to be given and a thorough uniformity to be preserved in the manufacture of each product.

When next your stock of cutlery is low write in for Universal. The trade mark on each piece is our assurance to you and your pledge of quality to your customers.

UNIVERSAL

Canadian Representatives:

A. MacFarlane & Son, Montreal



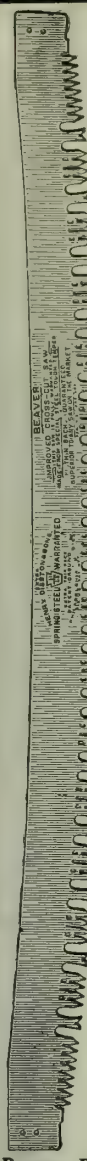
No. 2000
UNIVERSAL
Butcher Knife
Boxwood Handle

Landers, Frary & Clark **New Britain, Conn.**

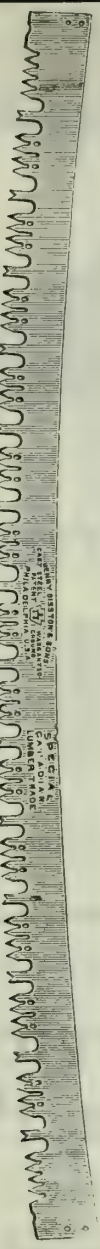
If interested, tear out this page and keep with letters to be answered.

LEWIS BROS. LIMITED MONTREAL

CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES



Beaver—Perforated Lance Tooth.



No. DNT—Disston Triumph — Lance Tooth.

DISSTON

CROSS-CUT SAWS

Need no introduction to Lumbermen and Tie-makers. To sawyers the word *DISSTON* is

Speed, Ease and Lasting Quality

The reputation of DISSTON CROSS-CUT SAWS has penetrated every forest in North America and their Fast Cutting and Lasting Qualities known wherever trees are felled and logs are sawed.

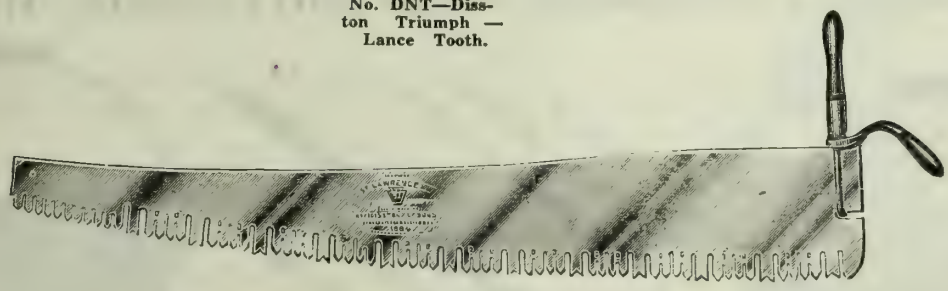
YOU

should profit by this

Disston Reputation

A great many Disston Cross-cut Saws will be sold this Fall—*Your Customers* will ask for *"Disston" Saws* and you should be in position to satisfy this demand and reap the resultant profit.

Send us your order now for these Saws—have them ready when your customers ask for them.

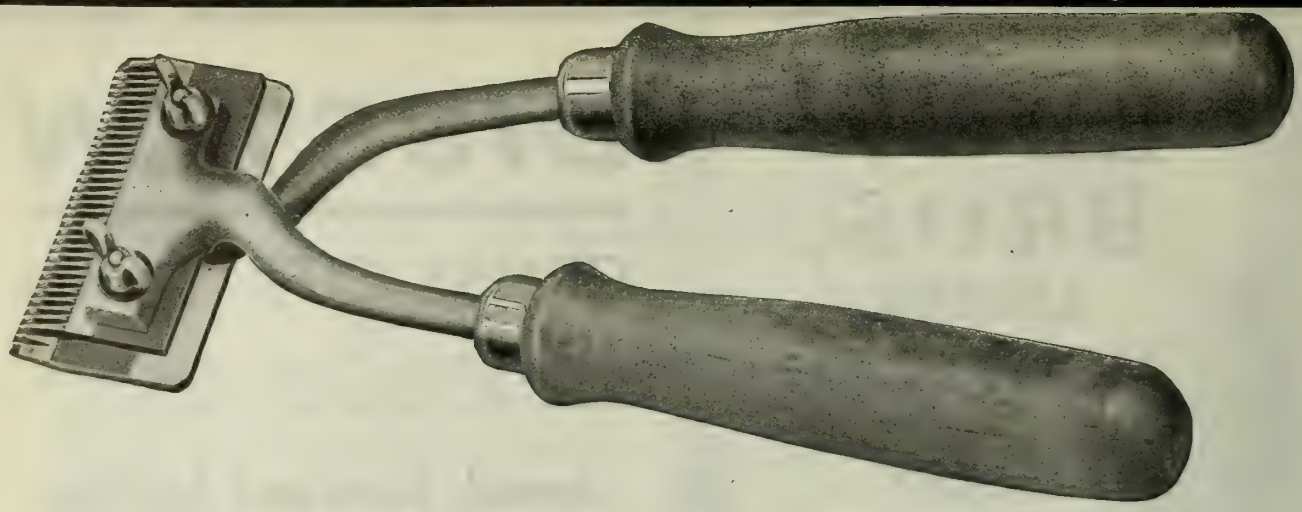


No. DOM—St. Lawrence—Perforated Lance Tooth.

No. STL—St. Lawrence—Perforated Lance Tooth.

Extra Refined Crucible Spring Steel; Toughened and Highly Tempered. Ground Thin on Back; Stiff Ends; Four Gauges Thinner at Centre of Back than along Tooth Edge. Will not Bind in the Kerf. Slanting Gullets Discharge the Sawdust Perfectly, Leaving a Clean Path to Cut on. No Sawdust left in cut to Pulverize and retard Sawing.

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Enameled Preserving Kettles and Berlin Pots

MADE IN OUR FAMOUS

COLONIAL, PREMIER AND BRITANNIC WARES

Preserving Kettle in sizes from 2 to 30 quarts

Kitchener Pot in sizes from 1 to 18 quarts

The Thos. Davidson Manufacturing Company, Limited

Montreal Winnipeg Toronto

If interested, tear out this page and keep with letters to be answered.

Confidence Builds Sales

Buying precision tools is serious business. The toolmaker, especially, ties up a good deal of money in his kit. Naturally he expects to get tools of enduring accuracy.

His faith in your good word and in the printed claims of the maker may lead him to buy the first tool, but only performance, only accurate measurements can win his full confidence.

Every sale of

Starrett Tools

increases his confidence in you and in your store. Every sale of a vernier height gage, micrometer, caliper square or other tool gives you one more claim on his trade, on his confidence.

Lasting confidence, confidence that grows, is your greatest business asset.

The 2100 styles and sizes of fine mechanical tools that build confidence and sales are described in our 342-page catalog.

Drop us a postal card to-day for catalog No. 21MA.

The L. S. Starrett Co.

The World's Greatest Tool Makers

ATHOL ∴ MASS.

NEW YORK LONDON CHICAGO

42-713

If interested, tear out this page and keep with letters to be answered.

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

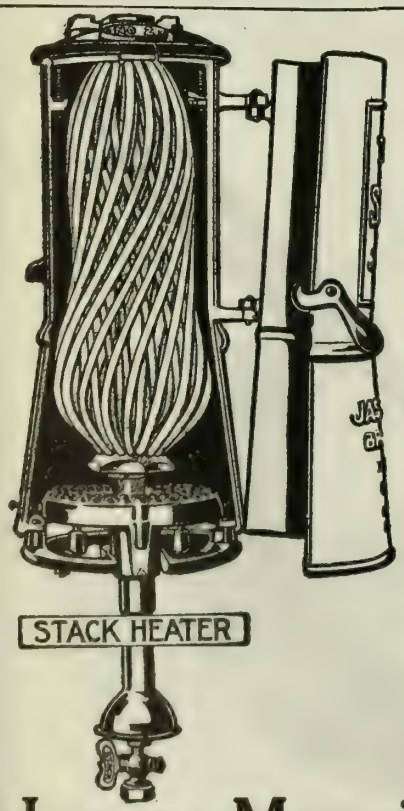
Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



STACK FACTS
From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

The Mark That Stands For
The Best in Rope

Manufacturing Standards

EVERY coil of Plymouth Rope bears our name and carries the familiar Ship trade-mark stencilled on the burlap cover, denoting highest quality cordage.

Plymouth Rope always sustains its reputation, for its quality is *uniformly* high. This quality is assured by rigidly maintained manufacturing standards and by the Plymouth policy of producing rope of one grade only.

It is our facilities, devices and formulas of manufacture, our expertness in the selection and blending of the fiber, achieved through 93 years of rope-making, combined with skilled and honest workmanship that insures better and longer service-giving value in Plymouth Ship trade-marked Rope and Cordage.

Plymouth Rope is widely distributed. You can readily obtain it from your favorite jobber.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CANADA

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

PLYMOUTH TRADE MARK 1824

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

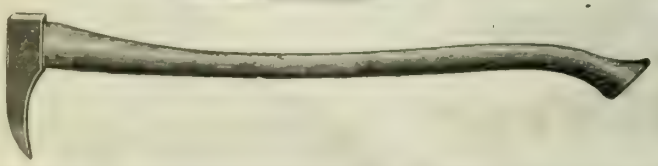
Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



If interested, tear out this page and keep with letters to be answered.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

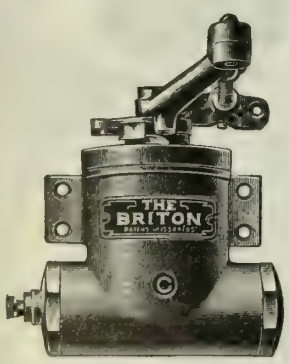
Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

PROMPT SHIPMENT FROM STOCKS AT
MONTREAL and SYDNEY

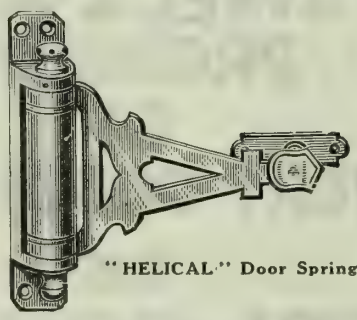
Dominion Iron & Steel Company, Ltd.

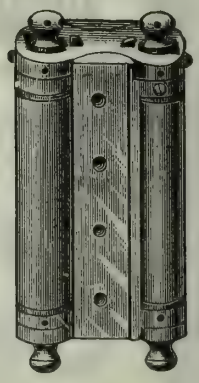
SYDNEY, N. S.; MONTREAL, QUE.

WIRE



The "BRITON" Door Check and Spring


"HELICAL" Door Spring

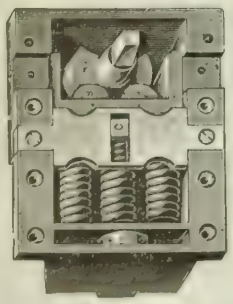

Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now


"Invincible" Floor Spring.

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

Rod Spring

ENQUIRIES TO
FREDERIC SARA & COMPANY
Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

Wholesale Distributors for

Stanley Tools

Parker Vises

Community Silver Plated Ware

Colborne Electric Irons

Ambroid Universal Cement

Cavalier Vacuum Sweepers

HARDWARE AND METALS

When making out mail orders, address them to us for good goods at right prices.

All orders given every care
Qvick shipping facilities

If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, with the most saleable lines.

We carry a full line of

Skates, Sleigh Bells, Lanterns
Cow Ties, Etc.

Caverhill, Learmont & Co.

MONTREAL

YOUR ADVANTAGE IN SELLING STANDARD GRADE TOOLS

is that you can be certain of your customer's satisfaction with them.

For example, a buyer expects a file to be hard and sharp and wear well.

When you sell him "Famous Five" Files he knows in advance that his expectations will be realized. Specify them when ordering.

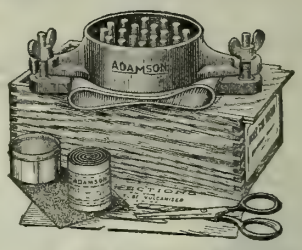
KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

ADAMSON

Model "T"

FOR INNER TUBES ONLY



No cement or acid is used, the repair gum is placed on the tube according to directions. The Vulcanizer is supplied by simply clamping it centrally over the repair gum and tube as illustrated. To vulcanize the repair, one ounce of gasoline is placed into the vulcanizer and ignited.

IT'S QUICK

A complete outfit, with repair gum, ready for instant use.

Model "T" Mailing weight 4 lbs. $2.50

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

TIMCO
Carbon Remover

For automobile, motor boat or gasoline engine. Will remove accumulated carbon in cylinder — heads, etc., in from one to eight hours and restore the engine to its full power. Used according to directions, it will maintain the engine at its maximum, obviating the necessity of expensive repairs. Guaranteed to be perfectly harmless, no matter what quantity is used.

Retails $2.25 a Quart Tin.

Packed in half dozens. Dealers' profit 66 2-3%. Order at once and take advantage of our newspaper advertising.

THE TIRE IMPORT CO., LIMITED
544 YONGE ST. TORONTO

If interested, tear out this page and keep with letters to be answered.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.

Glass Importers and Mirror Manufacturers

189 QUEEN STREET EAST, TORONTO

'Metallic'

It's a name that means QUICK PROFITS for dealers

"Metallic" Ceilings

"Metallic" Shingles and Siding

"Empire" Corrugated Iron

VENTILATORS

SKYLIGHTS

Trough and Pipe
(Die-Stamped) (Tight Seam)

Catalogue and Price List of any line gladly sent to Dealers on request. Good counter-folders and other selling helps too.

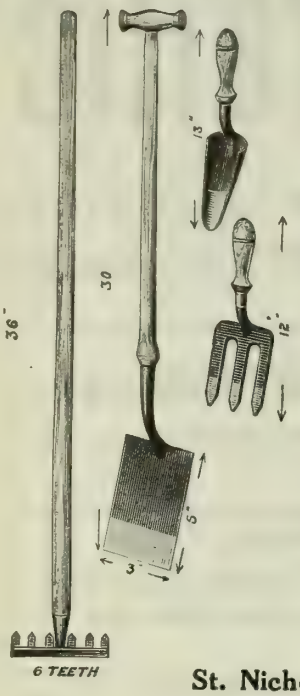
Metallic Roofing Co.

Manufacturers **Limited**

TORONTO WINNIPEG

If interested, tear out this pand keep with letters to be answered.

WARD & PAYNE, TRADE MARK W P SHEFFIELD



The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

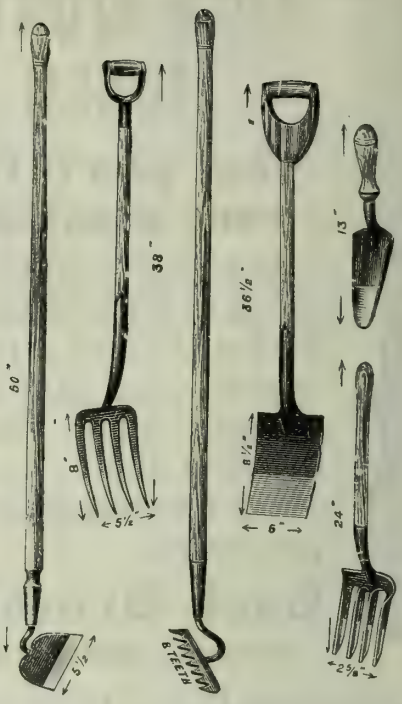
For full particulars, write

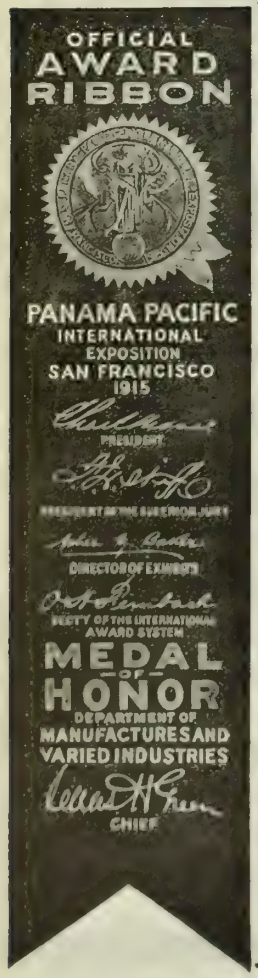
Canadian Representatives:

ALEXANDER GIBB

St. Nicholas Building - - MONTREAL

SHERMAN F. AINSLIE, Spadina Ave., TORONTO





TRIMO TOOLS

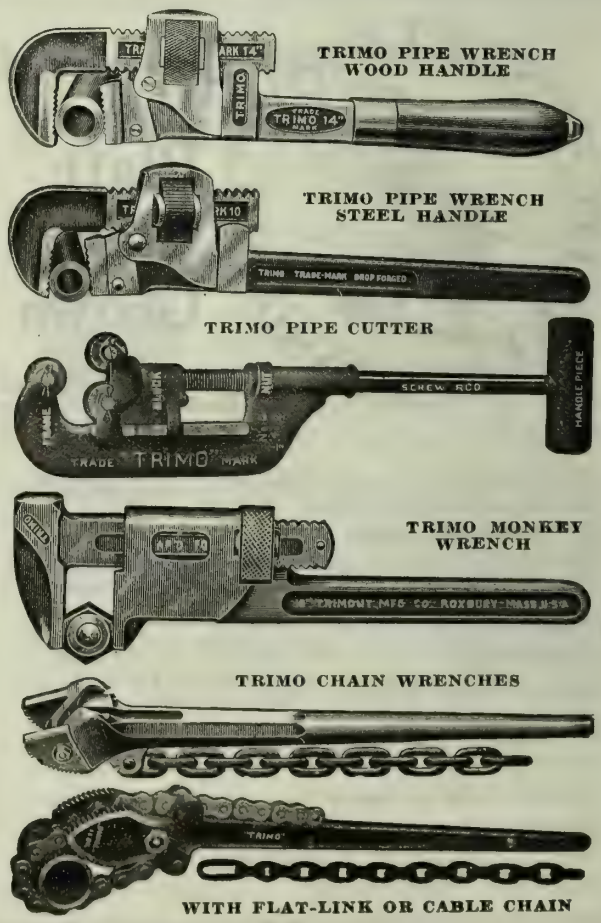
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER

TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

HYSLOP BICYCLES

SEVEN 1917 MODELS

HIGH QUALITY—STRONG CONSTRUCTION
EASY RIDING—BEAUTIFUL FINISH

Thousands of young men and women are buying Hyslop Bicycles this season whose parents rode a HYSLOP in their youth.

Recommended and endorsed by persons of all ages, the Hyslop line of bicycles is the easiest to sell. It was the leader in Canada 28 years ago and has increased in popularity ever since.

WE GUARANTEE PROMPT DELIVERY

WHOLESALE ONLY

HYSLOP BROTHERS
LIMITED

SHUTER AND VICTORIA STREETS
TORONTO

If interested, tear out this page and keep with letters to be answered.

PUMPS

That are Good Profit-Makers

Largest Pump Makers in Western Canada

Manitoba Engines, Limited
BRANDON, MAN.

PROMPT DELIVERY

EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasolene and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

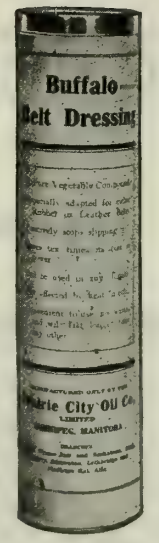
Send to Brandon for our catalog

IRON WOOD

MADE IN CANADA

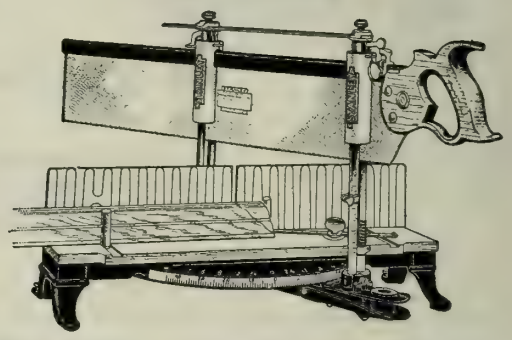
BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Stanley Tools



Stanley Mitre Boxes

MADE IN CANADA

Every mechanic that visits your store would be interested in a STANLEY MITRE BOX.

They are strong, durable and accurate, and have a number of striking features that appeal to those who handle tools.

Special circular upon request.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Sportsmen Know These Cartridges

They will demand the ammunition they have tried or they have seen their friends try, because they know its dependability. They know that

Dominion Cartridges

have been put to the extreme test and found to be the real support of a true aim.

This is your opportunity to increase sales and profits. Be sure your stock includes the full range from British .303's down to the BB Caps. Every Dominion Cartridge is made in Canada, and everyone carries the unqualified guarantee of the big "D" trade-mark.

Get ready to supply the demands of the sportsmen who "know."

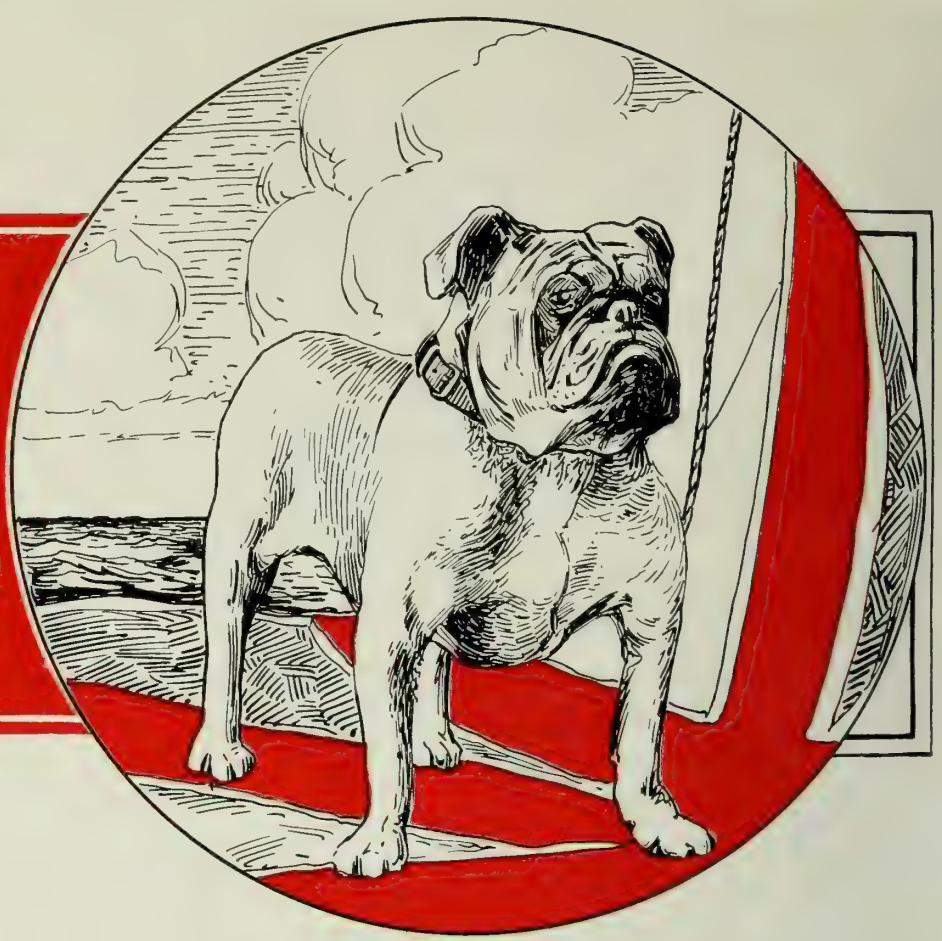
Dominion Cartridge Company,

120 St. James St.

Montreal

'The purest treasure mortal times afford
Is spotless reputation.....'
— Shakespeare.

"What We Have We Hold"



Canada's Favourite Line

GOODS manufactured by THE CANADA METAL CO., Limited, have proved their value by capturing a good portion of the world's Babbitt Metal Trade, and continue not only to *hold it* but to increase it.

We Have

the reputation for manufacturing the best Babbitt Metals in the world.

We Hold

this reputation by manufacturing only Babbitt Metals that give excellent service.

HARRIS HEAVY PRESSURE

"The Babbitt Metal Without a Fault"

It is matchless for general machinery bearing.
Will not crack or squeeze out.
Will run cool at any speed.
Copper coated and copper hardened.
In is in fact an ideal Babbitt Metal.

We have everything in Metals and are the largest exclusive Metal Dealers in the Dominion of Canada. We have pleased the most discriminating of our Canadian patrons and we are certain therefore that our products will give more than ordinary satisfaction to users of Babbitt Metals in any part of the world.

Our reputation for quality and square dealing wins us new business everywhere. Get in touch with us now.

Canada Metal Co., Ltd., Toronto, Can.

HAMILTON MONTREAL WINNIPEG VANCOUVER

Johns-Manville

Fire Extinguisher

If you asked a fireman —he'd say "J-M"

—because prevention of fires is a big part of his job. And he knows that sure protection against the little blaze is protection against big and dangerous fires.

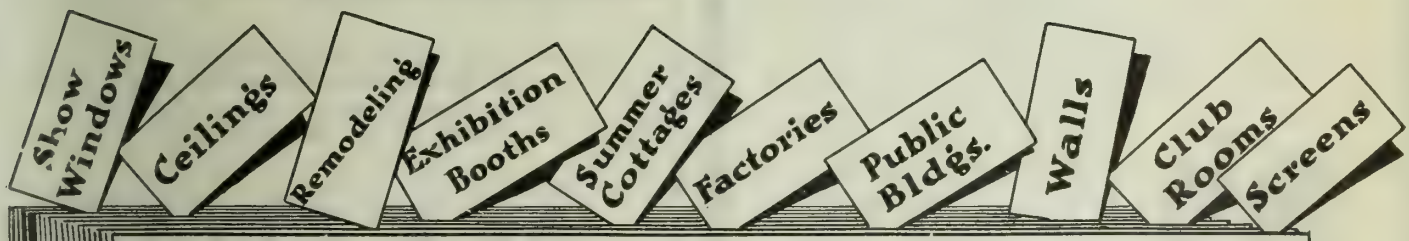
So he'd recommend the Johns-Manville Fire Extinguisher, not only because it is deadly to any incipient fire, whether from gasoline, oil, grease, or electrical arcs, but because of its exclusive two-way operation. You can discharge it either by pumping, or by air pressure previously pumped up—so you can fight fires even in tight corners, where there's no room to pump.

The Johns-Manville Fire Extinguisher has been approved by the Canadian Underwriters' Association. This entitles motorists who carry the Johns-Manville to a 15% reduction from all insurance companies in the Dominion who are members of this association.

TO THE TRADE — The "Johns-Manville" is sold only through jobber-dealer channels, on a liberal basis. Ask us for details.

Price in Dominion of Canada: Brass or nickel finish, bracket included. $12.00 East of Calgary, $12.50 Calgary and West.

THE CANADIAN H. W. JOHNS-MANVILLE CO., Limited
Montreal Toronto Vancouver Winnipeg



Every New Use Means Added Profit For You

The ever-widening use of Beaver Board brings steadily increasing profits for the dealer.

The largest ceiling in town, walls of every conceivable kind, new homes and old, even furniture, screens, etc., now bring a constantly increasing demand for this "Knotless, Crackless, Manufactured Lumber."

The reason is plain. Beaver Board has made good. First it proved itself on walls and ceilings, both for new and repair work. Then, on partitions, screens, backgrounds, booths, displays for every commercial use. While this progress was being made in the business world it won its way steadily in the home. Articles of furniture, wardrobes, clothes boxes and countless other uses have brought demands upon dealers throughout the Dominion.

Now Beaver Board is a building staple.

Dealers who believed in Beaver Board in the early days have built up an enormous trade on this product alone. The opportunities are now greater than ever. Each new use brings more profit opportunities.

Some dealers in your town will profit by this increased use of Beaver Board. Why not be the man? Start something to-day by writing us for worth-while details.

There's another big fall campaign on the way. This is the time to act.

THE BEAVER COMPANY, LIMITED
418 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

BEAVER BOARD

Made in Canada

BEAVER BOARD

FOR BETTER WALLS & CEILINGS

Master Salesmen get the money—

Like the master mechanic, the salesman who is master of the goods he is selling is the man who gets the high price for his labors.

It's brain, not brawn, that counts. The salesman who makes a study of the articles he is called upon to sell will make a success of selling.

Start to-day to make a study of your goods. Start with "Master" Batteries and learn the reason why they stand alone in the point of service, why they are superior in every way, why the customer buying the "Master" gets full 100% value for the money invested.

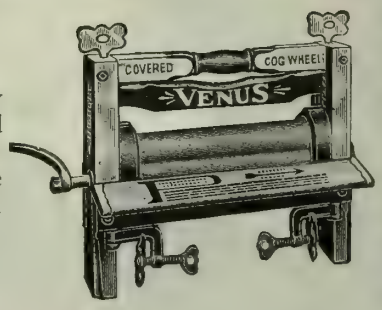
When you know these reasons you will be a master salesman of "Master" Batteries—well worth while. Get the "Master" selling point in our ad. each time.

Remember the main "Master" selling point is quality through and through. Don't forget the safety cap.

CANADIAN CARBON CO., LIMITED
96 King St., West
TORONTO

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL
LIMITED
HAMILTON - - CANADA

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA

If interested, tear out this page and keep with letters to be answered.

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

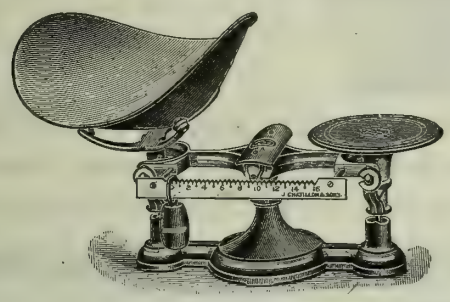
Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

A Timely Suggestion

Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

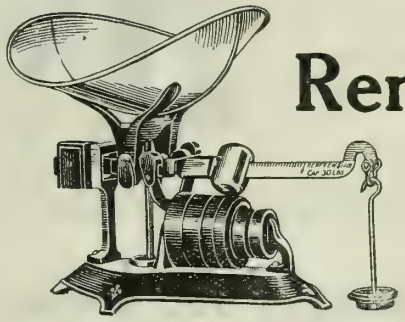
All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Scale Makers Since 1835.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

More Dollars

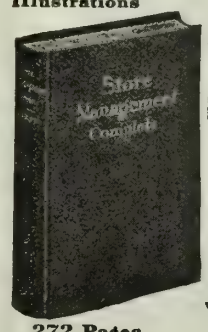
You can make "Dollars Grow" out of your *spare time.* Spare-time efforts have made hundreds of dollars for MacLean Representatives. To-day there are in Canada, men and women, who find that our proposition worked for an hour or two daily provides for many of the added luxuries of life. You supply us the time,—we'll supply you the money. Write for full particulars.

The MacLean Publishing Co., Limited

Dept. M, 143-153 University Avenue, Toronto, Can.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

If interested, tear out this page and keep with letters to be answered.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

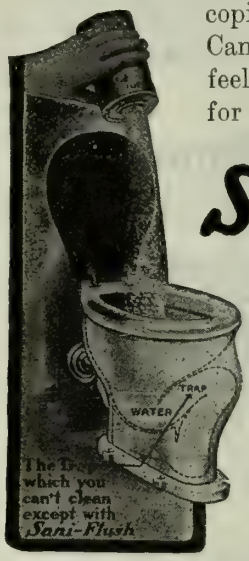
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Over One Hundred Thousand Readers in the Provinces

The Ladies' Home Journal for September will contain a full-page advertisement of ***Sani-Flush*** in four colors. More than a hundred thousand copies of the Journal go into Canadian homes. You will feel the effect of this great drive for new users of



Sani-Flush

We have a supply of proofs of this colored page and shall send you one postpaid upon request. You can put it in your window and focus on your own store the increased sales.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

TRADE MARK KEYSTONE BRAND REGISTERED

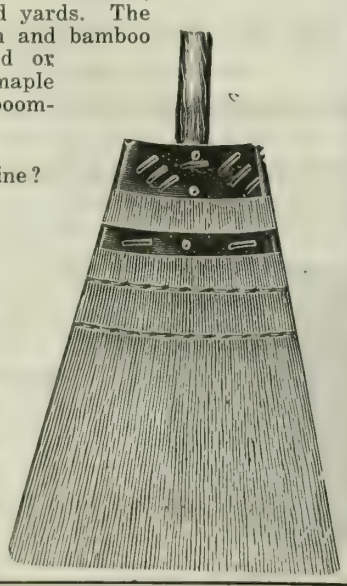
Have YOU Seen the New KEYSTONE METAL CASE STAPLE BROOM

It is standing up fine under the hardest kind of treatment in factories, warehouses and railroad yards. The sturdy, all-corn, or corn and bamboo filling cannot be pulled or broken from the heavy maple handle, and business is booming for our dealers.

Are you stocking the line?

Write for prices, etc., to

Stevens-Hepner Co., Limited
Port Elgin, Ontario



The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

Still's Handles

Made in a variety to meet every demand

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles

Still's handles represent Canada's best—which is as good as the best in the world. Our Cant Hook and Peavie Handles are made of Maple.

All our other handles are made of Hickory.

J. H. STILL MFG. CO.
St. Thomas, Ont.

If interested, tear out this page and keep with letters to be answered.

P H
TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

The only ALL CANADIAN FILE

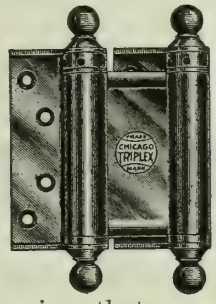
Port Hope File Mfg. Co., Limited
Port Hope, Ont.
ASK YOUR JOBBER

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK NEW YORK

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

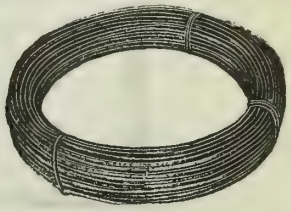
Liberal dealer offer.

Sample twenty-five cents prepaid.

CHAS. CURTIS COMPANY
McARTHUR BLDG., WINNIPEG

Headquarters for High Carbon

Bale-Ties and Baling Wire



Also Manufacturers of **NAILS and WIRE**
all Kinds

CROSSHEAD

SINGLE LOOP

The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Making Good

Whatever the need for rubber may be, your selection of that need from the Dominion Rubber System products is a sure guarantee for the quality of the article you purchase.

Dominion Rubber System products are made for service. That is our *first* consideration. That is why they "make good" under the severest tests.

For service, value and economy, Dominion Rubber System products will easily be your *best buy.*

Write our nearest branch for prices of the rubber needs you require.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, AUGUST 11, 1917 No. 32

CONTENTS

Rapid Changes in Merchandising Methods 27-9

Editorial Comment: British Trade Corporation—He Needed His Beer—Banks To Aid Agriculture—Caution Is Needed 30-1

The Cash-Credit System 32

The Clerks' Page 33-4

Who Is Your Paymaster? 34

New Hardware Goods 35

Events in the Trade 36

Letters to the Editor 37

Hardware Letter Box 37

What Other Papers Say 38

Markets at a Glance 39

Weekly Market Reports 39-45

Weekly Paint Department 46

Weekly Paint Markets 48-50

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 22 Royal Bank Building; Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

The Substitutes for

"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD WEAR"

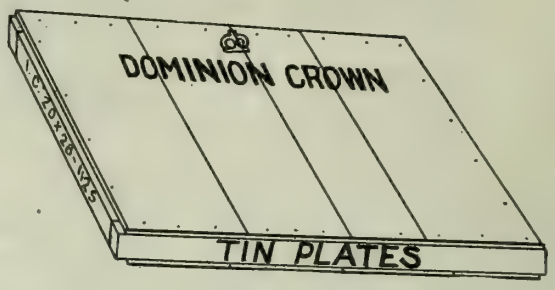
or

"QUEEN'S HEAD" SATISFACTION

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

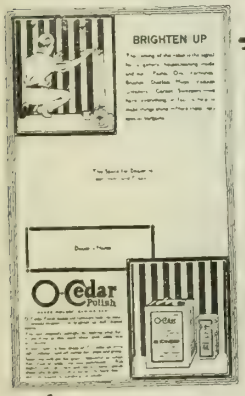
Charcoal Tinplates



High-Grade Quality
Extra Heavily Tinned

Insist on **"DOMINION CROWN"**

A. C. LESLIE & CO., LIMITED
MONTREAL



Six Timely Ads.

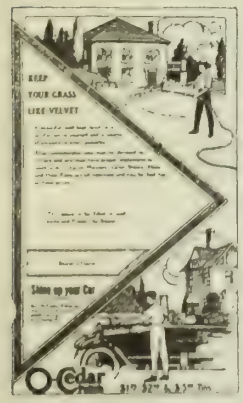
for the Hardware Man

Three of the series of six are reproduced herewith. Pretty "snappy" aren't they? And just as timely as they can be. Plates of the six—all ready to send to your local newspaper will be sent to you free, provided yours is the first request received from your town and if, of course, you sell

O-Cedar Polish

Fill in the coupon on the right and the six plates will reach you promptly.
Each measures 2 columns wide x 7¼ inches deep.
Each has a blank space for you to put in your prices and signature.
Each contains a timely talk on O-Cedar Polish and its various uses.
This advertising will stimulate your business.
Send to-day for the six free plates.

THE CHANNELL CHEMICAL CO., LIMITED
369 Sorauren Avenue, TORONTO



CHANNELL CHEMICAL CO.
LIMITED
369 Sorauren Avenue
TORONTO
ONT.

NAME .....

ADDRESS .....

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, AUGUST 11, 1917 No. 32

Rapid Changes in Merchandizing

General Outline of Important Changes That Are Taking Place — Mail Order Houses Are Developing Rapidly—Using Small Town Newspapers — Cutting Down Cost of Doing Business.

NEVER before in the history of Canadian trade have retailers, wholesalers and manufacturers been more interested in department store mail order trade development than at the present time. There have always been a number of men, in all branches of the trade, who have been inclined to scoff at the trade papers and merchants' associations when reference was repeatedly made to the great inroads which were being made by the mail order houses. Not a few of these men, including wholesalers and manufacturers, are now sitting up and taking notice. An article in this paper a short time ago told how a large mail order house is establishing branch offices in the smaller towns in Ontario. Still further developments on the part of mail order houses are now under way, and when the details are made known, as they undoubtedly will be when the plans take more definite form, merchandising methods will be revealed, which a few years ago, and even now in many places, were undreamed of and not considered feasible.

The merchants of one Ontario town were this week surprised to note in their local weekly paper a full-page ad from a Toronto mail order house.

Another small town paper, commenting on the ad., stated in part:—"The price paid is doubtless an attractive one, and will show the home merchants they never had a full appreciation of the value of a newspaper space. If the local merchants in other towns do not wake up soon, there will soon be a number of local papers carrying this company's ads. A merchant hasn't much game in him if he is afraid to risk a few dollars in telling what he is trying to do."

If the small town newspaper is not supported by the local merchants, is it any wonder that the publisher takes mail order business from the outside? It is true that some of the small town publishers have not made the best of their opportunities. They have not co-operated with the retailers in solving their advertising problems. On the other hand, there are many retailers who have not supported the local publisher as they should. There is no better form of advertising for the retailer than the local newspaper, provided it has a good circulation. It would appear that in many Canadian towns a crisis has been reached and the small town paper publisher has to decide whether or not he will accept the advertising of the mail order houses.

There are many small town publishers who, despite the many discouragements received from local retailers, have re-

Suggestion for Window Trim in Furthering Sales of Sporting Goods for Fall.

fused to accept mail order advertising. They have felt that in doing so they have shown a true spirit of loyalty to the home community. Loyalty works both ways, however, and it would appear that in some towns the local publisher has received very little thanks for the attitude he has taken in this important matter.

There are many retailers who are more than holding their own in the face of strenuous mail order competition. There are others who are falling by the wayside. There is no good reason why the average retailer who is willing to work hard and intelligently cannot combat mail order competition. Merchandising methods are changing rapidly. There have been many important changes since the outbreak of the war, and others will follow. More will be said about these changes in future issues of HARDWARE AND METAL. Suffice to say that most of these changes are being noted and quickly acted upon by the large department stores and mail order houses. These changes are not confined to the trade in Canada alone, they have also become quite pronounced of late in the United States where the mail order houses originated. One of the biggest moves to-day on the part of department stores and mail order houses is to reduce the cost of doing business. This cost has been exceedingly high for some years past.

The general tendency is towards the scrapping of old retail evils. The new tendencies have been splendidly outlined by Wm. R. Hotchkin, in a recent issue of "Printer's Ink." Mr. Hotchkin was for ten years advertising and sales manager for John Wanamaker, New York. A number of revolutionary changes mentioned in the article, will give the reader some idea of the trend of events. The article in part follows:—

"Just when the octopus of "Expense" seemed to have gotten his deadly arms securely wrapped around the full volume of department store profits and was slowly but surely sucking out all the nourishment that largest endurable gross profits could produce, the great world disaster seems to be bringing temporary and perhaps permanent relief.

"In secret councils and in public conventions one overpowering burden is now being discussed by merchants; though it has been foreseen and feared by merchants of vision for almost two decades. This "devilfish" of commerce is commonly known as "The Cost of Doing Business." Years ago a retailer might confidently expect to get through the year with 12½ per cent. of expense; but that was ages ago, tormented dealers will say. When the day came that the cost of doing business passed the 20 per cent. mark, careful merchants began to prophesy disaster; but business was good; manufacturing processes were cutting down costs and everything looked so cheap, or was so greatly "cheapened," that rising costs of distribution were more than taken care of and were unnoticed by the buying public.

"For another six or eight years the youthful monster, "Cost of Doing Business," enjoyed a further fattening process, while retail selling rolled merrily along to the merchandising tune of "beat your day, beat your day, beat your big day last year!"

"Everything was sacrificed to the friendly monster, 'Volume,' for every merchant seemed to think that if the friendy elephant, 'Volume,' would grow fast enough he could always conquer the savage mastodon whose nickname was 'Expense.' The sinister conditions were never recognized during the years that cost of doing business rose to 25 per cent., 27½ per cent., 30 per cent. and then bulged, while gross profits, in spite of discounts and other devices, rose to 33 1-3 per cent. and then slipped back a point or two before they could be caught.

"Just the other morning several open-eyed merchants discovered that the plump young mastodon had turned savage and had his seven-foot 'molars' firmly fixed in the neck of the friendly elephant, so that 'gross profits' were threatened with total elimination by the now overgrown and seemingly uncontrollable 'Cost of Doing Business.'

"Hence the conventions and the appeal to the National Board of Defense; and the now determined demands for 'co-operative delivery' or parcel post delivery for store goods—the demand for an immediate cure for 'the returned goods evil' and a nation-wide acceptance of the no-service, no-delivery, no-credit principle on certain lines of goods.

War Forcing Old Evils Forward For Solution

"The intolerable conditions are to be faced; the wasteful 'evils' are to be cured. The public is to be re-educated We won't serve bread and butter free any more; and if you order a broiled grouse you can't change your mind after it is put on the table and have lobster a la Newburgh instead.

"While these conditions have grown acute in store finances, a counteracting tendency has been growing in the minds of the public.

"It must have been about fifteen years ago that Marshall Field organized his 'basement store,' appealing directly to people who wished to profit by the economies that it offered, on the principle of using less valuable floor space for the selling of low-priced goods.

"It was an immediate success and has since grown to a greater annual volume than most other stores in Chicago have attained throughout their entire buildings. John Wanamaker started the same idea in New York about the same time —away up on the then top floor, which was least valuable. It was called 'The Under-Price Store.' Later it was moved to the basement, where it remains today. Now the basement store is a common feature all over the country and widely successful.

"A few years ago a clothier in Boston tried out the same principle on the second floor of a back street—appealing to the intelligence of logical men by advertising the economy of walking around the corner and upstairs to save ten dollars on a suit of clothes. Of course, he didn't save his customers ten dollars on a $25 suit for $15, for even if he got his store rent free and sold all the clothes himself, it couldn't be done. But the principle for which he argued was convincing; the promoter was a mercantile genius, his clothing was cheaper than elsewhere and he created a great business. At the same time he established the principle of the 'upstairs clothing store,' which has since spread all over the United States and brought into existence an almost equal number of stores for women on upper floors at cheap rentals.

"These 'upstairs stores' do not deliver goods free. They do not give credit. They do not make alterations free of charge. They have the courage to 'stand pat' on their principle—to give nothing but the goods for the price paid, and to make a definite charge for every service rendered beyond.

"All of these conditions have been accepted by the best women when buying groceries. In Montclair, N.J., the big meat and grocery business is done by the cash stores that make the purchaser carry her own goods home. One might think that this policy would confine the business to poor people; but that is far from the case. Women of all classes lug home their own parcels, and processions of automobiles carry the shoppers to the cash stores and carry home the packages.

"Now what do these evidences prove?

"First, that people of all classes have discovered that the enormous overhead costs of the usual store have to be paid by the customers of those stores, and they are determined to avoid paying them.

"They are tired of receiving 'privileges' that cost an extra 10 per cent. out of their own pockets on everything they buy!

The Burden of Department Stores

"The big department stores, with all their 'service' and their catering to every whim and imposition of woman's fertile brain, are piling such a burden of extravagant costs on the necessary 'make-up' profit on their goods that they have reached the verge of the precipice. They cannot go on. They must turn back.

"They have bragged about their 'liberality' for many years—they have begged customers to get their money back—they have contended that 'the customer is always right'—they have begged people to let them send six articles home, when only one was wanted. Now they haven't the 'face' to say, 'We don't want to give you these privileges any longer.'

"Then came the war—and the President's warning against waste. And every merchant under the sun knew that he was guilty—that to have to add forty per cent. to the wholesale prices of goods, for the mere service of handling them to the people who wanted them, was an outrageous imposition on the credulity of the public—to add preposterously to the high cost of living! And then the pity of it all! After searing his conscience and robbing his customers to find that even then he had scarcely

pulled through the year without actual loss!

"And so the war is going to slay the mastodon. The Government is going to urge people to carry their own parcels, and not to ask to have things sent home on approval. The high cost of doing business is to be lowered, so that stores may be able to ask smaller profits and make rules for lower 'mark-ups.'

"Three years ago I wrote a letter of merchandising advice to a list of clients in which the following statement appeared:—

"'Reducing complaints and expenses in the delivery department is one of the big problems of storekeeping—growing bigger and harder of solution every day. What merchant has not looked with envy upon the five-and-ten-cent store and the dealer in candy or books, who have practically no delivery problem at all? In your store, after the sale is made, half of the expense and worry is just begun. The goods mays be lost or damaged—it may go to the wrong address—the wrong goods may be sent—it may be sent C.O.D. when it should have been charged—or the boy (wearing your name and livery) may be impolite when he brings it to the customer's door.

"'Who has not spent days and nights worrying about the delivery department, with its trouble-breeding ally, the packing department—killing off customers as fast as advertising could bring new ones in—piling up figures of expense that tore a deep gash in the net profits? Fundamentally, two great principles are wrong in present store ideas about delivery:—

"'1. It is economically unsound for each store to build up and maintain its individual delivery system, while six or sixty other concerns cover the same routes each day with their independent deliveries. That is definite and costly waste.

"'2. It is folly to deliver the light and fragile goods in the same wagon as the heavy goods, requiring thick and and expensive wrapping to protect a piece of glass from furniture and the like. It wastes time of packers, packing material and takes a large space for packing.

"'Local retail associations may reduce the cost of living—the cost of doing business and many troubles of merchants—by organizing a co-operative delivery system or a local express business that will efficiently deliver all the merchandise sold by all stores.

"'It has been a superstition with merchants that individual delivery wagons were stupendously valuable advertising. But it is my unqualified opinion that most store delivery wagons advertise a store's weakness, rather than its strength, for the best delivery service makes frequent errors, and one error makes a stronger and more lasting impression than a hundred deliveries perfectly made. Whatever the advertising value may be it is vastly less than its present cost.'

"This statement, burned into my mind during years of experience, is still my belief, and is now being widely confirmed by merchants who are to-day voicing the same opinions.

"The individual store delivery will soon be archaic. The question to be decided is whether to organize a co-operative delivery system or to use parcel post and the regular express services. To me it does not look like a question at all. A co-operative delivery service will retain a measure of responsibility for all the stores, and a lack of efficiency by reason of a lack of individual direction.

"Ultimately, the cost of every delivered parcel must be paid by the purchaser, and the person who pays should select the carrier. But even while stores pay the 'freight,' or postage, they should, in my opinion, use the existing channels of delivery—the parcel post as far as it can do the work; then local express companies for the balance. The delivery problem will never be solved and settled until the salesperson can say: 'How do you wish to have the goods sent, madam?' with the knowledge that the customer is paying for the delivery herself.

"It is obviously unfair and unendurable to assess part of every delivery charge on the price of every article in the store, as is the case to-day; for while this policy lasts, the customer who carries her own goods is at the same time helping to pay the cost of delivering everything bought by the woman who won't carry even a spool of cotton. She won't stand it when she knows, and to-day the small shop dealer is telling her all about it, and getting her trade.

Big Waste Lies Here

"But a greater cost than expensive rentals and far greater waste than free deliveries is the 'returned goods evil.' Two years ago I began to impress my clients with the stupendous cost and the public menace of this preposterous habit. To-day even the Government is acting to cure the evil, chiefly perhaps because of the obvious waste of man power, especially in the ages required for military service. Even the Government does not realize the jeopardizing contamination that takes place where more than a quarter of all the goods sold are indiscriminately delivered to all sorts of homes—in sickness and in health—only to be returned to the stores that sent them out, then sent into other homes harboring germs of disease gathered during their precarious journeys.

"Then think of the cost of the double delivery of 'returned goods.' One store found that every charged purchase had to go through thirteen hands going out, but required the attention of seventeen people when it was returned to the store. The efforts of thirty people were an absolute waste, every time an article was returned to the store.

"Then get this fact. If 25 per cent. of all goods sold by a store are returned (and that is the average to-day), that the selling and handling expense of the returned goods transaction must be doubled in your figures, because the cost of bringing the goods back is greater than the sending of them out—and it must be added. This makes the equivalent of 50 per cent. of the store's goods handled at a total loss—sheer waste effort.

"Thus the 75 per cent. of goods that stays sold not only carries its own burden, but it must also carry and support the cost of the total waste effort expended upon the 50 per cent.—'returned goods' or an extra burden two-thirds as great as its own selling and delivery cost. This means nothing less than that if the natural cost of selling the goods that stay sold should be 18 per cent., the 'returned goods' habit raises that cost to 30 per cent. That is the fact that is killing retail profits.

"That is the fact, based on indisputable figures, which is going to astound the nation!

"It means that on every $1,000,000 worth of goods sold by retail stores, there is a waste of $120,000, by reason of the 'returned goods evil.' If New York City stores sell $200,000,000 worth of goods annually, the direct loss from the 'returned goods' habit costs these stores and these people twenty-four million dollars every year!

"Has any merchant the right to 'confer' on his individual customers an alleged 'privilege,' for the support of which the people of the city must pay $24,000,000 every year? Yet they say that even if some stores do agree to stop the return of goods, others will refuse to do so and thereby compel all to continue. And perhaps they will.

"If war cures these evils, it will have rendered a splendid service to retailing in America, that may repay eventually a large part of its cost in everything but the precious American lives.

"Now what will these changes, if they come, mean to American manufacturers—particularly the big national advertisers?

"First, it will change the mandatory profit figure of the retailer, who now says, 'Nothing doing,' when a product only offers 25 per cent. profit. He is going to learn that an average profit of 25 per cent. is all that any self-respecting merchant will dare ask, in the near future. This will change his attitude of mind toward goods that are so well advertised that they are half sold when he puts them in stock. It will at the same time cure him of his love for private brands, which require double the selling effort of advertised brands.

"A vast deal of the trouble between manufacturers and merchants has been because of the exorbitant profit that wasteful merchandising methods now demand. In my opinion this will disappear everywhere but in the minds of merchants of the old school, who are out of touch with newer merchandising and advertising ideas with the reduction of storekeeping costs.

"The changes required seem revolutionary. It seems incredible that old methods and principles that were so enthusiastically exploited and so earnestly fostered a decade ago, should now be

(Continued on page 34.)

EDITORIAL COMMENT

THE Canadian Government has hired a coal expert to help them out in the present trying coal situation. His salary of $25,000 a year is quite in keeping with the present price of coal. He will have to get busy quickly if he is going to earn it.

* * *

IT IS up to the Department of Trade and Commerce to see that the resources of the British nation in the defence of which Canada and the other dominions are fighting, are not used after the war to aid and foster the competition of British manufacturers on our home markets.

BANKS' AID TO AGRICULTURE

TO FACILITATE the operation of their agricultural credit schemes, states *The Financial Post,* two of the Western Canadian provinces have each recently been extended temporary bank credits of $1,000,000 at five per cent. Sir Thomas White is paying over six per cent. for his new Dominion funds in New York. Here is food for thought for those who are inclined to belittle the service of our banks for domestic needs and for agriculture in particular.

The fact that Canadian banks are willing to lend their money to the Western provinces for farm loans at more than one per cent. less than Canada can borrow funds in New York is a concrete indication of the co-operation which is being rendered for the increase of agricultural production. The banks have had many critics and not the least severe have been the Western farmers, who in many instances sought credits indicating a lack of knowledge of the proper functions of such institutions. Now the banks have an opportunity of being a real service in a legitimate banking manner and apparently they are willing to do so at a rate considerable below the market.

PROTECTION FOR INDUSTRIES

THE proposal for the establishment of the British Trade Corporation—the formal name given to the original project for a British trade bank—has given rise to considerable discussion in England as to the scope of the operations of such an organization. The difficulty seems to be to make clear to industry and business that the main idea is to give financial and other assistance to established foreign traders rather than to build up a competing concern. Briefly, the idea, as explained by Sir Albert Stanley, president of the Board of Trade, is to take a leaf from the German book of trade organization to meet competition in export markets in the future.

Although there has been nothing said about the interests of Canada or the other dominions in the proposal the matter is one which should have the close attention of our Department of Trade and Commerce. It has been made evident that it is the "colonial" market and the foreign competition therein with which the British manufacturer is chiefly concerned and with which the Trade Corporation proposes to deal.

In Canada and in the other dominions there will be no objection to extending more favorable concessions to British or Allied manufacturers than to those of Germany or Austria. Advantages over these nations in a business way are part of the fruits of war to which the Allies should be entitled.

At the same time the industries of the Dominions are entitled to protection from anything like artificial competition from those of Great Britain. They have been organized during the war period to serve the nation and all consideration as regards favorable conditions when peace again prevails, is due them.

HE NEEDED HIS BEER

"VULCAN," writing in the *Ironmonger* (England), in referring to beer and munitions states that he has had experience in laboring around iron and steel furnaces. He found that without his beer he would have had to stop work. In fact he required several quarts per day. "Cold tea," he says is good, "but beer is better." No doubt a great many people will agree with him in the latter statement. It seems too bad, however, that beer and munitions have to be so closely allied. Vulcan's remarks follow:—

"The recent debate in the House of Commons on the Government's policy in regard to brewing showed that beer is an important raw material in the production of munitions. Sir George Cave admitted that the shortage of beer in many parts of the country had caused serious unrest and was interfering with the output of munitions. The Prohibitionists ignoring the necessity for beer in certain metallurgical processes, seem to attribute the demand to the drunken habits of the British workman, who, they apparently infer, refuses to work unless he is allowed to "go on the booze." I do not claim that munition workers never take more drink than is necessary; but, having had personal experience of the sweltering labor at iron and steel furnaces, and having consumed during that time several quarts of beer per day without the slightest ill effects, I distinctly affirm that without it I should not have been able to carry on. With the exception of cold tea, no temperance drink is of any value in such work. Cold tea is good, but beer is better. I recollect a small "pub" in a Midland iron-working district which disposed of several tons of beer every week. If that quantity were consumed

by the same number of men on ordinary work none of the men would be fit to work at all. But the bulk of this liquor was drunk by men who worked at puddling and reheating furnaces, and was to them a physiological necessity. The beer makes good the loss by perspiration, and acts as a stimulant. As far as my observations go, a man working at a furnace is proof against intoxication by beer unless, as sometimes happens, he "oils up" before starting work."

CAUTION IS NEEDED

WE are spending a good deal of time of late congratulating ourselves on the fine condition of Canadian business. Merchants are doing well, profits are good, business is good, and generally speaking, according to the authority of the commercial agencies failures have dropped to a level that is cheeringly low.

All this is fine, and there is no reason why these conditions should not prevail, but it is to be remembered that they will not prevail of themselves.

To-day business is apparently going along on a very stable foundation; for the moment there is nothing to test its strength. It must be remembered, however, that prices are abnormal. Goods are actually selling to-day at more than they are worth, which means that some day they are going to be considerably less. When that day comes there may be room for a good deal of heart searching. Short stocks and short credits are the only possible safeguards against returning normal conditions. For the danger is not only in any slump after the war, but in any actual return to the normal, for we have grown used to abnormality and have been building our lives and businesses upon it. Therein lies the danger.

There is no ground for fearfulness, there is no ground for hide-bound caution, but there is ground for cool-headed, common-sense, and any man who faces the future must realize that outstanding accounts and overwhelming stock are bound to be a reef on which an otherwise solvent business may go to pieces.

THE ADVANTAGE OF CO-OPERATIVE DELIVERY

MORE and more the town and village merchants are banding together to curtail the unnecessary expenses that have for so long been a drag upon them. One example of this is the rapid growth of the co-operative delivery systems. This system has proved a blessing in many places, and is certainly a step in the right direction. It is a way of putting one of the most wasteful elements of business on a proper business footing, and at the same time doing away with many of the wearing little abuses that have gathered around the delivery system.

In these days when economy is a patriotic duty as well as a business necessity it is well for every community to consider the advisability of adopting some such system of delivery, to overcome the enormous waste that lies in overlapping and slipshod delivery methods.

THE PURCHASING POWER OF THE DOLLAR

EVERYONE knows that money does not go as far as it used to, but it remains for the Americans to work out the actual value of the dollar to-day. The enterprising gentleman who did this arrived at the doleful conclusion that the good old American dollar with George Washington and war eagles and all such kind of things on it was worth exactly 46 cents.

The way he arrived at this figure was by taking the average purchasing power of the dollar during the years from 1900 to 1906. This was considered 100 per cent. On this basis in 1914 it was worth just 82.2 cents and in 1917 had declined to 46 cents. In other words your dollar will purchase less than half what it would have purchased ten short years ago. As despite this fact, dollars do not seem to be any more plentiful it behooves us to be careful.

Every purchase of goods that is made now requires almost twice as much to make it as was required prior to the opening of the war. It behooves the merchant therefore to see to it that he carries no more of these costly goods on his shelves than his actual business needs demand.

TALK THAT IS NOT CHEAP

WHAT do you do in the space of time after you have concluded a sale of goods in your store, besides wrapping up the goods, taking payment, making change, etc.? What is the theme of your conversation with your customer? Do you make hay while the sun shines, looking toward chances for further business? Have you a policy covering this valuable time for your assistants to follow out?

It should be remembered that remarks made at such times, with a view to impressing upon the customer the genuine value of the purchase just made, will enhance that satisfaction which is so important an element of successful selling. This time also affords a good opportunity for introducing other goods in which the customer may either immediately or subsequently become interested, but with which without this introductory talk they remain either altogether unfamiliar or only partially posted.

The conversation should usually be of a casual nature, but nevertheless succinct and informative, so as to arouse interest. This is good business promotion and also leaves a good impression on customers. If you haven't adopted this policy, do so, and you will speed up sales and such sales will be cumulative in their effect upon future business.

The "Cash-Credit System"

Is It Possible to Devise an Automatic System?—How the Burned Child Fears the Fire

By Henry Johnson, Jr.

I HAVE before me a circular in which the "Cash-Credit System" is described. The idea around which this system is planned is that most losses sustained by credit-giving merchants creep in via the writing of the charges. As there is no writing of charges whatever in the "Cash-Credit" plan, it is heralded as the solution of the credit-giving merchant's most puzzling problem.

Under this plan the merchant opens an account by handing out a given quantity of "store money" and taking the customer's receipt therefor on a form provided for it. He files the receipt and the customer gathers up the "money." There is no further record or writing of any kind. There after the customer buys what he wants and "pays cash" for it—with the "store money," good only at this one store; for the "money" is stamped with the merchant's name.

If the amount furnished the customer is insufficient, he asks for more. If his credit is still good, the merchant gives him an additional lot taking a new receipt, which he files. In theory, the two receipts make the entire record. At the time agreed upon, the customer pays up in real money whatever difference there may be between the face of the receipts and what store money he may have left over.

Complete Equipment Provided

The devisers of this system have planned out a very complete outfit for its operation. This consists of:—

1. A special coin-register designed to facilitate the handling of this "money." It seems to be a change-making machine, each denomination of coin being held in a separate chute from which it is delivered into the hand by pressure of a key.
2. A quantity of the "money" in such denominations as may be agreed upon.
3. Memorandum receipts.
4. Receipt file.
5. Special "purses" for customers' convenient use.
6. A lot of form letters explaining the system for the merchant to mail to his customers.

Everything seems lovely. In fact, there is no reason in logic that I can think of why the merchant should not thereby be relieved of a lot of work and yet do business with the same customers.

Whether it works out so well depends on several factors. It depends on the makeup of the merchant's customers; on the character of trade to which he caters, and it depends on the character of the merchant himself whether his dollars-and-cents condition will be bettered in any way by the change.

Human Nature Element—A Story

Many years ago, Johnson & Son tried to side-step some of the work of running accounts, and we thought that the concentration of what a customer owed into one or two memorandas would make collection simpler.

So we took on some coupon books.

Naturally, we thought we should lose one or two "cranky" customers; but we were not prepared for what happened. Our trade was mostly among the simple working folk of our town those days — foundry men, machinists, railroad employees, etc. Well do I recall the first pay night when Mike Lyons, Andy McArdle, and Terry Cavanagh came, among others, to pay up.

I got through with several. Then I heard talk among the three mentioned. "But he won't let you have your owld buke—he does it anither way now," whispered Mike to Andy. "Well, he'll have to let me have moine," said Andy. So when Andy's turn came I put the case before him thusly: "You have done business here a long time and have been fairly treated. All that time we have trusted you; and it has cost us long hours of work, often late at night, to write and rewrite the items you have had charged. Now, we are going to keep right on trusting you for the goods, but we ask in return that you trust us to the extent that you do not ask us to write up your pass book."

Andy came across like a man, as I knew he would. New coupon books were issued. The first severe trial was when those men had to scrawl their names laboriously on the receipts, which were in the form of notes. Then the women gave their usual first-of-the-month orders; and I noticed how long their faces grew when we tore $6.50 worth of coupons out of a $10 book.

Heavy Loss Entailed Before We Woke Up

The unexpected happened. A fine customer—not a laborer, but a man of long business experience, declined to work the new system, saying: "Oh, no; I'd never think of signing a note for a few groceries. I have never signed a note yet and shall not begin now. We'll have to follow the old system or quit right here." Then he smiled with perfect good nature.

Then women who bought goods for coupons wanted a bill so they could check over what they got; and here we had to write the pass books as of yore. Some did not ask. They just quit. Mike Lyons, an old and valued customer, stood it a month; then paid up, and without asking any concessions or favors, said he did not like that method and would not order any more goods.

We were not relieved of any work. We were loaded with an extra lot of worry. The notes were as valuable as the old open accounts—no better and no worse. We lost such an appalling lot of good trade that, though we stood out for over a year, we gave up finally.

Where is the Weakness?

The promoters of this system indicate that it does away with disputes, because each transaction is closed by payment of "cash" right at time of purchase. But we found that the coupon holders sent their children and were not always satisfied that we had charged only what was right—we had to "show 'em" by writing bills. I suspect that this same trouble will inhere in this system.

And, why?

Because the deal is NOT on a cash basis, no matter how like that it looks. If the deal were for cash, the merchant would hold the whip hand. He would want to be fair, of course; but his own judgment would rule finally. Dealing in "store money" he has no such strength of position, for the customer has not paid for his goods as yet.

I believe that some merchants can make use of such a system. There are many who have used coupon books advantageously. The merchant must take stock of himself, his store and his customers; but most of all of himself. I am firm in my opinion that the man who can operate any substitute system can be successful with the old-fashioned, time-tried ways. And, conversely, I never have thought that a man who always looks for some way to obtain back-bone outside of himself has the elements of success in his makeup.

My experience leads me to favor the credit business; but maybe that is because I was very successful with it. But, again, I was successful because I paid very close attention to my accounts. I made rules and then felt that those rules were made to guide me as well as those around me. I took my own medicine and did not break rules formulated on the facts as we learned them in the business.

If a merchant takes his credit business seriously and pays it proper attention, he can be successful in handling it no matter what system he may use. If he does not regard it seriously, if he fails to sense the fact that the investment in accounts is as valuable as the same investment in merchandise and act accordingly, he won't succeed, no matter whether he uses a particular system or none at all.

NEW PAINT DEPOSIT

Some paint manufacturers in Canada are interested it is claimed in the location of a valuable deposit of red oxide or red ochre which has been opened up at Lower Barney's River, Nova Scotia on the farm of A. J. Smith. Local mining men it is said, have reported favorably after investigation and it is probable that a deposit of considerable importance may be developed. From trial pits put down there seems to be a large deposit of the mineral which is of especial value just now.

THE JUNIOR CLERK'S PAGE

THE DECIDING PLAY IN THE GAME OF LIFE

The Precept on Which a Young Business Man Achieved Big Success in Business World.

Thomas E. Wilson, the head of a large packing concern in Chicago, Wilson Co., successors to Sulzberger & Sons Co., tells in The American Magazine some of the precepts he has followed in winning success. That he has won success in evidenced by the fact that at 49 years of age he is head of so large a concern with a salary of $125,000 a year. His main idea in business has always been that each task, no matter how small, may be the thing to determine his whole career.

My first job was an unimportant clerkship with the Burlington railroad, at forty dollars a month. It took me a long time to land that job. There were other places to be had, some of them at higher wages, in groceries and small shops, but I wanted to get myself identified in some way with a big concern like a railroad, so that when I got to the top it would be worth all the trouble of making the climb. I had a bland confidence in what the future held in store for me and fully expected to become the president of the Burlington.

One day, however, before I had quite got around to becoming president of the road—in fact, while I was still drawing only forty dollars a month—the packing firm of Nelson Morris & Company asked the Burlington people to pick them a man to keep the records of their refrigerator cars. The chief clerk selected his assistant. An hour or so after going to the stock yards to look over the new job, the assistant returned in a high state of disgust, exclaiming: "Not for me! I wouldn't work in as smelly a place as that for any hundred dollars a month."

That about the hundred dollars a month made me prick up my ears, and I asked if I coudln't have a chance at the job. They gave me the chance and I went to work for Morris & Company. I was not particularly enthusiastic about the malodorous surroundings, as they were in those days, for my olfactory sense was normally keen, but I couldn't help feeling that maybe I was answering a call of opportunity.

I found that I could sit quietly at a desk and hold the car-checking job; but I got interested and wanted to know all about the handling of the cars and the repairing of them. So I put in a good deal of time in the yards. After a while I was placed in charge of all car repair work. The company began to build its own cars and I was entrusted with the management of that. Then I got to be the head of the purchasing department, and looked after the buying of supplies and construction material for the whole plant. They next gave me charge of all construction work, and this led to my being sent to various points throughout the country to locate new branch wholesale plants. I also had to select men to run these new branch establishments.

Picking Out the Right Kind of Man

It was in this work of picking men that I got an opportunity to learn how to size up and handle other people. Knowing people and knowing how to handle them is, I believe, the greatest asset of any executive. I tried in every way possible to train my observation, to compare men with other men. In picking a manager for a plant, I didn't go so much by the man's record as by the way the man himself impressed me. It was not difficult to tell if a man was ambitious, mentally alert, and favorably inclined toward hard work. Every little while I appointed to an important place a man whom nobody else had ever suspected of having ability. A high percentage of these men made good and I was mightily pleased, for when they made good I knew that I, too, was making good.

I always sought a man who was anxious to land the job. The fellow who is overjoyed to get a certain job is the one who will work hardest at it. I never like to employ a man who is not sure he wants what I offer him. When a man takes a job with the air of doing me a favor to accept it, I know that he is apt to think that he has discharged his full obligation in taking the place, without doing much afterward. In order to obtain a man full of enthusiasm for the work to be done I often found it wise to pick somebody from a much humbler place. The man who has been making a monthly salary of only seventy-five dollars is likely to leave no stone unturned and no midnight oil unburned to make good on a job paying one hundred and fifty dollars—much more likely than if he had already been getting almost that much.

Two Kinds of Young Men

One day I offered a young man a place with a salary of about a third more than he had been used to. Both the salary and the nature of the work appealed to the young man.

"I'll think the whole proposition over a while," he told me, "and let you know about it."

"But I have decided not to hire you," I replied.

"Wh-a-a-t!" he exclaimed. "I thought you just got through telling me the job was mine if I wanted it."

"Yes," I admitted, "and you agreed that it was a fine opportunity for you. You are satisfied with the salary and you like the kind of work. Yet, instead of grabbing it on the spot, you wish to think it over a while. I am forced to the conviction that you are lacking in decision. A man troubled with the fault of indecision won't do in our business. I'm sorry, but I've changed my mind about you." And the job went to somebody else.

There was another case quite similar to the one just mentioned. I had offered a young man a place that was a decided improvement over the one he had.

"I like the proposition," the young man told me, "and I know that I am going to take it, and yet I wish that I might put off the actual acceptance until I have talked with my wife. She and I have always looked on everything like this as a partnership affair, and I would just like to be able to tell her that I didn't decide without first letting her have some say in the matter."

That, you see, was a slightly different situation from the other one. I thought the man showed a commendable partnership spirit that should be encouraged, and told him to talk it over with his wife first, by all means.

A Wife Who Takes an Interest in Your Business.

After all, there is nothing so important, or which can contribute so much to a business man's success as a fortunate selection of a wife. At the time I got married—I was then thirty-one—old Mr. Nelson Morris remarked:

"Well, you won't be much account in business for a year, but that's all right. No bridegroom is very useful in business he's so taken up with his new wife."

I was filled with a desire to convince Morris that he might have spoken too sweepingly. I made up my mind that on my return from the honeymoon trip I would work harder than ever before. Just after our arrival in New York, on the wedding journey, I chanced to hear of a piece of property in Brooklyn that was advantageously located for a branch. It could be leased very cheaply if taken at once, but the negotiations would take up so much time that there would be little opportunity for sightseeing while in New York with my bride. I wasn't sure that I didn't owe a greater duty to her than to my employers, especially inasmuch as I was on leave of absence. A wedding journey is an important event to a young woman, and it seemed a shame that this one should be marred by my business affairs. Yet I yearned to make Nelson Morris retract what he had said about bridegrooms.

Well, I put the whole situation up to Mrs. Wilson, intending to let her cast the deciding vote. She was genuinely enthusiastic over the idea of surprising my employers with a little business achievement on our honeymoon. To make some personal sacrifice to boost along my career would, she declared, be a pleasant adventure. She smilingly gave up a number of delightful little excursions we had planned together, and remained contentedly in the hotel room while I was over in Brooklyn conferring with real estate agents.

Ever since then Mrs. Wilson has followed the theory that no sacrifice is too big for her to smile over, provided it contributes to our success. I have never had to hesitate about leaving town un-

expectedly on business just on the eve of a social engagement. Always I have known that such disappointments would never ruffle her in the least. And this knowledge has been a tremendous help.

For fifteen years I never took a vacation, and throughout much of that time I put in an average of more than fourteen hours a day. I couldn't have done it if the work had not fascinated me. Nobody gets very far unless he likes his work. A man should not look upon his job or work as a mere expedient for bread and butter. The man who works under pressure will not get very far. Initiative comes only to those who are fascinated with and enjoy their work, and if a man doesn't like his work he ought to change his job. I liked mine because I could see things growing and developing.

How Wilson's Present Job Was Offered To Him.

A few years ago I was made president of Morris & Company. Then came the unexpected offer which enabled me to direct a big enterprise with my own name over the door. The business of Sulzberger & Sons Company had been refinanced by New York capitalists, and these men determined to get me to manage it. Their representatives called me on the telephone from a Chicago hotel one day, right out of a clear sky, asked to see me, and made me an offer. I declined. Some time later a friend on the street asked me when I was going to the new job. I told him I wasn't going.

"Oh, yes, you are," he assured me; "I heard that you didn't know it yourself yet, but you are going. They are going to make you an offer you can't refuse."

And they did. We came to terms and I changed jobs. When I took hold of the new work I let it be known immediately that new ideas were in order, regardless of whether they applied to one's own department or to the other fellow's. And I aimed to impress it on all employees, including the humblest, that if anything wasn't going to suit them they could walk right into the main office and talk to me about it. Too much dazzling dignity about a general manager's office is often a great handicap to a business.

An Executive Should be Accessible His Men.

The trouble with the executive who is too inaccessible is that he loses more by the arrangement than anybody else. In shutting others out, he shuts himself in —away from the numerous advantages of personal contact and points of view. There's nothing like looking a man in the eye and hearing his story, to get at the meat of a situation. Most executives prefer to have everything brought to their attention in writing. That plan may be a time-saver, but my own experience has been that it will pay to get all information possible by face-to-face interviews. Sometimes a tone of voice or the arch of an eyebrow talks more than could be written in a letter.

I strive constantly to have every employee on the pay roll doing the kind of work he likes to do. At every opportunity I talk to the men, including the laborers about the plant, trying to find men who have special aptitude or liking for some particular thing. A man may be doing his task well, but there is always the chance he could do something else even better. Think of the plight of the man who is obliged to sit and add figures all day when he is naturally poor at figures but is a born wonder as a mixer among men, and yearns to be out selling goods. Think what he is losing, and what his employer is losing.

Raising a Man's Salary.

Whenever a man is capable of filling a bigger place he should be promoted if possible, if for no other reason than to keep him from stagnating, and also to let him know that merit is being recognized. Sometimes it is not possible to show appreciation of a man's work by giving him a better job. In such cases it is often wise to raise a man's salary. A raise even of only a dollar or so sometimes serves to give a man encouragement which is the making of him. I have heard executives say that men are frequently spoiled by salary raises, but I take no stock in the theory. If any are spoiled in that way they would have been spoiled anyhow, and the number is so negligible that we may well ignore it. I question the altruism and magnanimity of an employer who has a man's welfare so much at heart that he throttles his own earnest desire to pay the man more money, lest the raise should weaken the man's character.

The higher up he is, the more dependent an executive becomes on those under him. The real success of an executive, it seems to me, rests on his ability to promote wisely, and at the same time to keep the force working in harmony and contentment. A little jealousy here and there in an organization can ruin its efficiency. I have known men who had enough general grasp of things to have made great department managers, only they could not get along harmoniously with those about them. If a man can't get along pleasantly with his associates, he cannot successfully handle a force of men. I never like to promote a man to a responsible place if he has failed to work in hearty co-operation with the men alongside of him. When you hear men say of their boss: "He is a good fellow to work for," you may know he is a successful executive.

CHANGES IN MERCHANDISING

(Continued from page 29.)

thrown into the discard. But they have served their purpose and we have paid all that we can afford for them. Now we must get down to realities. We must eliminate the waste—the waste of dollars— the waste of time—the waste of man-power. When that is accomplished, the retail business will be vastly safer and more satisfying than it has ever been, and national advertisers will find less resistance to their goods and less friction in their merchandising. Price maintenance will solve itself, for only extravagant profits on other goods have made it possible for piratical dealers to cut the fair prices on famous trademarked commodities.

"There is every reason why manufacturers and retailers should all pull together to secure public action or Federal legislation that will eventuate in curing the wasteful and unnecessary 'evils' from which retails stores now suffer."

The foregoing information should prove of interest to all branches of the trade. In future issues of HARDWARE AND METAL further detailed information will be given regarding the changes in merchandising as they are peculiarly affecting the Canadian trade.

W. L. McQuarrie, retailer of Borden, Sask., has joined the organizing staff of the R. M. A. in Saskatchewan, succeeding J. M. Brayley.

"Who is Your Paymaster?"

Dear Beauchamp:

They say the four sweetest words in the English language are, "Enclosed please find cheque," and I enclose yours herewith.

I believe everyone fully appreciates the importance of this phase of business intercourse, but I also believe it is good for any man to throw the "spotlight" on his pay envelope now and then and ask himself a few questions.

The right calibre of business man gets as much pleasure out of signing a cheque for a legitimate obligation as he does in receiving one on a just account—the real joy comes from the satisfaction in a fellow's breast that he has given full measure of value for the amount received—or that he has received 100 cents on the dollar for the amount paid out.

The ideal business connection is a correct balance of satisfaction on the part of the man who signs the cheque and the man who writes his name across the back.

And in the natural channels of business on its highest plane, that balance is always trying to right itself. There may be inequalities at times on one side or the other—but they cannot endure.

If a man is earning more than he is getting it cannot last long—on the other hand, if he is receiving more than he is entitled to for the services rendered that cannot last.

The signatures on both sides of a cheque acknowledge an obligation which should always be borne in mind by both parties to the deal, and there is nothing that will take the place of that feeling of contentment which comes from completely fulfilling an obligation.

I know you will agree with me, although you may not have taken the time to analyze these thoughts as expressed here, and I hope they will serve to make a good man a better one, for that is the purpose for which they are sent.

But let us supplant the spotlight with the X-ray for a moment and consider another thought in connection with the "pay-envelope."

Many a salesman never looks any further than the lower right-hand corner of his cheque in considering the question as to who is his paymaster. That signature, however, does not represent the real paymaster, but merely his authorized business agent.

There are many paymasters back of every pay cheque. They are the men with whom you rub elbows every day—the men you call upon—the men you sell.

The impression these men get of you—the confidence they have in you, and the volume of business they give you all help to determine the "troy" weight of your pay-envelope.

Keep that thought in mind, and remember that one of the prime essentials to a larger income is to win a greater number of real paymasters.

Can you do it? Of course you can—you have the mettle—this message would not be in your hands unless I believed you had it in you. Show yourself that my confidence in you is justified.

Yours sincerely,

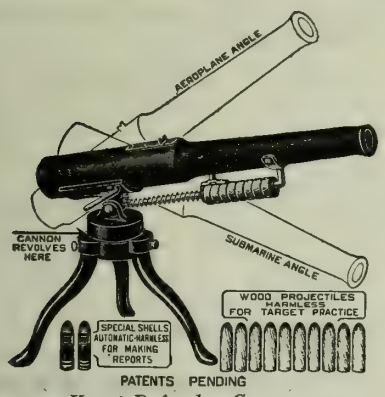
G. C. GENGMAN.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

KOAST-DEFENDER TARGET CANNON

Schroeter Bros, Hardware Company, St. Louis, Mo., U.S.A., are offering a new practical toy built upon scientific principles as illustrated herewith. The

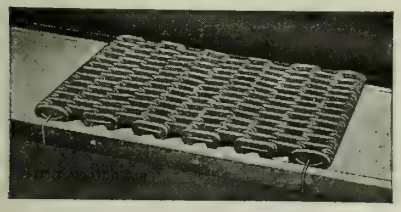


Koast-Defender Cannon.

toy cannon it is claimed can be used for imitating a cannon shooting down aeroplanes, as a bomb thrower, and also as a submarine cannon, due to the fact that it can be adjusted to any angle and can be rotated to any desired position. The toy is also claimed to give considerable amusement to both young and old, is harmless and can be used for target practice at a reasonable distance and with a fair degree of accuracy. A great many features are similar to regulation cannon, even to the recoil, and the toy gun sells complete at $2.50 each.

THE AUTO-MAT

A simple device being offered by Auburn Leather Goods Company of Auburn, N.Y., is the Auto-Mat as illustrated herewith. The mat is of leather finished in green, red and natural colors, and is placed on the running board of any automobile. The mat is fitted with expansion spring hooks and is easily de-

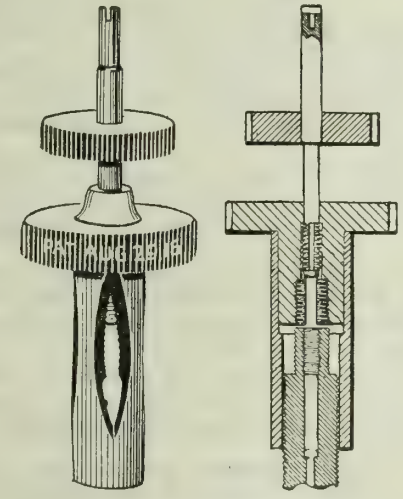


The Auto Mat.

tachable. It is claimed to be indestructible, waterproof, easily attached, low in cost, attractive, and the only device combining these features. The mat is five-eigths of an inch high and its design is claimed to permit of a thorough wiping or scraping of mud, snow, etc., from the shoes, which is afterwards taken off through channels due to the vibration of the car. Its waterproof surface is claimed to shed water and moisture and is therefore claimed to be not only waterproof but self-cleaning.

AUTO TIRE VALVE THREADER

The A. & H. Manufacturing Co., Inc., 505 West 45th Street, New York City, is placing on the market a new true threader valve tool which is designed for re-threading tire valve and cap threads. It is claimed the device will greatly prolong the life of automobile tires by truing up the threading and preventing leakage of air. The threader as illustrated is placed over the tire valve, and with the application of pressure on both wheels while rotating them in the right direction, both the inside and outside threads of the cap stem and plunger can be recut at the same time. Either one can be cut separately if desired, and

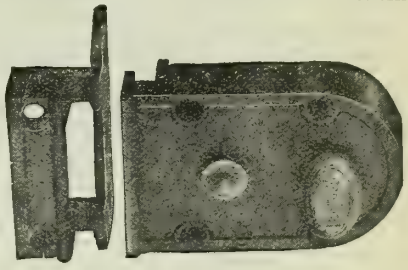


True Thread Valve Tool.

it is claimed to be impossible to cross threads. It is estimated that 75 per cent. of tire trouble is from under-inflated tires, and it is stated that slow leaks are generally caused by leaky valves due to the plunger not being properly seated. A true threaded valve never leaks and it is therefore claimed that the new device will "get more miles from every tire."

BURGLAR PROOF NIGHT LATCH

A new "Burglar proof" product being offered by the Burglar Proof Lock and Hardware Corporation, 75 Fulton St., New York, N.Y., is a Malleable Iron Night Latch finished in three styles, antique black, oxidized and bronzed. The lock is claimed to be Jimmy proof owing to the fact that the bolt is protected by special construction in which the casing

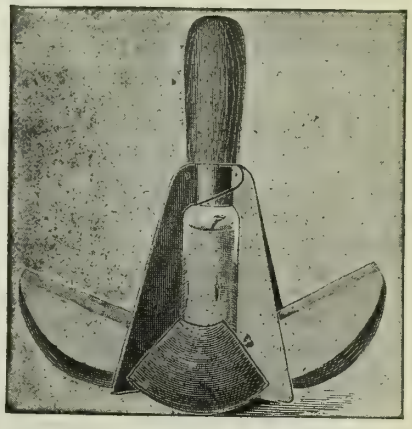


"Burglar-Proof" Night Latch.

interlocks with the part attached to the door and rendering it impossible to tamper with the bolt through the crack of the door. The new latches are claimed to be more durable than cast-iron types, equipped with cylinders adjustable to doors of any thickness, and cost no more than the ordinary varieties.

NEW APPLE CORER

Empire Specialty Company, 216 Lexington Avenue, Buffalo, N.Y., are producing a new device for coring and quartering apples. It is a very simple affair and is claimed to be practical and a time and labor saver. One movement quarters the apple and removes the core. The device retails at popular prices and is claimed to be effective and to give absolute satisfaction, doing its work perfectly and easily. It is claimed to be an



New Apple Corer and Quarterer.

article required in every home, and has created considerable interest wherever it has been seen.

EVENTS IN THE TRADE

BUSINESS CHANGES

Halkirk, Sask.—W. S. Fulton has commenced hardware business.

Retlaw, Sask. — Retlaw Hardware Company has commenced business.

Huxley, Sask.—L. E. Love, hardware merchant, has commenced business.

Ottawa, Ont.—L. Blondin & Company, hardware, have discontinued business.

Carsland, Sask.—W. L. Brown, hardware merchant, has commenced business.

Vancouver, B.C.—George Godwin of Godwin Hardware Co. has discontinued business.

FIRE LOSS

Seven Persons,— Sask.—W. Bish, hardware, suffered fire loss.

Kingston, Ont.—W. F. Kelley Oil Company suffered $16,000 loss through fire recently.

Chaplin, Sask.—Fire in the hardware section of Webster, Walker, Shearer Company's general store here recently threatened the entire town and a loss estimated at $30,000 was suffered by the store in addition to heavy loss to surrounding establishments.

INDUSTRIAL NOTES

New Westminster, B.C.—The Dominion Products Co. will build an addition to their plant.

Maple Leaf Tires Co., has changed its name to that of the Mackintosh Rubber Co. of Canada, Ltd.

Chambly, Que.—The Canadian Leather-board Co. have let a number of contracts for their new factory.

Toronto, Ont.—It is reported that the Thor Ironworks have been sold to the Standard Shipbuilding Co. of New York.

Montreal, Que.—The Magnolia Metal Co. is making arrangements for the erection of a plant estimated to cost $60,000.

Fort William, Ont.—The Canadian Car & Foundry Co. are finishing their plant here in preparation for the building of freight cars for the Dominion Government.

Oshawa, Ont.—Canada Malleable and Steel Range Company plant, which went into voluntary liquidation recently has been purchased by McClary Manufacturing Company of London, Ont.

The Reliance Investment and Developing Co., Winnipeg, Man., capitalized at $500,000, are now preparing plans for the erection of a modern clay products plant which will be built adjoining their property in the northwest part of the city. It is the intention of the company to equip this plant with suitable machinery for the manufacture of highgrade burned clay products.

INCORPORATIONS

Montreal, Que.—Northern Products, Ltd., has been incorporated with a capital of $50,000 to manufacture and deal in paints, colors, oils, grease, metals, etc.

Montreal, Que.—Quebec Charcoal Company, Ltd., has been incorporated with a capital stock of $50,000 to manufacture charcoal, wood alcohol and other products.

Owen Sound, Ont.—Empire Stove and Furnace Company, Ltd., has been incorporated with a capital of $100,000 to manufacture stoves, furnaces and other metal produts.

Sherbrooke, Que. — Mackinnon Steel Company, Ltd., has been incorporated with a capital of $500,000 to carry on business as engineers, foundrymen, metal workers, bolt, nut and rivet manufacturers, etc.

PERSONAL

J. D. Rowland, hardwareman of Mt. Albert, Ont., spent a day in Toronto on business during the week.

Mr. Fletcher of the A. L. Swett Iron Works, Medina, N.Y., was in the city during the week calling on the wholesale trade.

Ernest Burrows, of Canada Dry Cells Ltd., Winnipeg staff, has joined the navy, and leaves shortly for active service.

C. C. Ballantyne, named as one of the five members to represent Montreal on the Food Control Council, has declined to accept the position.

Jas. A. Hossack, Lufkin Rule Co. of Canada, Ltd., Windsor, Ont., has returned from Russia where he spent some months on business.

A recent casualty list included the name of Lieut. Wallace R. Gibson among the wounded. Prior to enlisting he was in the hardware business at Rocanville, Sask.

C. M. Canfield, familiarly known as Mell, who for some years has been manager King Street store of the Mills Hardware Co., Hamilton, Ont., has resigned, and will shortly become associated with the Canada Steel Goods Co., Hamilton, Ont.

B. F. Repton has been appointed comptroller of the Canadian Car & Foundry Co. and its subsidiaries. Mr. Repton was associated with Messrs. Price, Waterhouse & Co., in New York, for over ten years, and subsequently held the position of general auditor to the Dominion Steel Corporation in Sydney, N.S., for several years.

O. H. Miller of Kitchener, Ont., who has represented the Sanderson-Harold Co., Limited of Paris, Ont., manufacturers of refrigerators, screen doors, etc., for the past twelve years, has taken up his residence in Paris.

NEWS OF ASSOCIATIONS

Alberta retail merchants have been notified that the affairs of the Retail Merchants' Association in the province of Alberta have been taken over by the Saskatchewan branch. The Saskatchewan Provincial office, at Saskatoon is handing matters for both provinces.

J. M. Brayley for many years an organizer for the Retail Merchants' Association in the province of Saskatchewan has resigned, from the provincial staff, to take over similar work with the Dominion Board in the east.

The Winnipeg branch of the Retail Merchants' Association has appointed five of its members to attend the conference of the Dominion board at Montreal. They are: A. G. Box, Souris; W. T. Devlin, J. A. Banfield, C. F. Rannard and J. H. Curle. It has been arranged that five representatives go from Saskatchewan and that they travel with the Winnipeg delegation.

MONTREAL NEWS ITEMS

Mr. Brewer of Thos. Robertson & Co., Ltd. Metal Merchants, Montreal has recovered from his recent indisposition due to the torrid spell of late, and goes on vacation next week.

Montreal business men on holiday at present and well known in hardware circles are Mr. Ward of the Canada Paint Co., Mr. Poole of McArthur Irwin & Co., Mr. E. Goodwill of Thos. Davidson & Co. and Mr. Bolger of McClary Mfg. Co.

N. T. Corson representing S. C. Johnson & Son Racibe, Wis., U.S.A. was a business visitor this week to Montreal. With him was L. M. Croft Export Manager of the firm.

R. W. Pain of the American Ring Co., Waterbury, Conn., was in Montreal this week.

Mr. Lawther of the Anglo-American Leather Co., Toronto, visited Montreal,

CHANGES OF ADDRESS

Chas. Curtis Co., who have the exclusive selling rights for Canada on a number of well know automobile accessories, have moved from 909 McArthur Bldg., Winnipeg, to larger premises at No. 1207 in the same building.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

REPLY FROM SECRETARY MAPHERSON

Editor HARDWARE & METAL,
Toronto, Ont.

Dear Sir,—I have read the letter of Mr. Phillips in your issue of July 21. I have neither time nor inclination to enter into any controversy with Mr. Phillips but would like to make a brief statement as to the position of the O.R.H. and S.D.A. in the Eaton Paint case.

Shortly after the 1916 convention Mr. Miller, Secretary of Retail Merchants' Association, arranged a conference between the officers of his Association and our Advisory Committee in connection with the Eaton case. At that conference Mr. Trowern, the Dominion Secretary R. M. A. expressed a willingness and desire to have the prosecution undertaken by the R.M.A. as their entire membership were also vitally interested in the suppression of false advertising, and that their previous experience in similar prosecutions would be valuable. Further he stated that the costs in an action of this kind in the police court would be small.

Realizing that the R.M.A. being an incorporated body could much better carry on the prosecution than our Association, the case was left in charge of the R.M.A. We agreed to contribute toward the cost of the prosecution. No statement of the costs incurred had ever been submitted to us, and a short time ago Mr. Miller wrote me in reply to an enquiry regarding same, stating about the amount of costs incurred. A cheque to cover the amount we agreed on has been sent the R.M.A. I might further state that Mr. Phillips was paid the amount expended by him for legal expenses and analysis of paint, by our association, when the case was transferred to R.M.A.

The members of the Advisory Committee being non-residents of Toronto could not possibly attend police court proceedings in this case which was adjourned for weeks in succession before being brought to trial, so Mr. Phillips is not justified in naming this as a lack of moral support.

I hardly think any members can justly state that they are not receiving more than value for their membership in service and information through the exchange and sale bureau and, net cost service, if they take advantage of same.

Plans for program for 1918 convention are now under consideration, to ensure its success, and suggestions from members or any interested will be gladly received.

I trust this information to our members may be satisfactory and thank you for courtesy in publishing same.

Yours truly,
W. F. Macpherson,
Secretary Ontario Retail Hardware and Stove Dealers' Association.

Editor's Note:—The controversy on this case has been prolonged for some months, and has occupied considerable space in this paper. So far as we can see, there would be no advantage to members or association by a further discussion. The columns of HARDWARE AND METAL are therefore closed to further communications on this particular subject.

HARDWARE LETTER BOX

BREAD SLICERS

Sumner Co., Moncton. N.B.—Please advise where we can purchase bread slicers.

Computing Scale Co. of Canada, Ltd., Toronto; Brantford Computing Scale Co., Brantford and Toronto, Ont.—Editor.

* * *

Morgan-Jones Co., Dinsmore, Sask.: Please advise where we can purchase a Kelsey furnace?

Jas. Smart Mfg. Co., Brockville, Ont. —Editor.

* * *

PIPE CUTTERS AND THREADERS

Lariviere, Inc., Montreal, Que.: Kindly give names of Canadian manufacturers of pipe cutting and threading machines?

Wells Bros. of Canada, Ltd., Galt, Ont.; Borden Canadian Co., Toronto; John H. Hall & Sons, Brantford, Ont.; A. B. Jardine & Co., Hespeler, Ont.—Editor.

CATALOGUES & BOOKLETS

TABLE CUTLERY

Wm. A. Rogers, Ltd., of Niagara Falls, N.Y., and Northampton, Mass., have recently issued catalog No. 61 illustrating the Rogers brand of table cutlery. The catalog is prefaced with a view of Niagara Falls and a note to housekeepers concerning the new spotless-rustproof metal now being used in Rogers cutlery which is claimed to eliminate silver polishing and scouring board with the additional advantage of allowing of sharpening. Handsome illustrations of table cutlery and carving sets are contained in the pages of the catalog with complete details and price lists. The catalog should prove a worthy addition to the files of all hardware firms, both wholesale and retail.

TRIANGULATION IN SHEET METAL PATTERN CUTTING

The Sheet Metal Publication Company of New York, N.Y., has prepared an illustrated pamphlet in connection with their new books applying Triangulation to sheet metal pattern cutting. The books are well explained and deal with all phases of the subject with reproductions of specimens of the fittings as treated in "Kidder's Triangulation" and facsimile pages in reduced size of the triangulation as applied to pattern cutting.

STOVE AND FURNACE CATALOG

The Galt Stove & Furnace Co., Ltd., of Galt, Ont., has prepared Catalogue No. 6 illustrating the Banner Stoves, Ranges and Furnaces. The addition of several newly-designed stoves, and many other improvements and refinements on standard designs are the outstanding features of the well illustrated catalog. Pipe registers and ceiling plates with a detailed illustration of the various parts of coal ranges and a page of directions for setting up stoves, completes an attractively arranged catalog.

BATTERIES AND FLASHLIGHTS

Canadian Carbon Company, Ltd., 96 King St., W., Toronto, have completed a well illustrated booklet on the Master line of dry batteries and flashlights, containing some information which should be of real value to the trade. The booklet is prefaced with a short history of the development of the company and its branching out from Canada into the United States. The outstanding features of the new Master ignition battery, its being waterproof and equipped with the Master safety cap as dealt with in the new goods department of HARDWARE AND METAL, are extensively outlined in the pages of the catalog. Complete specifications and price lists accompany illustrations of a wide range of flashlights, and some valuable information for the trade is included in a table showing the comparative numbers of well known makes of flashlight batteries.

HARDWARE LINES

The former business of J. W. Lint of Cobourg has been purchased by J. Smith of Guelph and is now known as the Cobourg Hardware Exchange. Mr. Smith is displaying strongly the lines previously mentioned as popular with the summer resort and soldier trade. In the former business wall-paper was carried as a separate department, but Mr. Smith is replacing it with a large and complete stock of enamelware, graniteware, aluminum utensils and other house furnishing lines.

At the present time there is considerable building being done in Cobourg, chief among which is the erection of a Government Asylum costing in the neighborhood of $100,000. This and other building has made a demand for goods necessary in the building trade, and such goods have experienced an active demand of late.

WHAT OTHER PAPERS SAY

THE POSITION OF TINPLATES.

From *The Ironmonger*, England.

Interest in the tinplate market continues to centre in the stocks that have been released for ordinary sale. These stocks are obviously decreasing rapidly owing to the strong demand from the consumers, who have realized that now is the time to get hold of the plates they will need for use during the next few months. Merchants do not find much difficulty in disposing of any parcels they are able to secure from time to time, however mixed may be the sizes and substance of the plates. Owing to the very limited quantities of steel now available for tinplate making the available quantity of plates that the makers are free to sell has necessarily diminished very considerably, and will grow still smaller as time goes on and as the manufacturers are forced to give closer attention to war orders. What with the difficulty of satisfying the demands of labor on the smallest output ever known in the trade, the trouble of getting acids and other supplies, and the necessity of carefully scrutinizing the orders received and preparing accurate returns of the disposal of their output, the manufacturers' position is by no means enviable, and in the circumstances it is not singular that they are unable to devote much attention to the prospects of trade after the war. Mutual agreement and combination of interests for the betterment of the trade have always been difficult to achieve in the tinplate industry, but it is thought by those disposed to look ahead that an attempt should be made now to meet the conditions that will arise at the termination of the war. Competition from America in markets abroad that Welsh makers formerly looked upon as their particular preserves will be difficult to combat, as the American manufacturers, having tasted the sweets of successful export trading during the past two years, are not likely to give them up without a stiff fight. In the struggle that is to come, only the large and well-managed organizations will pull through, and unless the makers generally show more desire to support the efforts of our merchants to recapture the lost trade it will be no light matter to regain even half of it.

HELL'S FOURTH YEAR.

From Philadelphia *Public Ledger*.

Few could have believed when the great war began that the close of the third year would find the world apparently as far from peace as ever. The sacrifice of blood and treasure has been beyond all precedent, yet we begin the fourth year with no definite recompense for it. Against the growing weakness of Austria must be set the momentary collapse of Russia. The menace of submarine warfare balances in a measure the evidences of Allied superiority on the Western front. As for the Balkans, the Central Powers still hold what they have gained. It might be logically argued, indeed, that the war is a stalemate and that a return to the status quo ante will be the inevitable condition of peace, save for one circumstance. The entrance of the United States into the conflict will bring victory to the Allies if its immense fighting power is effectively exerted. Late as it is, unready as it is, it can make this fourth year the decisive year. None can say how long Germany may resist acknowledging defeat; but the fact that she has been defeated may be clear long before the acknowledgement is made. Except upon the incredible assumption that we shall not do our part unflinchingly, the sixth of last April marked the turning point. The cause of democracy was saved when the last great neutral pledged faith to it.

BUYING FOR THE FUTURE.

From *Hardware Age*.

Buyers in attempting to anticipate future wants, for fall, winter and spring, should always remember the constant increase in Government necessities and the enormous buying activity by Government officials rapidly speeding up, which relatively has hardly begun. Close observers say that apparently Government officials are catching up in some measure with long-deferred wants, and are beginning to order right and left.

One producer, for example, received an order for 2,400 40-in. twist, ship augers, to be driven by pneumatic power, which ordinarily would be specified for in, say, 6 to 12 only. Another secured an order for 28 high-grade vises in one lot, others padlocks in considerable quantities and high-priced empty tool chests, all greatly in excess of normal wants.

These demands in great part are from new sources, outside of ordinary consumption, much of which merchandise varying with circumstances will be used up, lost or destroyed in short order and which must be quickly replaced. Obviously this means diverting innumerable articles of merchandise from customary channels and in large bulk.

The stupendous present estimated expenditure of $29,000,000 per day of war costs, to be disbursed by the National Government, may prove that these figures will increase rather than diminish. This has been the three years' experience of other belligerent countries. Necessarily a considerable proportion of this huge sum will apply to merchandise, directly or indirectly, affecting hardware and allied trades, whether in metals, cordage, glass, or countless other commodities, aside from food, clothing, medical and sanitary articles. Not only our own Government wants are to be met, but we are rapidly becoming more the original source of supply for much material imperatively needed by our allies. The withdrawal of men for the army will likewise cut down the producing power.

Another feature of the question is that there are no surplus stocks of commodities and foodstuffs in this or other countries, and the need is mounting by leaps and bounds. It is a time for sober, expert treatment of grave questions which, apparently, the mass of people in this country do not yet adequately comprehend.

PAINTING DEMAND, AND CAPACITY.

From *American Paint Journal*.

Most, though not nearly all of the local Clean Up and Paint Up campaigns are in the spring—each community, and especially its paint dealers and the painters, being responsible for the date to begin and the period the campaign shall continue.

But every local campaign creates the desire and the decision to paint that, in many cases, in every campaign, are not put into effect until months later. Thus every spring campaign helps to sell and to spread paint in the summer and fall and the winter, the fall campaigns being especially helpful in encouraging interior painting.

A little thoughtfulness by dealers, and especially by painters, would help greatly to make every month a paint month, and no one else is so responsible for the unfortunate public belief that the only or the best time to paint is in the spring.

When dealers and painters themselves believe that, with the exception of occasional weather extremes, every month and every week is good painting time for a good painter with good materials; and when they practice that belief by pushing business all the year round, and by utilizing the local newspapers and co-operating with the national organizations working to the same end, then they and the whole trade will see more paint sold the year round than can be spread—unless many thousands more young men, or women, join the ranks of the journeymen painters.

To-day in many communities, the potential, easily developed, demand for painting exceeds the ability or numbers of the workmen available to spread it; even though, by such thoughtfulness and the study of organization and efficiency and educational methods, the work were extended throughout the whole year and every good painting day were utilized by every workman.

THE RETAILER.

From *The Credit Men's Journal*.

The retailer is, at last, waking up to the fact that the wholesaler is his best friend.

It might not be out of place to remark that the wholesaler is likewise waking up to the fact that the retailer is his means of livelihood.

That the two should co-operate should have been apparent long ages ago, and yet only now does it seem to have struck the two lines of trade that they are mutually interested in a great many problems and by working together could better conditions under which they are operating.

In Winnipeg alone is there a joint committee of wholesalers and retailers who meet periodically with this object in view, and yet this should be the case all over Canada.

A start has been made in the right direction by an invitation extended by the Retail Merchants' Association to the wholesalers to meet them in committee at the National Convention of Retailers to be held in Montreal on the 16th and 17th of August next.

If the two branches of trade will stand together and formulate and carry out plans for the proper regulation of the distribution of merchandise enormous saving can be effected by the elimination of any wasteful methods which may have crept in in the operation of their businesses.

We believe that joint conferences of this nature cannot but help have a beneficial effect and we hope to see a large attendance of wholesale men at the meeting in Montreal on the dates mentioned.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE.

PRICE changes in hardware lines during the past week, although important, are not so numerous as they have been in previous weeks. Among important lines which have advanced in price during the week are cross-cut saws, washing machines, rifles, wrought butts. The new discounts are now being quoted on lawn mowers for 1918, in accordance with the advance announced two weeks ago. The iron and steel market is still in a waiting mood. The trade is in a state of uncertainty as to what action the U.S. Government will take in regulating prices. There are shortages on many lines of hardware. Summer demand is good, and mail orders during the holiday period have been heavy. Wholesalers are now shipping fall goods, and there is every indication of an active fall trade. Reports from Western Canada indicate that the wholesale hardware trade is very busy. Linseed oil has shown increased firmness of late. The ingot metal market has been slightly easier during the week.

MONTREAL MARKETS

MONTREAL, August 9.—Arms and ammunition for the sporting season have begun to move more briskly, and it is noted that Winchester rifles and shot guns are up in price. This and several other changes are in accordance with predictions made recently in HARDWARE AND METAL. Some lines of cow-ties and some halters have been called for showing that the fall is approaching. A Montreal wholesale firm has shipped an early order of sleigh-bells into the North Country. Wih harvest operations in order in the country business in hardware general lines is reported quieter. Scarcity of iron pipe is placing a premium on some sizes, mostly above two-and-a-half inches and larger. Some lead products are firmer. Various advances have been recorded in shelf goods and heavies, but the week has been lighter than usual in price changes.

Some Shelf Changes. Winchester Arms Up

Montreal.

SHELF GOODS, ETC.—The week has been marked by a number of price changes in shelf goods. Holidays are still on, and there has been a slight dullness of business, or lessening of activity over the whole range of the trade. But the tone of firmness is none the less marked.

Glaziers' Points Up

Glaziers' points (zinc-coated) have advanced. One firm is quoting these at 25 cents lb., other firms are quoting them at 27½ cents lb.

Cast Iron Washers Up

Cast iron washers are up to $4.75 per 100 lbs. this week.

Curtain Stretchers Advanced

Curtain stretchers have advanced $2.00 per dozen.

Sash Weights Up

Solid sash weights are quoted at $3.00 per 100 lbs. by a firm formerly selling these at a lower price. Other firms still quote these at $3.10. Sectional sash weights are quoted at $4.75 per 100 lbs.

Myers Pumps Up

Formerly quoted at 5 per cent. off list, Myers pumps are now quoted at plus 5 per cent. on list.

Nest Eggs Higher

Porcelain nest eggs have advanced from $2.00 per gross to $2.40 per gross.

Files Very Scarce

The scarcity of files continues, and there is little sign of any relief to the trade anxious for more supplies of these. Discounts are shown in current quotations.

Padlocks to Advance

A note of definite warning is heard to the effect that advances are imminent in padlocks. Padlocks have advanced many times in the past months, but the end is not in sight.

Paris Green Scarce

Almost off the market now, Paris green is quoted at $63.75 per 100 lbs. for Bergers' in 1 lb. tins, and $62.75 for the 1 lb. papers.

Winchester Rifles Up

Predicted in HARDWARE AND METAL of a recent issue, Winchester rifles and shot guns have all advanced to 15 per cent. on list.

Nails and Wire Unchanged In Price

Montreal.

NAILS AND WIRE.—There have been no changes in the base prices of nails and wire this week. Standard steel wire nails are still quoted at $5.50 base. Cut nails are $5.75, and wire is at $6.50 base. Prices on other lines are shown in current quotations. The market is steady, and prospects as to prices for the future are as firm as ever. But for the present no hint of advances is heard.

Some Sizes Of Pipe Are At a Premium

Montreal.

IRON PIPE.—An important fact regarding the market for iron pipe at present is that while the quotations as given in "Current Quotations" pages at end of this paper have not been advanced since the date of their issue by the manufacturers, still such is the scarcity of pipe that jobbers are able to obtain prices as much as twenty per cent. higher than list for some lines of pipe. The scarcity is most marked in pipe of sizes 2½ inches and larger. Probably advances in the list of pipe prices may be expected before long under these conditions.

Galvanized Sheets May Soon Advance

Montreal.

SHEETS, PLATES, ETC.—The market for all lines of sheet metal products rolled from steel continues exceptionally firm, and is beset with serious shortages. This week, however, black sheets remain at the quotations made some weeks ago and are firmly held. If anything the market for these is firmer, though there is no hint of advances at present beyond the general account of short stocks. A hint is hard this week, however, in no uncertain tone to the effect that advances are bound to come before long in galvanized sheets. This is due to the conditions of manufacture in the United States, and the impossibility of importation. Terne plates by the way, are now quoted to the jobber at not less than $20.00 and advances in these may be anticipated.

	Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80

20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Rope Market Is Firm But Quiet

Montreal.

ROPE, CORDAGE.—There is no special activity in the market for rope, cordage, twine, etc., at present, but a scarcity of binder twine is noted by the wholesale hardware trade, and a great general firmness in all lines of raw materials sisal, hemp, and jute fibres is observed by manufacturers. Prices of the basic lines of rope have not altered. Manila still at 37c, sisal and lathyarn at 26½ cents. Difficulties of transportation by sea affect the Manila and jute materials. Other troubles affect sisal, and cotton ropes are also in firmest of markets. Meantime, however, there is not a great run on rope, but agricultural demand is fairly good, and business is normal for the time of year. Quotations on other lines are shown in current market quotations.

Lead Sheets Are Higher, Also Wool

Montreal.

LEAD PRODUCTS.—Lead wool is quoted higher this week. This product is usually priced at about the same as lead pipe, very seldom lower, and then only due to some over-plus of supply. Lead sheets are a cent higher per lb., but pipe, waste pipe, traps and bends are not advanced over last week's quotations of 19 and 20 cents and 20 per cent. on list for the traps and bends. The lead market shows signs of firmness, and more strength might develop in these lines later.

Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.19	....
Lead sheets, 3 lbs. sq. ft.	0.17¾	....
Lead sheets, 3½ lbs. sq. ft.	0.17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Gasoline Firm; Prices Unchanged

Montreal.

GASOLINE AND COAL OIL.—There is still no change to record in the market for gasoline. The price this week is 32½ cents as last week. The coal oil lines also are unchanged in price Royalite being 1 7cents, and Palacine 20 cents, prices which have prevailed for some time. The market for these oils is, however, subject more and more to the risk of advances as it is known that the supplies of crude oil may show shortage before long. There have been rumors of advances due in lubricating oils, but these warnings sounded a week or so back from the sources of crude oil supply have not so far materialised into any definite market changes.

Firm Markets For Stoves And Ranges

Montreal.

STOVES, ETC.—The same conditions as described in recent reports apply to stoves and ranges this week, though the time of fall business is drawing nearer, and more activity in this market may soon be expected. The firmness of prices will certainly not pass quickly, and it is within the bounds of probability that stove and range prices may advance still further this year. Enamelled ware is finding a ready sale. Gas and electric stoves are becoming better known and are likely to have still greater sales as coal shortages threaten.

Iron and Steel Markets Steady

Montreal.

IRON AND STEEL.—The market for iron and steel has not altered since last week as far as quotations to the retail trade in Montreal are concerned. There is always a tendency to firmness in iron and steel, and never is there any great assurance as to deliveries. Good fortune helps along in some cases where the goods needed happen to be available, but wholesalers have no means of speeding up delivery of iron and steel from the mills supplying them, since the mills themselves are over-taxed in many cases. Where large stocks are available the difficulties are of course less pronounced.

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Old Copper And Cast Iron Up

Montreal.

OLD METALS.—In the old metal market copper is the changeable metal this week. Old copper has advanced to 25 cents a pound due to demand, and the influence of the new metal on its market. The other old metals have not altered this week, with the exception of old cast iron which has advanced from $26.00 to $27.00 per gross ton. This is due to enhanced value of old cast iron in the United States it is said, also to scarcity of really good quality scrap cast iron. Rubber tires, etc., remain as last week. Business in the old materials while satisfactory is not over-brisk.

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09¾	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 25	.....
Old cast iron, per gross ton	26 00	27 00
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06½	.....

Ingot Metals Are In Steady Market

Montreal.

INGOT METALS.—The market for the principal ingot metals is characterised at present by steadiness. Prices have not advanced much in any instance. Copper is perhaps the firmest metal, but all are steady, and there is no sign of decline. U.S. Government steps in regard to these metals are interesting the markets, but are still awaiting decision.

Tin Up for Small Lots

TIN.—While prices for tin in large orders show firmness, but are unchanged from the 64 to 65 cents of last week, tin for small orders is more expensive costing from 65 to 66 cents.

Copper in Similar Case

COPPER.—Copper is also higher for the small shipment for which 37½ cents would be charged per lb. For larger business 35 cents is quoted.

Lead is Firm

LEAD.—At 15 cents lead is practically unchanged even in tone as compared with last week. The market is firm, but not showing any signs of excitement ahead for the time being.

Spelter Still Steady

SPELTER.—Spelter remains steadily at the quotations of last week, 11 to 12 cents.

Antimony Unchanged

ANTIMONY.—There is no change in antimony this week. The market is quiet at 20 cents.

Aluminum is Dull

ALUMINUM.—There is no relief to the dull state of the aluminum market, and 63 cents is quoted as last week.

TORONTO MARKETS

TORONTO, Aug. 9.—The past week has been no exception in the upward tendency of hardware markets. Certain lines of wrought butts have been increased in price. Prices for future bookings on lawn mowers have been announced. Crosscut saws of practically all makes have been moved to higher levels. Winchester guns and rifles have made an advance of approximately 12½ per cent. Spikes and rivets have also joined the throng in an upward movement during the week. Bakeboards, ironing boards, sleeve boards and clothes bars are among the lines to change in an upward direction. Business has been very good during the week, in spite of the fact that many of the travelers are off the road. Business by letter has been heavier during the past week or two.

Ironing, Sleeve And Bake Boards Up

Toronto.

BOARDS.—Higher prices have been

made effective on bakeboards, ironing boards, sleeve boards and clothes bars, and have been announced as follows:—Bake boards, No. 1, $7.35 per dozen; No. 2, $8.10 dozen; No. 3, $8.85 dozen. Bakeboards, without rims, No. A, $6.85 doz.; No. B, $7.60 dozen; No. C, $8.35 dozen. Ironing boards—10 x 48 inches, $7 per dozen; 11 x 54 in., $8 dozen; 12 x 60 in., $9 dozen; 13 x 66 in., $10 dozen. Folding ironing board, 58 x 14, $18.25 dozen. Folding ironing board, with sleeve board attachment, $22 dozen. Sleeve boards, $4.50 dozen. Clothes bars—4 ft., $5.50 dozen; 5-foot, $7 dozen; 6-foot, $8.50 dozen.

Rivets and Spikes Moved To Higher Levels

Toronto.

RIVETS, SPIKES.—New prices were announced locally on rivets and spikes, which provide for an increase in price. Spikes, ⅜-inch and larger, are quoted at $7.50 per 100 pounds, and ¼-inch and 5-16-inch at $8 per 100 pounds. Boiler rivets, ¾-inch and larger, are quoted at $7.60 per 100 pounds; while structural rivets of ¾-inch and larger are quoted at $7.50 per 100 pounds. Advances have been due to the strong situation in iron and steel.

Crosscut Saws Are Again Higher

Toronto.

SAWS.—As intimated in these columns two weeks ago that there was a strong probability of saws of all kinds advancing, such advance has been made effective on crosscuts by all makers, including Simonds, Disston, Atkins, Shurley-Dietrich. Last week there was announced an advance on all lines of Disston saws.

Winchester Firearms Advance 12½ Per Cent.

Toronto.

GUNS, RIFLES.—An advance of 12½ per cent. was made effective in the price of Winchester firearms following advances announced by the manufacturers. Following are prices now prevailing on rifles:—Model 1886 octagon, $27.60; Model 1894 round, 32-40 and 38-55, $22.45; Model 1894 octagon, 32-40 and 38-55, $24.15; Model 1894 round, 30-30 and 32 Special, $28.75; Model 1894 octagon, 30-30 and 32 Special, $30.45; Model 1895, .303 round, $39.65; Model 1905, $33.90; Model 1907, $36.80; Model 1890, $41.40; Model 1892 round, $20.15; Model 1892 octagon, $22.45; Model 1902, $24.15; Model 1904, $6.35; Model 1906, $8.35. Carbines are now priced as follows:—Model 1892, $17.80; Model S & S, .44 round, $23.55; Model 1894, S. & S., 30-30 round and 32 Special, $28.20. In Winchester guns the following prices prevail:—Model 1897, solid frame, $32.75; Model 1897, take-down, $35.65; Model 1912, $41.40.

Gasoline and Coal Oil In Firm Market

Toronto.

GASOLINE, COAL OIL.—There is a continued firm situation in gasoline and coal oil. With an advancing market in the United States, so far as the export prices go, and with the consumption outstripping the production, there is a disposition in some quarters to look for higher prices. In New York State there is expectation of much higher prices before the year is out, and this will no doubt affect the Canadian prices if higher prices are put into effect in that quarter. Consumption of gasoline is still heavy locally. Prices quoted are at 31½c and 32c per gallon, with benzine 1c per gallon under these prices. Coal remained unchanged at prices given in current quotations.

Wallpaper Prices Higher; Business Good

Toronto.

WALLPAPER.—Travellers for manufacturers of wallpaper are now on the road with lines which comprise the new 1918 designs. Business is reported better since the opening of the season than for any previous year. Prices have been advanced approximately 15 per cent. owing to the higher cost of raw materials and labor. There is an optimistic feeling among manufacturers due to the prospects for the coming year. They assert that if business keeps up the way it has started during the first month of booking the year will be a banner one. One manufacturer is contemplating an extension of his manufacturing plant. New designs in wallpaper are numerous and very attractive for the new line.

Correct Prices on Pinchers

In the report last week giving the new prices on pinchers a typographical error gave the price on Heller Bros., 12 in., as $8.50 per dozen. This price should have been $18.50 per dozen. 14-inch pinchers are quoted at $24.50 per dozen.

Wrought Butts Up Again

Wrought butts, No. 800 have again had the discount changed from 5 per cent. off list to 2½ per cent. off list. There has been a generally advancing market in butts within the past two or three weeks.

Prices on Step Ladders

Another manufacturer has announced new prices on step ladders during the week, the increase amounting to 1c per foot. B.T. Standard is now quoted at 21c per foot. B.T. Economy at 16c per foot, B.T. Iron Bound 4 to 8 feet at 28c, B.T. Iron Bound 16-foot at 43c and B.T. Iron Bound 18 and 20 foot at 53c per foot.

Lawn Mower Prices For 1918 Announced

Toronto.

LAWN MOWERS.—Discounts on Taylor-Forbes lawn mowers for 1918, have been announced. Woodyatt, Mayflower, Star, Ontario, Daisy are quoted at 40 per cent. off the 1917 list, with the exception of Adanac on which the discount is 50 per cent.

In a letter to HARDWARE AND METAL, Adam Taylor, of the Taylor Forbes Co., Guelph, Ont., states that these are no grounds for reports which are circulating to the effect that Canadian manufacturers will not be able to take care of their lawn mower business during 1918. So far as his company is concerned, Mr. Taylor states that their hardware department is not interested or affected directly or indirectly in the munition department, and already have a sufficient supply of lawn mowers made up to supply one-half the demand of Canada for 1918.

Discount on Washing Machines Has Changed

Toronto.

WASHING MACHINES.—By a change in the discount on washing machines higher prices have been made effective in the various lines. Where the discount was formerly 45 and 5 per cent. off list they are now quoted at 45 per cent. off list. Advancing costs of raw materials is given as the reason of the increase. List prices remain unchanged, and will be found in current quotations.

Wire Products Firm Labor Still Scarce

Toronto.

NAILS, WIRE.—There was a continuation of the firm position in wire products and nails during the week, with prices holding stationary. Manufacturers are still experiencing difficulty in getting a sufficiency of the right kind of labor, and in consequence the demand is keeping plants busy. On the surface there is no inclination toward lower prices with any of the manufacturers. Demand is normal for this period of the year. Standard steel wire nails are quoted at $5.45 base and cut nails at $5.80 base. Prices on other wire products will be found in current market quotations.

Market for Sheets And Plates Stationary

Toronto.

SHEETS, PLATES.—Prices on black and galvanized sheets held stationary during the week. There is a slight inclination in the primary market toward a break owing to the investigation as to costs that is now progressing. Locally the situation held steady, dealers expressing the opinion that prices would not recede in this market. Galvanized sheet stocks are low, and the market is one of firmness, higher prices not being an improbability in view of the lightness of stocks, which are now almost extinct without chance of replenishing. Demand for galvanized sheets, however, has been light, but on black sheets the demand is above normal for this season of the year.

TORONTO—

BLACK SHEETS—		Per 100 lbs.
10 gauge	$.....	$11 50

12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gaug	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.		$12 00
U.S. 28		11 70
U.S. 26		11 40
22 and 24		11 25
18 and 20		11 10
16		10 95
14		10 85

F.o.b. Hamilton, Toronto.

Corrugated Sheets Are Still Unchanged

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—So far as prices go the situation on corrugated sheets remained unchanged during the week. Dealers, however, assert that local prices are about on a par with the cost of production, and that such a condition cannot long maintain. The factor that has caused the market to halt in these lines during the past two or three weeks has been the possibility of fixing lower prices in the United States. The opinion is expressed locally that there seems to be small chance of any lower prices being brought about in the United States. Eavetrough and conductor pipe are still quoted at 10 per cent. off list. There is a firmness in the local market for all commodities manufactured from galvanized sheets, and even in the face of the halting tendency in the United States higher prices are anticipated in some quarters in this market.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Lot of Government Business In Steel

Toronto.

IRON AND STEEL.—Trade in iron and steel continues good, as dealers assert there is a continued demand for these products on Government account. Prices were unchanged locally, the market showing a disposition to mark time until report has been made by the Federal Trade Commission in the United States with respect to costs of production.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are Moving Quite Freely

Toronto.

BOILER TUBES.—Dealers report a very gratifying movement of boiler tubes; all that could be expected, in fact, at this season of the year. Prices held in steady position with the intimation made by those closely in touch with the situation that they are likely to remain so for some little time. There is no disposition to advance prices beyond present levels in the face of the fact that demand might be shut off.

TORONTO—	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Solder Declines 2c to 2½c Per Pound

Toronto.

LEAD AND ZINC PRODUCTS.—A decline of 2½c per pound was registered on strictly half-and-half solder during the week, which now makes the price 39c per pound. Commercial solder declined 2c, and wiping solder went down to the same extent. Guaranteed solder, however, maintained recent price at 42c. The easier tendency has been due to a corresponding condition in the pig lead market, and also to the fact that local dealers were eager to stir up business in the face of a quiet midsummer demand. Prices of lead pipe and other commodities remained the same as last week.

TORONTO—		
Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 39	....
Solder, commercial, lb.	0 38	....
Solder, wiping, lb.	0 38	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Material Market Is Marking Time

Toronto.

OLD MATERIALS.—There was a steadiness to the market for old materials during the week, which to those closely identified with the trade looked more like a marking time operation. Offers to buy or sell large quantities could not induce any movement either way. The trade is reported to be moving along without feature of any kind. Mills are taking a little, and there is plenty being offered by local dealers to the large wholesalers. The market is not unsettled, but might be characterized as a waiting one. Prices held steady during the week in consequence.

TORONTO—		
Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.10¾	.....
Yellow brass	0.14¾	0.15
Red brass	0.22	.....
Light brass	0.09½	0.10
Heavy zinc	....	0.07½
Heavy copper	0.25	0.26
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.06
Bicycle tires	0.03½	.....

Good Demand For Binder Twine This Year

Toronto.

CORDAGE, TWINE.—Manufacturers report that sorting business on binder twine has been very satisfactory, grains of various kinds having so far turned out well, which has caused a good consumption of the twine. Prices are holding steady, and there is small possibility that higher prices will prevail for the balance of the season. Cordage business is now somewhat quiet. Demand for hayfork rope on sorting orders has been seasonably good. Supplies of fibre from the Philippines have been coming forward, but freight rates are high, and this is a factor that is giving the market strength. Sisal fibre was in steady market, and the rope from this product also remained unchanged. Further advances in the fibre are pretty sure to send the rope higher.

Trade in Stoves Keeps Up Well

Toronto.

STOVES, ENAMELWARE.—Trade in all lines of stoves keeps up remarkably well, manufacturers asserting that their chief difficulty is to get raw materials. On certain lines of oil stoves there is no forward booking of orders being made. Sales are being made to the trade out of existing stocks, and when these are exhausted, there is not a bright outlook for securing some lines at any rate. New business is not being sought at all, only customers' needs being looked after. Where new accounts are seeking, makers' prices are named on oil stoves at advanced prices from those now prevailing for old customers. Enamelware is in steady demand, and prices remain unchanged.

Copper Is Lower; Tin In Firm Market

Toronto.

INGOT METALS.—Hot weather has affected the trade in ingot metals by a diminution. People are now into the holiday period and business is lighter in consequence. However, relief from the heavy volume of business in recent weeks is stated to be welcome.

COPPER.—Lower prices were quoted locally on tin, being down 1½c per pound on electrolytic and 2c per pound on casting copper. Former is quoted at 34c and latter at 32½c per pound. Weakness is due to increases of visible supply over world's prospective needs for near future.

TIN.—There was a continued firm position for tin during the week and prices were quoted 2c higher locally at 64c to 65c per pound.

SPELTER.—The spelter market is steady in tone during the week and prices remained unchanged at 11c per pound.

LEAD.—The market for this commodity continues to hold up well in view of quietness in the trade at primary points.

Locally prices are 13½ to 14c per pound.

ANTIMONY. — Prices held steady locally at 20c per pound. In the primary market conditions are easier.

ALUMINUM.—There is little interest in this commodity in the primary market at present and prices were weaker in consequence. Locally prices held steady at 64c to 65c per pound.

PIG IRON.—No quotations are available in the local market for pig iron as mills are still withdrawn from the market. In the United States the leaders in the market are not seeking business.

LONDON MARKETS

LONDON, Aug. 9.—Business is very fair; prices are firm, and it is considered likely that there will be higher prices on many lines before long, as well as a shortage on some lines. Collections are good. The warm weather has cleaned up the stocks of electric fans, doors and windows, hammocks, etc. A number of travellers are on vacation.

Sand Screen And Glazier Points Up

London.

SAND SCREEN.—An advance has been recorded during the week on sand screen, bringing new prices to 60c per yard for japanned, 24-inch; 70c for 30-inch, and 85c for 36-inch. Galvanized screen in all widths 10c per sq. foot.

Glazier Points

Zinc-coated glazier points have also figured in the price revisions, and higher prices being quoted are 12½c per ½-lb. package, or 25c per lb.

Pads And Padlocks Up; Rope Unchanged

London.

SWEAT PADS.—New and higher prices on sweat pads are recorded during the week, bringing present quotations to $6.50 per dozen for yellow pads and $6.25 per dozen for Ventiplex pads.

Padlocks

A big increase in price of padlocks has been made, figuring as high as from 10 to 15 per cent. on some lines.

Rope

Recent price changes on rope have held firm during the week at previous quotations as follows:—Pure Manila, 37c per lb. base; British Manila, 31c per lb. base; New Zealand hemp, 31c per lb. base; sisal, 26½c per lb. base.

Nails And Glass Steady; Wire Up

London.

NAILS.—There has been no change during the week in prices of nails at former quotations of $5.45 base for wire nails and $5.75 base for cut nails. Prices on other lines of wire goods are shown in current quotations.

Window Glass.

Prices on window glass are steady at recent quotations of 50 per cent. off on cases of single and double diamond and 40 per cent. off on cut lights.

Clothes Line Wire

An advance has been made on prices of clothes line wire, bringing new prices to the following:—No. 19, $5.25 per 1,000 ft. for galvanized wire; No. 18, $5.75 per 1,000 ft. for galvanized wire.

Hinges Steady At Recent Advance

London.

SCREEN DOOR SPRING HINGES.—Last week's advances on screen door spring hinges have held steady during this week at the new prices of $13.20 per gross for No. 20 japanned hinges.

Screen Wire

Black painted screen wire is steady at the recent advance, and is quoted at $3.25 per 100 sq. ft. in 100-ft. rolls, and $3.30 in 50-ft. rolls. Bronze wire is quoted at 14c per sq. foot.

Spades and Shovels

Spades and shovels are unchanged during the week at previous discounts of 30 per cent. off for 1sts; 20/2½ per cent. off for 2nds, and 5 per cent. off for 4ths. Complete list of prices is shown in current quotations.

Harvest Tools

Harvest tools are unchanged at 25 per cent. off list.

Paris Green And Sprayers Steady

London.

PARIS GREEN.—There is a continued good sale for Paris green at steady prices of 59¼c per lb. in ½-lb. pkgs.; 57¼c per lb. in 1-lb. pkgs.; 55¼c in 25-lb. drums; 55c in 50-lb. drums, and 55c in 100-lb. drums.

Sprayers

Tin well sprayers are being quoted at $4.25 per doz., and glass jar sprayers at $6.25 per dozen.

Poultry Netting

Poultry netting is unchanged at 30 per cent. off standard list.

Linseed Oil Up; Turps, Lead, Firm

London.

LINSEED OIL.—Prices have again gone higher on linseed oil, and this time an advance of 10c per gallon brings prices to the following:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.45	$1.48
3 to 5 bbls.	1.44	1.47
6 to 9 bbls.	1.42	1.45

Turpentine

Turpentine prices are unchanged at previous prices of 63c per Imp. gal. in 1-bbl. lots; 62c in 2 to 4-bbl. lots; and 70c in 5-gal. lots.

White Lead in Oil

Prices on white lead in oil are unchanged at $19 per 100 lbs. in ton lots, and $19.30 per 100 lbs. in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Aug. 8, 1917. — The Civic holiday which came on Monday of this week proved an ideal one from the standpoint of the holiday makers but it has resulted in business piling up in large quantities, so large in fact that some jobbers claim that night work will be necessary to clear away the heavy mails. This condition of affairs will explain easily how really busy all the jobbers are throughout the city and prospects are good for a bumper month's business.

Generally speaking crop prospects throughout the country have improved owing to the heavy rains which fell during the latter part of last week and the country could now come through with flying colors if no more moisture were available. Two weeks of warm, bright sunshine and cutting of the 1917 crop will commence—in three weeks it should be in full swing. Latest reports indicate that the country is in fair shape and that the returns from the crop should prove very gratifying.

Coil Chain Has Advanced $1.25

Winnipeg.

COIL CHAIN.—Perhaps the lightest week in months for price changes is the present one. One item of importance to undergo revision being coil chain which has advanced $1.25 per 100 lbs. It is some time since any advance has been made in this commodity and in view of the many advances in the metal markets, it would seem that this present increase is justified. Present prices on B.B. coil chain are given herewith:

⅛ in., $17.50 per 100 lbs.; 3-16 in., $13.75; ¼ in., $11; 5-16 in., $10.10; ⅜ in., $9.25; 7-16 in., $9; ½ in., $8.75; 9-16 in., $8.75; ⅝ in., $8.65; ¾ in., $8.50; ⅞ in., $8.50.

Bar Iron And Steel Steady At New Prices

Winnipeg.

BAR IRON AND STEEL.—The steadiness in the tone of the various metal markets would seem to be a result of probable U.S. Government control over prices. Buyers are holding back somewhat in placing contracts and it may so happen that some reductions will take place. However, this hardly seems probable for although prices made to the government will show little profit, goods handled through the regular channels of trade will undoubtedly carry the regular percentage, and in view of the increased

demand now being made, no accumulation of stock is likely to be made.

Bar iron and steel all hold steady at the recent advances made, the present basis being as follows:

Bar Iron—3-16, ¼, 5-16 in., $7.75 per 100 lbs. base; other sizes, $5; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; plow steel, common, $6.50; crucible, $7.50; angle stele, $5.35; tire steel, $5.60; mild steel, 3-16, ¼, 5-16 in., $7.75; other sizes, $5.50; tool steel, $15.

Tin Plates Steady; Tubs, Wheels, Advance

Winnipeg.

TIN AND TERNE PLATE.—Tin and Terne plate which have enjoyed decided activity remain steady for the week at the following prices:

Tin plate, 20 x 28 I C, $30.00 box; 20 x 28 I X, $32.00 per box; 20 x 33 I C, $35.40; 20 x 33 I X, $37.45.Terne plate, $24.00.

Wood Wash Tubes

Another advance has been put into effect on wood wash tubs, the new net prices being quoted as follows: No. 3, $10.40 doz.; No. 2, $12.00 doz.; No. $14.25 doz.; No. 0, $16.65 doz.; nests of 3, $3.10 each.

Well Wheels

East Well wheels have also undergone revision, the new prices representing an increase. New prices are 8 in., $5.20 doz.; 10 in., $6.00 doz.; 12 in., $7.20 doz.

Bolts Steady At Recent Advances

Winnipeg.

BOLTS.—All lines of bolts which have advanced several times since the outbreak of war, remain steady at prices prevailing for the past few weeks. No immediate increase is in sight but no doubt when contracts are placed for next year, it will be at further advanced prices. The present quotations are given herewith:

Carriage, ⅜ and smaller, 5% discount; 7-16 and larger, 5% advance on list; machine, ⅜ and smaller, 5% discount; 7-16 and larger, 5% advance on list; plow bolts, 5% advance on list; shaft bolts, 5% advance on list; stove bolts, 50% discount; tire bolts, 30% discount; sleigh shoe bolts, 5% advance on list.

Eavetrough And Pipe May Advance Again

Winnipeg.

EAVETROUGH AND CONDUCTOR PIPE.—No further change has been made on eavetrough and conductor pipe following the advances made a few weeks ago. This line kept pace with the recent advances in galvanized sheets although indications are that it may be necessary to put through another small advance. To-day's prices are:

Eavetrough—8 in., $7.20 per 100 ft.; 10 in., $8; 12 in., $9.40.

Conductor Pipe—2 in., $7.55 per 100 ft.; 3 in., $9.15; 4 in., $12.05.

Nails and Staples

Nails and staples have undergone no change in price recently, prices being made on the following basis, per 100 lbs. base: Wire nails, Winnipeg, $6.00, Ft. William, $5.60; Staples bright, Winnipeg, $6.25; Ft. William, $5.85; galvanized, Winnipeg, $7.05; Ft. William, $6.65.

Linseed Oil, Turps, White Lead, Steady

Winnipeg.

LINSEED OIL.—Following the recent advance made in linseed oil, the market has steadied and is holding firmly. Quotations now being maintained are as follows: Raw $1.45 per gal. in single bbl. lots; boiled, $1.48 per gal., in single bbl. lots.

Turpentine

No change in the local market on turpentine is noted for the week, prices holding firm as follows: 85c per gal. bbl. lots; 88c per gal. ½ bbl. lots; 90c per gal. 5 and 1 gal. lots.

White Lead and Putty

Steadiness also prevails on white lead and putty as will be noted in the following prices which have been maintained for several weeks:

White Lead—Decorators' pure, ton lots $19.55, less $19.90, per 100 lbs.; decorators' special, ton lots $18.55, less $18.90, per 100 lbs.

Putty—100-lb. irons, $5 per 100 lbs.; 5-lb. irons, $5.30; 1½-lb. tins, 9c each.

OPTIMISTIC REGARDING RUSSIA

Elihu Root, Formerly U.S. Secretary of State, Who Has Recently Returned from Russia, Thinks Russians Will Accomplish Their Purpose.

Elihu Root, after returning with his mission from Russia, opened his first interview with the statement, "We have got into this war with both feet on the ground. It is going to be a long hard pull."

Referring to the Russian situation Mr. Root said:

"I would not have the people of this country misled in regard to the various uprisings in Russia. From the various press reports from that vast country the people of America would be inclined to believe that there was constant turmoil there. This is by no means the situation. If the startling headlines of happenings all over this country and nothing else were flung across the Pacific for the benefit of the Russians, they would gain an impression of the United States similar to the one that we here are obtaining of Russia. It is the exceptional thing in Russia that we hear about not the daily occurrence.

"If we consider the amount of territory there you will agree with me that these occurrences are not at all exceptional for a country which has a population of 180,000,000, the territory of which covers one-sixth of the globe, under one form of government. I have the greatest confidence in the ability of the newly established government to work out its own salvation. It is the quality of character of the people of a nation which tells. We here in America have those characteristics so essential to a nation. They, too, have those characteristics which fit them to accomplish that great purpose which the recent revolution made possible."

U.S. FOREIGN TRADE FOR YEAR EXCEEDS $9,000,000,000

Imports of merchandise into, as well as exports from, the United States during the fiscal year 1917 greatly exceeded the figures of former years, according to a statement just issued by the Bureau of Foreign and Domestic Commerce, of the Department of Commerce. In round numbers, imports amounted to $2,659,000,000, and exports to $6,294,000,000, for merchandise only, thus showing an excess of exports, or favorable balance of trade, of $3,635,000,000, with a total foreign trade of $8,953,000,000.

Imports in 1917 show an increase of $461,000,000 over 1916, $985,000,000 over 1915, and $765,000,000 over 1914, the last normal year before the war. Exports in 1917 were larger by $1,961,000,000 than in 1916, $3,525,000,000 more than in 1915, and $3,929,000,000 over the 1914 figures.

The gain in the balance of trade in 1917 over previous years amounted to $1,499,000,000 over 1916, $2,540,000,000 over 1915, and $3,164,000,000 over 1914, with increases in the total foreign trade of $2,422,000,000 over 1916, $4,511,000,000 over 1915, and $4,695,000,000 over 1914.

For the single month of June, 1917, the total imports were $307,000,000, of which $218,000,000, or 71 per cent., were entered free of duty. The total during this month exceeds by $36,000,000 the imports of the previous month of May, which up to that time were the highest in any one month.

Exports of merchandise during June amounted to $576,000,000, the highest in any month with the exception of January, 1917, which shows exports valued at $613,000,000.

EMBARGO ON TOOLS

Under the subject of prohibited exports into Great Britain, the following have been added:

To all destinations—

Iron or steel bolts; boot and shoe grindery, including clog nails; parts of shoemakers' machine tools; potassium bicarbonate and mixtures thereof; iron or steel nuts; castor oil and mixtures thereof; iron or steel rivets; shovels, unmanufactured tobacco; carnauba wax.

To all non-British destinations—Boot and shoe materials, as follows: Cutters, drivers, eyelets, groovers, hooks, shoemakers' tools (hand and machine).

To all countries in Europe except allied countries and Spain—Sera, except antitetanus serum, sodium sesquicarbonate, straw plait, manufactured tobacco, typewriters.

U. S. Embargo on Steel Exports

President Wilson Issued New Rules Regarding Iron and Steel —An Important Week For the Steel Interests.

PRESIDENT WILSON on Aug. 2, gave additional instructions to the Secretary of Commerce for the guidance of the Division of Export Licenses in future shipments of steel and iron products and explosives. The new rules governing steel and iron shipments, which supersede all previous regulations, are as follows:

First. That all shipments to those nations associated with the United States in the war are, until further instructions, to be licensed freely, without reservation, and without restriction, except iron and steel plates, pig iron, iron and steel scrap, and steel billets, for which licenses shall be granted only in case said articles are destined for actual war purposes or will directly contribute thereto.

Second. Licenses which may be properly issued, will be granted for shipments of all iron and steel plates and structural shapes, and other articles properly included under these general headings, under the following conditions only:

(1) The application for such license must be received by the Department of Commerce, Division of Export Licenses, Washington, D.C., on or before August 10, 1917.

(2) Such articles shall be completely made up and manufactured on or before August 10, 1917.

(3) Such license shall be valid, and shall indicate that it is valid, only in case such shipments are covered by railroad or ocean bill of lading dated on or before August 15, 1917.

With respect to the general term "explosives," used in the proclamation of the President on July 9, 1917, the following chemicals are included in its meaning:

Ether, alcohol, sulphur, sulphuric acid and its salts, acetone, nitric acid and its salts, derivatives of benzol, phenol (carbolic acid) and its derivatives, derivatives of toluol, mercury and its salts, ammonia and its salts, glycerine, potash and its salts, all cyanides.

The New York Journal of Commerce in referring to the new regulations, early this week said:—

"The past week has been more or less an eventful one to the steel industry. It was eventful because of the big orders placed by the United States Government and France in advance of what is evidently an engineering plan on a large scale for the transportation of troops in France, and it was made eventful also by order of the President, who has decreed that among other things, steel shall not be sent out of the country to any nation, belligerent or neutral, unless it is to be used for war purposes, either directly or indirectly, and unless the shipment is approved by the United States Government. While this order looks to be somewhat sweeping and perhaps drastic in its provisions, it really does not amount to much more than a form in so far as it may concern the export of steel. In fact, without disturbing the position of the present market, the President might have gone further and prescribed that no steel be used for domestic manufacturing purposes which would tend to hold back Government requirements by interfering with the prompt production of the latter, or by creating a shortage of supply. It really would have made no difference had such an order been issued because the facts are as they would be if such an edict were made. It would be like ordering a man to stand up who was already standing. So, too, is it true of the steel export trade. The steel makers need not be told not to export steel, because, after the Government's requisitions for itself and the Allies, plus the urgent needs of their home customers, there remains no steel to send away. The effect of the order, however, will be to warn neutral nations that they cannot secure a steel supply in the U. S. simply by offering extraordinary prices and bidding up the market. The long expected price arrangement between the Government and the steel makers has not yet been reached, and from all accounts it may not be determined for some time, but it has come to be generally supposed that the establishment of the Government prices will not interfere with the outside market.

URGES BUYING NEAR HOME

A second appeal has been sent out from Washington urging that business men generally purchase goods as near home as possible and thus relieve the terriffic tension in railroad circles.

The appeal again urges "the purchase of goods at the nearest market in order to avoid long transportation hauls" and adds:

"A number of instances have come to the attention of the committee, where certain articles are being manufactured in the East with orders to ship West; while the same articles are being made in the West for shipment to the East. The lack of co-operation between buyer, railroad, shipper and consignee must cease. It is unthinkable that the present hit-or-miss method should be allowed to continue.

"A good example of what grows out of a full understanding of the pooling arrangement effected between coal operators, railroads, mines and lake vessels, whereby coal from Lake Erie ports destined for the head of the lakes, will be classified and handled so much more efficiently, that the equivalent of 53,000 cars will be added to the railway equipment.

"Of course in all shipments, especially of government supplies, nothing less than car lots can be considered satisfactory. There is no way by which the railroad can give preference to, or expedite, a less than a car load lot shipment. Every possible effort must be made to combine the shipments of different manufacturers, if need be, into full car lots.

"More and more the motor truck must be used for local deliveries of freight, not only between the plant and freight assembly station, but to consumers at relatively nearby points. This will mean, in many instances, the organization of a joint motor car service by the manufacturers of a given district, to insure that as nearly as possible full motor truck loads may be available for each trip. This motor service will not be in many cases the cheapest method, but motor trucks will probably provide the only means of regulating the transportation service."

WHO PAYS FOR IT?

Can you get something for nothing? Read this:—

In 1904, a certain automobile manufacturer built and sold 37 two-cylinder automobiles. The price of each was $1,250. In 1915, the same concern built and sold more than 45,000 six-cylinder automobiles and the price of each was about $950.

What created the demand and why was the price reduced? The answer to both questions is—Advertising.

Who paid for the advertising?

The manufacturer didn't pay for it because he made more profit out of each $950 car than he did of each $1,250 car.

The consumer didn't pay for it, because he received a great deal more for his $950 than he did for his $1.250.

Then who did pay for it? Echo answers "Who?"

It does not take a lot of money to advertise; but advertising creates a demand and the filling of that demand necessitates quantity production, and quantity production is the cheapest means of reducing cost without decreasing quality.

When quantity production is required, the saving because of it is more than enough to pay for the advertising which created the demand; and instead of the consumer being required to pay for the advertising he actually saves money, because he can buy advertised articles for less than he would have to pay for the same or quantity.

So well-advertised merchandize is generally the best "buy." More quality and quantity can be obtained by the purchaser for less money when he orders well-advertised goods.

Does this apply in the case of purchases of machinery, tools, utensils and manufacturers' supplies?

It does—most assuredly.

That is one of the reasons why it pays a man to read the advertising pages of his trade paper—and to meet his needs by purchasing advertised products. —Exchange.

WEEKLY PAINT DEPARTMENT

The Linseed Oil Situation

United States View of the Flax-seed Situation — Speculative Element Now in Evidence.

HARDWARE AND METAL has on a number of occasions of late published articles on the flax seed situation, which is causing some concern at the present time. Readers will therefore be interested in the situation as it appears to the trade in the United States. The Paint, Oil and Drug Review of Chicago, commenting on flaxseed and its future points out that there are two ways of looking at the flaxseed situation—one is the speculating side of the seed market and the other is the oil buyers' position. During the past month or six weeks, flaxseed declined perceptibly and the oil buyer was very much in the dark as to the reason, but this was later explained by a lack of demand for linseed oil, hence crushers felt there would be seed enough to run through until the new crop. Several weeks ago this gave promise of being fairly large, and supplemented with imports from Canada and Argentina there was every reason to believe that the U.S. would be in a fairly comfortable position for next year. As a result of this, considerable oil changed hands, principally re-sale oil which was thrown on the market, while crushers sold what now looks like some favorable contracts for October forward. This position was confirmed by the July crop report which indicated a domestic crop of 18,000,000 bushels. The result was the trade assumed a "waiting" attitude.

The situation has now changed materially and the speculative element in the U.S. has assumed rather an important position which has been strengthened by late advice from the Northwest States which indicated a lack of general rain, although there have been local showers. For two weeks there has been intense heat and temperatures which have materially affected the growth of the flax plant, in fact to such an extent that the ground has become very dry and some areas have been either partially or wholly destroyed. North Dakota is badly in need of rain, although in the eastern part of the State, except in a few spots, the situation is quite satisfactory. To take the situation as a whole the development of the crop is uneven and spotted and considerable late sown seed is making slow progress. Generally speaking, in the territory west of the Missouri River, which is an important flax-growing country, most of the crop is very poor and the same can be said of South Dakota, with the exception that it is reported in that State "that considerable of the crop looks so poor that it will not be worth cutting."

These reports have given speculators their opportunity and regardless of how the crusher or oil buyer feels, the speculator is a strong factor and one which very largely sets the market price, and those who are in close contact with these people are in an excellent position to get a clear idea of the future of the market. The oil buyer, however, must not be frightened by this feature and should at all times keep before him the different angles of the situation.

During last week the Duluth Board of Trade announced a maximum price of $3.30 a bushel on October and November futures. On Monday of last week September and October seed advanced to this figure, so that October seed has already reached the maximum price, but on the other hand, as one crusher says, "the lid is still off at Winnipeg and the shorts in that market may be caused some inconvenience." October seed in Duluth on July 23, was quoted at $3.16½, and on July 30 it had advanced to $3.30. Winnipeg October seed on July 23 was quoted at $2.97 and on July 28 had advanced to $3.15. December seed in the Winnipeg market is quoted at $3.09. It would seem, therefore, that for the balance of 1917 the seed situation is in fairly strong hands, at least information at hand would indicate that such was the case.

The Argentine situation gives promise of a fairly satisfactory crop, but it will be January or February before any seed from that country can reach our shores providing there are ships to carry it. Argentine seed in Buenos Aires was last week quoted at $2.34, which was a decline of 20 cents a bushel during the preceding week. This is probably a natural decline because the exports from that country since January 1 to July 20 were only about 2,000,000 bushels as compared with approximately 17,000,000 bushels for the same period last year. While there has been a short crop there this year nevertheless, the lack of shipping facilities have, to some extent, forced prices down, which has been of no benefit whatsoever to the United States buyers. While this country may raise a normal crop this year, and there is every reason to believe that such will be the case, it will be more a question of transportation than value, as to whether it will offer any particular assistance to the domestic oil buyer, so after all, we will have to depend upon the United States and Canada for our requirements. As far as the Canadian crop is concerned, states the Review, this may be taken over in its entirety by the British Government and very little seed if any come into the United States.

At the present writing it looks as if the United States Government in its August crop report will have to issue figures materially less than indicated in the July crop report. In any event, private reports compiled as early as June 25 and as late as July 5, which are later than the figures submitted in the Government July report, show that weather conditions over the flaxseed area, average very little better than "fair" and large sections indicated "poor." A good many sections which show an increased acreage are reported very poor or fair as regards weather conditions and likewise unfavorable development of the crop. As a considerable percentage of flaxseed was sown late, with the dry, hot weather it will be slow in maturing and subject to the possibility of early frosts, in fact with its slow growth it will be a question of whether the late frosts will not do considerable damage. It is true, states the Review, we always have hot summer weather with either too little or too great an amount of moisture, and the question of frosts and snow to consider, which is bad enough when the seed has been planted early enough to receive a favorable start before the hot weather. We know that practically all of the seed sown this year was the best that has ever been planted and it is to be hoped that it will mature and be protected, but there is a very grave doubt as to its success. Therefore it will be well to look ahead and consider the different elements which represent the controlling factors in the development of the crop during the next thirty to forty-five days.

FIVE AND TEN-CENT STORES

Six Months' Sales Show Average Increase of 15.88 Per Cent.

The war has had no bad effects on the business of the 5 and 10-cent store chains, as is shown by the six months' sales figures of the four leading companies. These four chains, Woolworth, Kresge, McCrory and Kress, show an average increase in sales for the first half of 1917 of 15.88 per cent. over the same period of 1916, and a total gain of $7,766,064.

The Chosen Brand of the Practical Painter---

JAMIESON'S
PURE PREPARED PAINTS

When a practical painter has a particular piece of work to do which requires close figuring to make the job pay, he naturally thinks of **Jamieson's Pure Prepared Paints.** This is one Brand of paint at least that will ensure him a safe margin of profit.

Every painter of experience knows that **Jamieson's Paints** go a long way, produce an excellent finish and have super-wearing qualities.

Painters all over Canada buy **"Jamieson's"** when they require a **pure prepared paint.** What is good for the practical painter is good for all your customers.

R. C. Jamieson & Co., Ltd., Montreal

Branches at Calgary and Vancouver

ESTABLISHED 1858 **Owning and Operating P. D. Dods & Co., Limited**

BOECKH'S LATEST!

New Line of Brooms—Each Will Outlast Several Corn Brooms

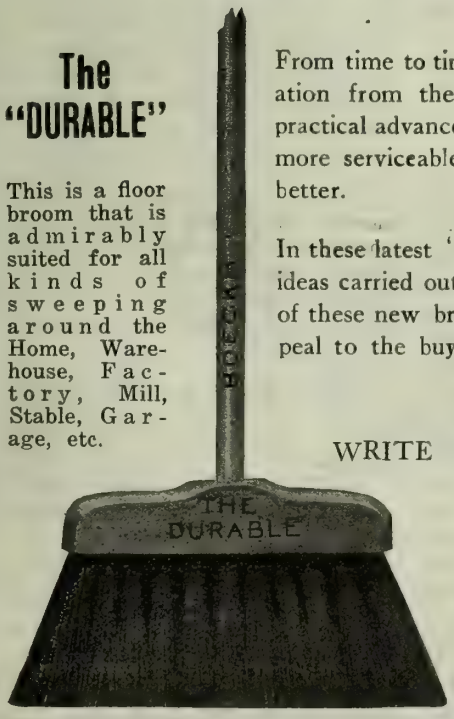
From time to time there appears on the market a new creation from the "Boeckh" factories which represents a practical advance in brush and broom making—something more serviceable, something more economical, something better.

In these latest "Boeckh" products you see the "Boeckh" ideas carried out fully and the merits of these new brushes are sure to appeal to the buying public.

WRITE FOR PRICES

The "DURABLE"

This is a floor broom that is admirably suited for all kinds of sweeping around the Home, Warehouse, Factory, Mill, Stable, Garage, etc.



The "CLEAN SWEEP"

Made of selected Gray Fibre, a sanitary, economical and serviceable broom. Specially adapted for sweeping Carpets, Linoleums, Oil Cloths, Hardwood Floors, etc. Gathers forward every particle of dirt and dust. Buffed blocks, slanted polished handles. Sizes 10, 12 and 14 inches.

MANUFACTURED BY

The Boeckh Bros. Company, Limited
TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 9.—Activity is still reported in the paint markets, not extreme activity, but more business than is usual for the time of year. Some of the products are in quiet market at present, notably putty, white lead in oil, and in some cases turpentine acording to reports. The most interesting feature of the market is linseed oil which increases in firmness, and is in some instances quoted a good deal higher than last week's figures.

Linseed Oil Still Higher In Price

Montreal.

LINSEED OIL.—From the North West come accounts of dry weather which has done harm to the flax-crop if early estimates are correct. The result has been an unusual degree of anxiety and firmness of market for flax-seed and correspondingly for linseed oil. Crushers report steadily advancing markets for the seed, making no predictions, but anticipating higher prices still. Flaxseed at time of writing was quoted from $3.35 to $3.40 per bushel in the North West. Supplies of the seed are coming into Montreal sufficiently to meet crushers' needs for production at present, but any heavy demand for linseed oil would bring about a difficult condition such as prevailed last winter, and has hardly ever been really relieved during the spring and summer except in occasional spells of good fortune as to transportation means. The outlook as regards linseed oil for the fall is therefore firm. It is possible that prices may continue high, and that new crop announcements may not greatly relieve the situation. From the Argentine reports as to crop are good so far, and there are prospects that the seed may be brought North by sailing vessels should steamships be requisitioned largely for war purposes of the U.S.A. For the time being however, the linseed oil market is exceedingly firm and quotations advanced from last week's positions may advance still further.

Linseed Oil 1 to 4 bbls., raw, $1.39-$1.43-$1.46-$$1.47; boiled $1.41½-$1.46-$1.49-$1.50 per Imp. gallon; 5-9 bbls., raw, $1.38-$1.42-$1.45; boiled, $1.40½-$1.45-$1.48 per Imp. gallon.

Turpentine Market Is Still Steady

Montreal.

TURPENTINE.—Steady market conditions are reported as regards turpentine. There is not a great deal of activity as to this product at present, and reports from the primary markets continue to point to firmness. Some hints have been heard of impending advances in turpentine, but these have so far not materialised, and may not unless demand sets in strongly. There is some call for turpentine substitute which is quoted at 45 cents a gallon in 1 bbl. lots. For turpentine itself the figures are as last week, but a higher figure was mentioned by one firm, not necessarily indicative of a firmer tone to the general market.

Turpentine	Per Imperial Gallon			
1-4 bbls	$0.60	$0.65	$0.66	$0.69
5-9 bbl.	0.58	0.64	0.65	....

White Lead In Oil Has Not Altered

Montreal.

WHITE LEAD IN OIL.—The market for white lead in oil is very firm and steady, but no changes have been made in prices this week as compared to those prevailing last week. It is naturally anticipated that should linseed oil continue to climb to higher prices, and the lead market revert to greater firmness there may be trouble in store for white lead in oil. But demand is at present reported quiet for this product, and this helps to keep the market, for it undisturbed just now. With the business movement of the fall new records may be reached in white lead in oil. Predictions have been ventured as high as $20.00 per hundred pounds but such a price would seem prohibitive, especially as there are substitutes available, and some leads are priced below the general market. Quotations this week are $18.80 per 100 lbs. in 1 ton lots, and $19.10 per 100 lbs. in less than 1 ton lots.

Putty May Advance To Higher Levels

Montreal.

GLASS AND PUTTY.—The market for glass is reported this week as firm as ever, with stocks none too large, and production in the States curtailed owing to lack of labor. This market is very firm. Putty is similarly firm, and the effects on this line of the linseed oil advances of late will certainly be felt in advances unless slackness of demand prevails until linseed oil gets to lower levels. Whiting supplies are coming in from Britain very irregularly, and though enough is available to meet needs there is no great surplus to count on. Cost of containers of metal is always subject to further firmness. Prices of putty at time of writing were as last week's quotations: Standard putty, bulk in barrels, $3.60 per 100 lbs. in less than ton lots. In 100 lb. drums $4.05 per hundred pounds.

Mixed Paint Market Continues Active

Montreal.

MIXED PAINTS.—The market for mixed paints is unaltered this week. Conditions of business are reported good, in fact the brisk business in mixed paints which has made the present hot weather season more interesting than usual to the paint trade is said to be continuing. No doubt the period of early war-time economy in paint had reached its limit in many places, and more painting was contemplated in the unsuitable spring weather than had been imagined. This painting was probably carried on as soon as weather permitted thus bringing about the prolonged demand for mixed paints which has been satisfactory to the manufacturers though advanced paint prices have not meant correspondingly enhanced profits but rather the reverse it is said.

TORONTO

TORONTO, Aug. 9.—Higher prices on linseed oil were recorded during the week, due to the steadily advancing market for flaxseed. Dry weather in the West has had the effect of sending the price of flaxseed to very high levels. Turpentine remained unchanged, with no reports coming from the South of any increased activity in the market. Local dealers express the fear that the greatest difficulty with respect to turpentine in the near future may be due to inability to get supplies forward from the South. There is a quietness in the paint trade during the week, as many of the travellers are now off the road. Some manufacturers report that jobbers are anticipating their fall needs earlier this year and are booking up, apparently in anticipation of a firmer condition in the market. Zinc-coated glaziers' points show a firmer tendency, and cotton waste has been advanced by some dealers.

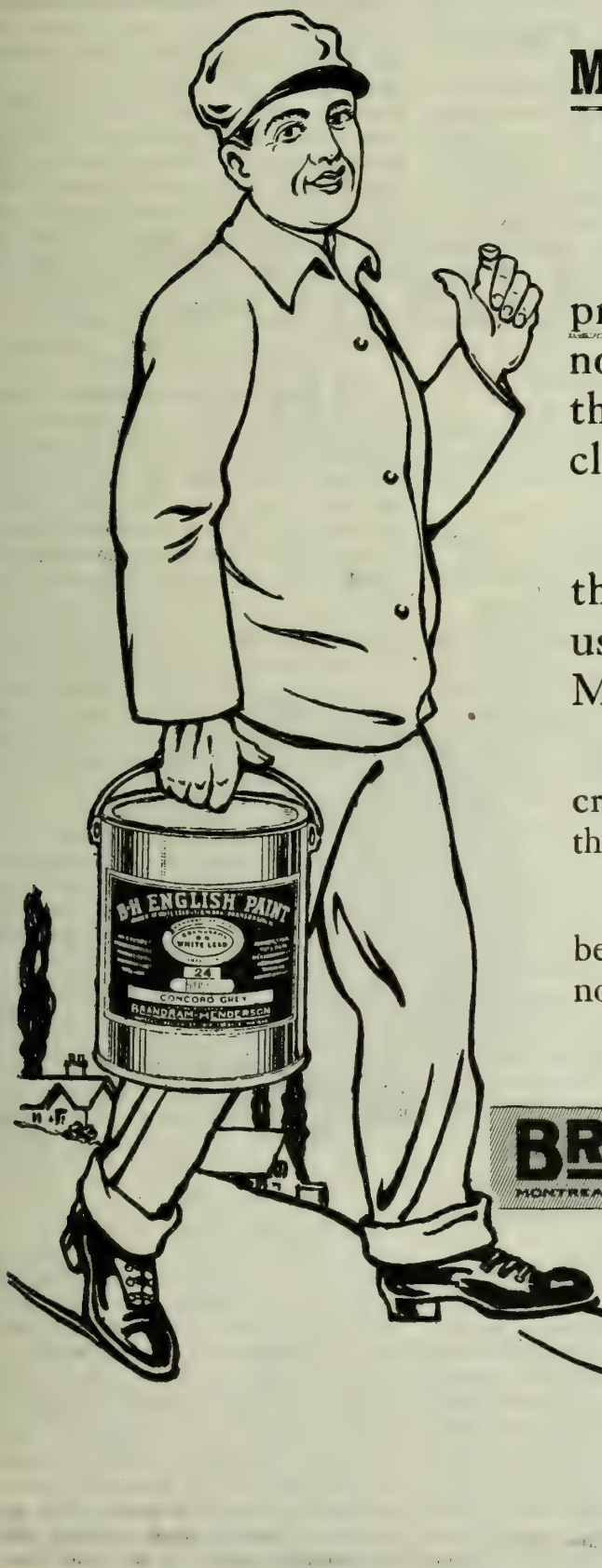
Inclination to Higher Levels In Linseed Oil

Toronto.

LINSEED OIL.—There was an inclination for quotations on linseed oil to move to higher levels during the week, and in one instance prices quoted were actually higher than the high level of last week. Jobbers for the most part were quoting at $1.45 per gallon for raw linseed oil in single-barrel lots. Two quotations were made at $1.39, while another quotation was made at $1.49, and still another at $1.52. It will, therefore,

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint



Master Painters are Constant Users of This Good Paint

They know paint values from practical experience and they do not use a brand that has not all the qualities essential to a first-class paint.

It is surprising how many of them, in all parts of Canada, are users of B-H "English" Paint. Many use no other.

Why not get their business and that of critical householders, both of whom want the best paint made?

You can do so, as our agent. We will be glad to appoint you as such, if we are not represented in your town.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

be seen that there is a range in the market, depending largely on the condition of the stocks of the dealers. It is understood the carload basis is higher at the present time than some of the quotations made in single-barrel lots. Cash flaxseed in the Winnipeg market advanced 7c per bushel, and on Wednesday of this week sales were made on basis of $3.33 per bushel. Dry weather in the Western provinces has acted as a bullish factor on the seed. While the acreage is reported to be in the neighborhood of 15 per cent. greater than last year, weather conditions have operated to offset this possible increase in production. High prices have had a retarding effect on business during the past few days. Oil cake continues to find a ready market locally.

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.39-$1.52	$1.41-$1.55
3 to 5 bbls.	1.38- 1.51	1.40- 1.54
6 to 9 bbls.	1.37- 1.50	1.39- 1.53

Anticipate Difficulty In Getting Turpentine

Toronto.

TURPENTINE.—Some local dealers express the opinion that there may be difficulty in getting supplies of turpentine from the South owing to the freight situation. There are good supplies at primary points, but it is expected the United States Government will require large quantities of the commodity for painting purposes now that they will have an army of over a million men under arms by the first of next month. It is pointed out that with such an army there will be buildings of various kinds required, and much painting will have to be done. In the primary points there is a disposition on the part of producers to store their stocks and await a more favorable time for marketing. If this takes place, firmness will be injected into the market. It is felt by those closely in touch with the situation that the bottom of the market has been reached. Prices locally remained unchanged, with a good seasonable trade.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Wholesalers Booking Up On Paint Lines

Toronto.

MIXED PAINT.—Some manufacturers of paints report that jobbers have come into the market recently and have booked good-sized orders for fall delivery. It is pointed out that there is a disposition for the jobbers not to look for any lower prices, and consider it a safeguard to book up before there is a possibility of an advance. This booking has been made earlier than usual. There is a good seasonable demand for mixed paints in conformity with the holiday season. Many of the travellers are now off the road, and much of the business is being transacted through the mails.

White Lead In Oil Market Held Stationary

Toronto.

WHITE LEAD IN OIL.—There was no inclination to look for lower prices in white lead in oil in view of the continued firmness in linseed oil. The pig lead market furthermore held in a fairly stationary position during the week. Demand for white lead in oil continues light. Prices remained unchanged at $19 per 100 pounds in ton lots and $19.30 in less than tons.

Plate Glass Has Advanced With Makers

Toronto.

GLASS, PUTTY.—Manufacturers of plate glass in the United States have announced to Canadian dealers an advance in the price of this commodity, which is stated to be in the neighborhood of 4c per foot. It is a little soon yet to see how this advance will affect the Canadian market, as much depends on the condition of stocks of dealers. Prices in window glass remained unchanged during the week, quotations for the most part being on the basis of 50 per cent. off list, although lower prices were reported in some instances where a keenness for business was evinced.

Putty held in steady market, quotations being made on the basis of $3.90 per 100 pounds for bulk in casks and at $4.35 in 100-lb. drums.

Paris Green Scarce With Prices Firm

Toronto.

PARIS GREEN.—There has been a good demand for Paris green during the past season, and stocks have been reduced to a very low point. Sales were made by some of the local jobbers to houses in the East, and this left the market comparatively bare. About the only kind still available are pound and half-pound paper packages, the former being quoted at 60c per pound and the latter at 62c per pound.

Glazers' Points Again Go Higher

Toronto.

GLAZIERS' POINTS.—There was a firmer tendency in the market for glaziers' points during the week, and prices moved up accordingly. They are now quoted from $1.50 to $1.56 per dozen half-pound packages, as compared with the former range of $1.35 to $1.50. Pure zinc glaziers' points are still out of the market.

Some Lines of Waste Advanced

Toronto.

WASTE.—The firm situation in the raw cotton market has worked out toward higher prices in the market for waste. Some local manufacturers find it difficult to get sufficient supplies of stock for the manufacture, and have accordingly been compelled to withdraw certain lines. Extra quality XXX has been advanced 1½c per pound to 20c, and XX quality has been increased a similar amount to 18c. X quality has advanced 1c per pound, and is quoted at 15c. In the colored wiping waste, some lines have been withdrawn and a new grade, quality 1A, quoted at 12c and quality 1B at 10c per pound.

DOMINION BOARD OF R.M.A. WILL CONVENE IN MONTREAL

The Annual Convention of the Dominion Board of the Retail Merchants Association will be held in Montreal on August 14, 15, 16 and 17. No official programme of the Convention is as yet available. The first day of the convention will however, be given over to a conference with wholesale merchants, from all parts of the country, and the second day to a conference with the manufacturers, at which will be discussed matters of mutual interest. The last two days of the session will be given over to the general business of the Association that comes under the control of the Dominion Board.

WOULD WELCOME LOWER FREIGHT RATES

That Canadian manufacturers would certainly appreciate a reduction of ocean freight rates which is promised by the Shipping Commission represented by the Governments of Great Britain and the United States, was the opinion expressed by William Rutherford, president of the Montreal Branch of the Canadian Manufacturers' Association recently. The question of tonnage and high rates was a matter, he said, of considerable concern to the exporter, and the announcement that there would be a sweeping reduction in the latter would be especially acceptable in view of the fact that many goods could not be exported owing to the present prohibitive rates.

NEW ROOF MATERIAL

A plant has been established at Bold, near Widnes, Lancashire, for the manufacture of asbestos-cement sheeting, plain and corrugated. It is claimed that the product will be of special value in the work of European construction when the war is over. It will compete with various materials hitherto used for paneling and roofing, and more particularly with galvanized iron. It is claimed that the sheeting is fireproof, and will last for many years. The process of manufacture is described as similar to that of paper making.

BRITISH STEEL OUTPUT

The production of finished steel in Great Britain in 1916 is reported by the Iron and Steel Federation as follows:—Bloom, billets, and rods, 1,945,000; sheet bars, 1,272,000; rails, 271,000; plates, 1,153,000; sheets, 78,000; shapes and angles, 757,000; beams and girders, 346,000; galvanized sheets, 132,000; tin plates, 577,000; total, 6,531,000 gross tons. The production of steel castings was 207,000 tons, of which 18,000 tons were made in electric furnaces. The production of wrought iron (puddled bars) was 960,000 tons.

Warranted Pure

LINSEED OIL

Write for prices to our nearest mills:
MONTREAL and TORONTO

Berry Brothers' varnishes, enamels, stains, etc.

are easy to sell because among architects, painters, home builders, house owners, and other varnish buyers the "Berry" label is a recognized voucher of quality and the utmost in varnish value.

Write for descriptive price list and interesting dealers proposition.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of grey, gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

WALKERVILLE ONTARIO

Factories:
Detroit, Mich.; Walkerville, Ont.; San Francisco, Cal.

(589)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless'303 Winchester, $32.75 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.35-$1.65
Cut Lace Leather, lb....$1.50-$1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅝ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 60
Tubing, iron pipe size, 1 in. base	0 54
Copper I.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 30% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 27½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 25% out of stock.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$57 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	56 00	58 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, 14x60 base	64 00	59 00
Braziers' in sheets, 6x4 base	55 00	57 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.$11 25 $10 00

	Galvanized Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 00
20x28 IC, double box	32 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

MEAKINS BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES

	Per 100 lbs.
Over 40 lbs. and 2 in. thick..	1 80
Under 40 lbs.	1 90
Mounted No. 115, each	4 50
Bi-Treadle, each	5 00

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 50%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Steel Point	$11 50
Lightning	10 00
Heath's	10 00

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 15	$3 95
No. 3, per doz.	3 25	4 50
No. 4, per doz.	3 35	5 10
Little Giant	5 00	....
Burden	5 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	19 50
72x30, 26 gauge, case lots	20 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS

	Per doz.
Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 10
Cold blast	1 10
Cold blast, short ruby	3 25
Cold blast, common ruby	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	8 50
B.T. Bonnie, style B	9 00
B.T. Ideal	13 50
B.T. Ideal Power	15 00
B.T. Ideal Water Motor	25 40
B.T. Cyclone	12 50
B.T. Vollmar, No. 2	13 00
B.T. Vollmar, No. 3	14 00
Forest City, engine-driven	40 00
Forest City, electric	92 00

Discount on B.T. Goods 45%. Except Forest City, electric driven, 40%, and Forest City, engine driven, 35%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

RAMSAY'S CARRIAGE AND WAGON PAINTS

A PROFITABLE LINE TO SELL

Dividends for Dealers: RAMSAY'S Carriage and Wagon Paints.
Dividends for Customers: Well Painted Carriages, Wagons and Farm Implements protected with RAMSAY'S PAINTS.

A. RAMSAY & SON CO., MONTREAL

In Business 75 Years. **Branches: TORONTO and VANCOUVER**

Doing Our Level Best

A WORD TO THE WISE IS SUFFICIENT

Labor shortage and scarcity of raw material are apt to retard production at this time. But our customers can rely upon us to give their orders the same minute attention that has always characterized our efforts in the past. If there is any delay at any time it will occur only through conditions beyond our control.

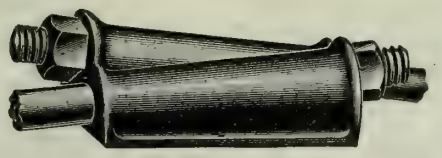
While conditions may affect delivery it will not interfere with the quality of our products—Taylor-Forbes standard will always be maintained.

Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY, LIMITED, GUELPH, CANADA

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches **Washers**

Otterville Mfg. Co., Limited

Otterville, Ontario

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 10% trade discount
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl	4 75
Navy pitch, per bbl	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.	.....	
10 lb.	.....	
240 lb.	.....	
600 lb.	.....	
1200 lb.	.....	
2000 lb.	.....	
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$ 9 50
Golden Clipper	10 50
Little Giant	11 50
Little Giant Genuine	12.50-13.50

F.o.b. Toronto, London.

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

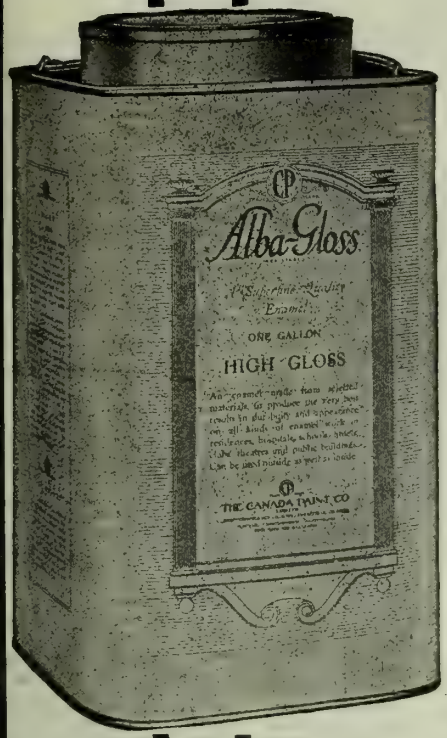
Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.



When the Woodwork Needs Re-Finishing

In the fall, after the doors and windows are closed for the season. the housewife begins to consider the appearance of the interior of the home.

C.P. Alba-Gloss

is the finish she will want for the woodwork.

The efficient housekeeper knows the beautiful finish Alba-Gloss gives, but above all she knows how easy it is to keep it clean.

Now is the time to stock up and display Alba-Gloss and other C.P. Paint products for fall.

Incidentally if you are not already a C.P. Dealer, ask us about the proposition.

The Canada Paint Co., Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal
112 Sutherland Avenue, Winnipeg

TRADE MARK

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $36 00
Champion Nic. 30 00
Champion Jap. 23 00
Univ. japd., cyco bearings.. 30 00
Univ. N.P., cyco bearings.. 34 00
Grand Rapid, japd., ball-bearing 32 00
Grand Rapid, N.P., ball-bearing 36 00
Princess, N.P., ball-bearing. 37 00
Elite, ball-bearing 41 00
Am. Queen, N.P., ball-bearing 39 00
Parlor Queen 42 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (Vacuum)
Grand Rapids Vac. ....doz. $81 00
Household Vac 67 00
Superba Vac 96 00
F.o.b. Toronto, Hamilton, London.

SWINGS, LAWN
Ontario, 4-passenger, each... $7 20
Ontario, 2-passenger, each.. 5 50
Baby, each 3 50
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ¼c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel whel, doz..... 47.40-60
Light garden, doz..... 33.00-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net
List of extras in 100-lb. lots. net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

ZINC
For zinc products and zinc sheets

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES Net prices Net prices

Trimo—	dozen	Coes—	dozen
8 in.	$14 00	6 in.	$13 00
10 in.	15 60	8 in.	15 60
14 in.	21 85	10 in.	18 20
18 in.	31 20	12 in.	23 40
24 in.	45 25	15 in.	31 20
		18 in.	41 60
		21 in.	50 70

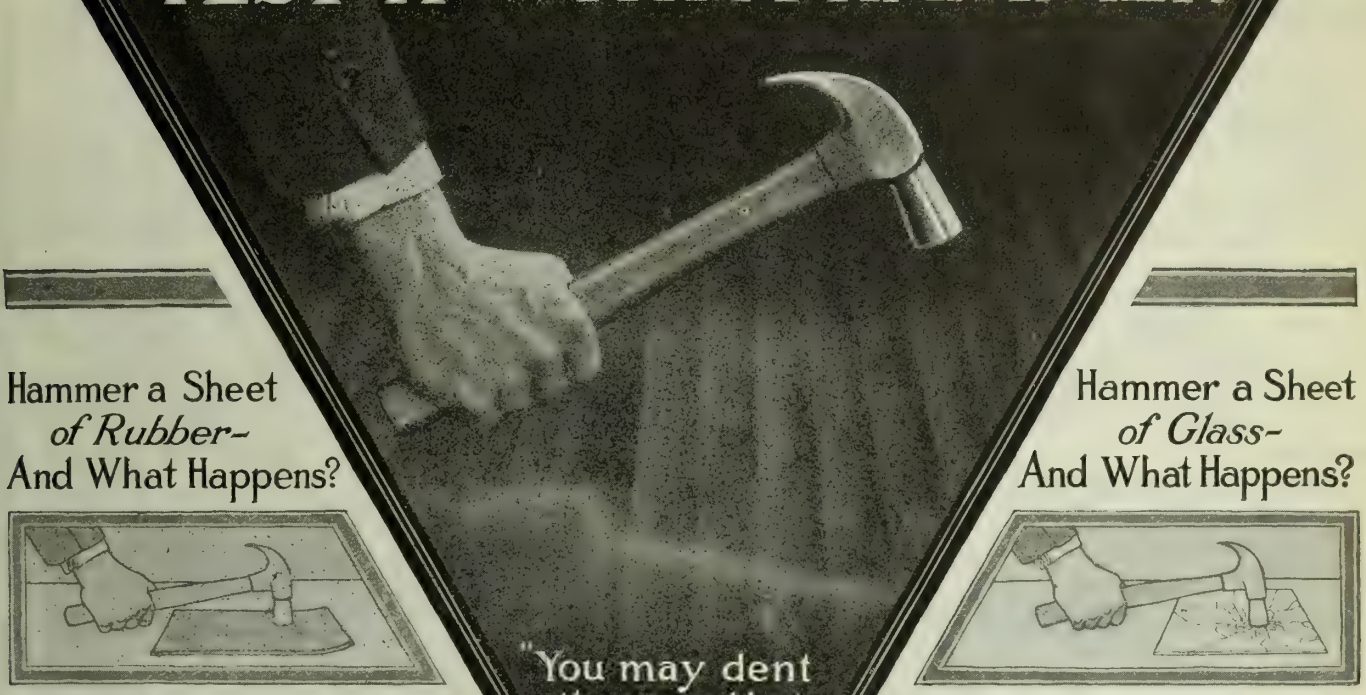
Stillson—

6 in.	$12 50	18 in.	$31 20
8 in.	14 00	24 in.	45 25
10 in.	15 60	36 in.	84 25
14 in.	21 85	48 in.	124 80

Stillson, 50% to 45% off list.
Trimo, 50% to 45% off list.
Parts, 50%; Agricultural, 60%.
see reports elsewhere in this issue.

COPYRIGHT 1917, PRATT & LAMBERT - INC.

TEST IT WITH A HAMMER



Hammer a Sheet *of Rubber*– And What Happens?

NOTHING — your hammer leaves no impression — why? Because rubber is *elastic.* And it is the elasticity of "61" Floor Varnish that makes its life so long. Send for a sample panel. Test it yourself. Examine the dented wood and the unbroken varnish film. Then think of the heel-blows that your floor is called upon to endure, and you will understand why "*the varnish that can stand your hammer can best endure your heel.*"

Hammer a Sheet *of Glass*– And What Happens?

WRECKAGE — the glass is shivered into a thousand pieces — why? Because glass is *brittle.* And this in a lesser degree is exactly what happens to countless floors finished with ordinary varnishes which crack, check and chip off. A good varnish doesn't break off — it wears off — *slowly;* but the costly oils and gums used in "61" preserve its toughness far longer than the cheap ingredients used in ordinary varnishes.

Demonstrating to the American Continent ONE VITAL VARNISH FACT

The Durability of "61" FLOOR VARNISH

THE forceful picture shown above, with the two explanatory sketches that go with it, will be repeated more than

EIGHTEEN MILLION TIMES

as the keynote of the great Pratt & Lambert Advertising Campaign in the big national magazines this fall. This campaign will be backed up and hitched closely to your store by the most complete system of dealer co-operation we have ever offered in a single season. This massive advertising effort will mean *larger sales than ever before* for P&L Dealers. Your customer will want "61" Floor Varnish — the one that stands the "Hammer Test." This will help sell all other P&L Varnish Products. *Have you a stock of P&L Varnish Products on your shelves?*

WRITE TODAY FOR THE PRATT & LAMBERT DEALER PROPOSITION

PRATT & LAMBERT-INC.
VARNISH MAKERS 68 YEARS
24 Courtwright St., Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50	$2.00
Banana oil, gal	3.50	4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	15-22
Burnt Umber, 100 lbs	15-22
Raw Sienna, 100-lb. kegs	15-22
Burnt Sienna, 100-lb. kegs	15-22
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	0 05
Venetian red, best bright	0 02½
Venetian red, No. 1	0 02
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	0 02¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls	0 02
Super magnetic red	2¼-2½c
Canadian red oxide, bbls	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2	23½

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.50-$1.56 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons. $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt	$15 00	$15 50
Genuine, 100-pound kegs, per cwt	15 75	16 50
Less quantity		17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	
O.P.W. Can. Brand, colors	
O.P.W. Can. Brand, floor	
O.P.W. Flat Wall, white	
O.P.W. Flat Wall, colors	
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. Munro's	C.P. Co.	Bergers
Prices withdrawn.			
600-lb. bbls.	..		
250-lb. kegs	..		
100-lb. drums	..		
50-lb. drums	..		
25-lb. drums	..		
1-lb. 100s, papers	....	60 00	....
½-lb. 200s, papers	....	62 00	....

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80-2 85

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

MADE IN CANADA

DOUGALL VARNISH

The Varnish That Lasts Longest

Motor Car Varnishes

Quality is Essential

Dougall's Fills the Bill

The Dougall Varnish Co., Limited

MONTREAL

RED S BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

TRADE MARK

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $5 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil: 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $8.50; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW

	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.35; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

20% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED

	Apollo and	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 55, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $3.05; Silkstone, $3.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1¼-lb. tins	0 09

RIVEVTS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list; full boxes, iron, 10% on list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

The Best Share — For Every Plow

Our Warranty:

We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Fit Practically Every Plow in Western Canada

Made in over 600 sizes.

Crescent Forge & Shovel Co.

Havana, Illinois, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, Ltd., Winnipeg, Man.

Ask Ackland's for the Latest Lists. Write.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal-Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.
Spielmann Agencies, Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Standard Mfg.-Sales Co., Montreal.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Col. MacLean was in Germany When War Broke Out

HOW he got out, what he saw, heard, learned and concluded, he tells in the August number of MACLEAN'S MAGAZINE. Colonel MacLean knows Europe thoroughly. He knows high-up men in all the great political and commercial capitals of Europe—diplomats, bankers and great merchants. These men told him freely and plainly many startling things about Germany and her intentions.

In a contribution of truly sensational interest, abounding in most startling facts, Colonel MacLean points out "The Dangers Ahead." His aim is to arouse Canadians out of their unwarranted confidence and out of their content. You will find in this article by Colonel MacLean strange, even shocking revelations, and things hard to believe—and you ought to read "The Dangers Ahead" in order that you may help in their avoidment by Canada and her people.

MacLean's for August Is a Midsummer Number

The August MACLEAN'S is excellently balanced, as you will see from these contents:

CONTENTS

The Dangers Ahead. By John Bayne MacLean.

The Menace of Canadian Titles. By Joseph Martin, M.P.P.

Rev. C. A. Eaton—A Canadian Who Speaks Out. By Beatrice Redpath.

Frenzied Fiction for the Dog Days—(Done by the Dipperful.) By Stephen Leacock.

The Human Side of Conscription. By H. F. Gadsby.

Winning the War in the Air. By Agnes C. Laut.

A Circus Story. By L. B. Yates.

Mam'selle Butterfly. By Arthur Beverly Baxter.

The Captain of the Susan Drew. By Jack London.

An Andy Doolin Yarn. By Hopkins Moorhouse.

A Detective Story. By Robert E. Pinkerton.

The Gun Brand. By Jas. B. Hendryx.

Canada's First Woman Member.

Economy in Preserving and Canning.

Women and Their Work—A New Department. Review of Reviews—Regular Department.

Yates who writes the Circus Story, was born in Hamilton. He wrote those stories about Paragon Pete and The Singin' Kid in the Saturday Evening Post.

Leacock is excessively humorous in his Dog Days Sketch, in which he talks about summering and simmering.

Miss Laut fancies that the war may be won by the birdmen, and if Uncle Sam produces 100,000 planes, she may be right.

Gadsby sits in the Press Gallery at Ottawa, and writes brilliantly always. His "Conscription" article is in order.

Pinkerton who writes the detective story, "Old Twilight," knows how to write this class of story.

By the way, Lord Northcliffe has promised an article for the September MACLEAN'S.

You can see that MACLEAN'S for August is just the right type for August.

At All News-Dealers 15 cents

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Canvas Belting
Plewes Ltd., Winnipeg.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters,
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Toronto.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

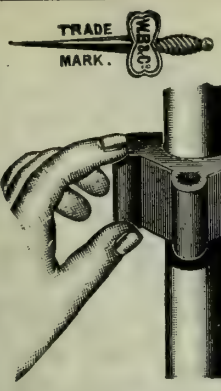
Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

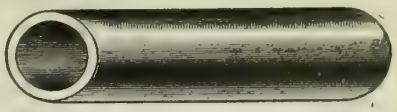


Patent Grip-Tight Socket

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

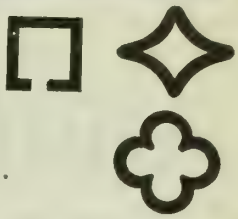
Small Heath, BIRMINGHAM



Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickled Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

"White"

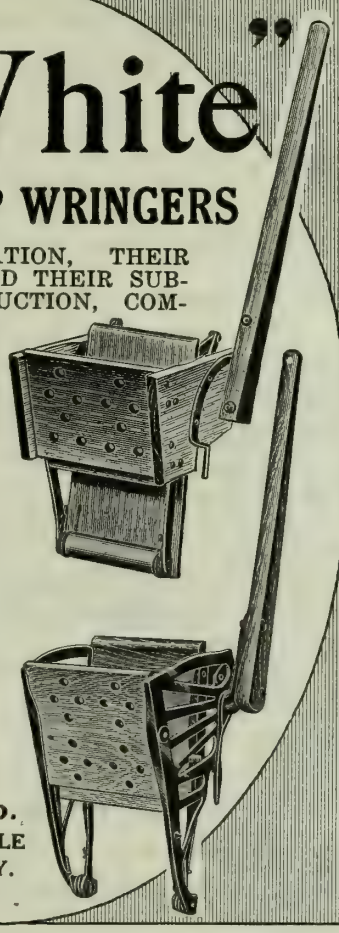
MOP WRINGERS

We lead, others follow. TRADE-MARK. WHITE PERFECTION. REG. U.S. PAT. OFF. PATENT MOP WRINGER. IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE, N.Y. U.S.A.

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Ask Us For

Wrapping

Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

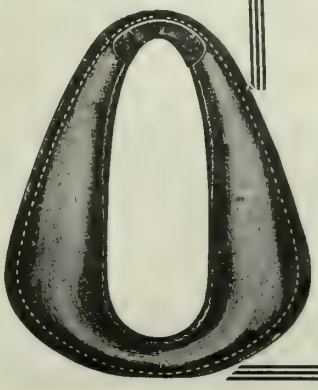
HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited

Toronto Whitby Winnipeg

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
real.
Martin-Senour Co., Ltd., Mont-
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Plewes Ltd., Winnipeg.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman — What should be the character of this mind? — What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post
OF CANADA

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants**, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail attached coupon.

THE FINANCIAL POST OF CANADA 1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address .....

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

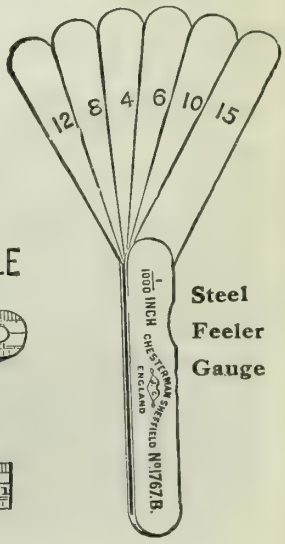
TRADE

MARKS

TRE BLE

Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Canadian National Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Spielmann Agencies, Montreal.

Latches
The Stanley Works, New Britain, Conn.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. E. Beauchamp & Co., Montreal. Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Belting
Plewes Ltd., Winnipeg.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto.
Northern Electric Co., Montreal.
Powerlight Co., Winnipeg.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
Plewes Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mantels, Gas, Gasoline
Powerlight Co., Winnipeg.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.
Plewes Ltd., Winnipeg.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Can. B. K. Morton Co., Montreal-Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

"DELTA" FILES

Build up a Reputation as a Dealer in the

BEST FILES MADE

Actual Demonstration has proven that *Delta Files* do better and faster work and outlive any other files made.

This means that dealers who sell *Delta Files* can place in the hand of their customers the best file service that exists.

It doesn't take long for the customer to appreciate this fact and repeat orders and new business follow with a certainty.

Get the *Delta File Agency* and you will get benefit of increased business that goes with the reputation of keeping the best lines. We supply dealers' selling helps.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shiped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

I.N.C.

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

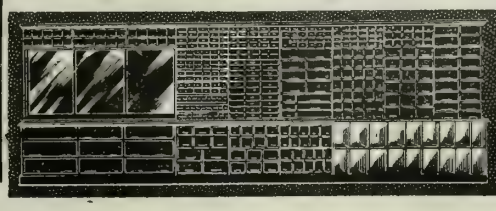
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Bridge
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Spielmann Agencies, Montreal.
Valentine & Co., New York and Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.
Valentine & Co., New York and Toronto.

Paint, Cement Coating
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
Spielmann Agencies, Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto

Paint, Flat Wall
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Floor
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, House Colors
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas. Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor
Canada Metal Co., Toronto.
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
National Equipment Co., Toronto.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

BRANTFORD

The Superior All Round

GLUE

You'll find that Glue sold in packages meets with much favor with the consumer—that's "Brantford" Glue. Very economical. Put up in ¼, ½ and 1 lb. packages.
Buy from your jobber.

CANADA GLUE CO., Limited Brantford, Ontario

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York, Montreal, Philadelphia, London, Eng.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO

5 Queen Street Tel. Main 4308
MONTREAL

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

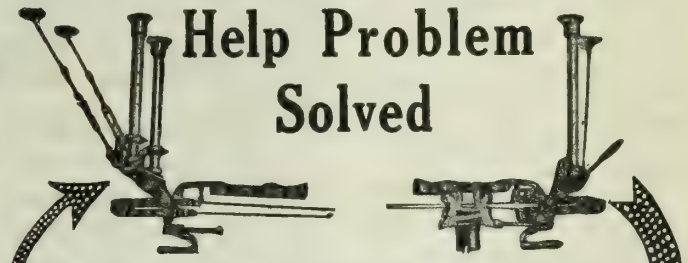
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Help Problem Solved



SHORT OF HELP? Then put in a Gipe-Hazard CASH CARRIER. The amount of time thus saved, be enabling salesmen to remain with customers, will compensate for the reduced number of your staff. Will also eliminate losses through the making of wrong change. There are many other advantages. Our four-page circular tells about them. Write for it.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works

LONDON, CANADA

CLASSIFIED LIST OF ADVERTISEMENTS

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges, Coal and Wood
Wrought Iron Range Co., Toronto.
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rat Poison
Buffalo Specialty Co., Bridgeburg.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.
Reamers
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Gillette Safety Razor Co.
Landers, Frary & Clark, New Britain, Conn.
Saunders & Co., Montreal.
Refiners of Oil
Dominion Linseed Oil Co., Montreal.
Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Reamers
Wells Bros Co. of Canada, Ltd., Galt.
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.
Reamers, Pipe
Wells Bros Co. of Canada, Ltd., Galt.
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg.
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Rivets
Brown, Boggs Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Roofing
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofing, Rubber
J. H. McComb, Ltd., Montreal.
Roofing, Felt
J. H. McComb, Ltd., Montreal.
Roofing, Roll
Bird & Son, Hamilton, Ont.
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Roofs, Silo
Pedlar People, Ltd., Oshawa.
Rope, Cotton
Star Brand—All Jobbers.
Rubber Cement
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Goods
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto.
Rubber Mats
Canadian Consolidated Rubber Co., Montreal.
Rules
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Saddlery Brushes
Saunders & Co., Montreal.
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal.
Sanitary Closets
Wakyte Mfg. Co., Winnipeg.
Sash Cord
"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.
Saws
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Crosscut and Hand
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simmonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

Saw Sets
Goodell-Pratt Co., Greenfield, Mass.
Saw Sets, Jointers and Guages
Dillon Mfg. Co., Oshawa, Ont.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.
Screw Plates
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Wells Bros. Co. of Canada, Galt.
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Screen Door Sets
The Stanley Works, New Britain, Conn.
Screw Drivers
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal.
Shaving Strops
The Carborundum Co., Niagara Falls N.Y.
Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg.
Shells, Empty Paper Shot
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shells, Loaded
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Shellac
McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Shelf Boxes
Cameron & Campbell, Toronto.

Shingles, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
Canada Paint Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Shot
Steel Co. of Canada, Ltd., Hamilton.
Shot Guns
Dominion Cartridge Co., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.
Shot Guns, Repeating
Remington Arms—Union Metallic Cartridge Co., Windsor.
Shovels, Snow
Beauchamp, J. E., Montreal.
Silo Roofs
Metallic Roofing Co., Toronto. and Winnipeg.
Pedlar People Limited, Oshawa.
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Smooth Planes
National Machinery & Supply Co., Hamilton.
Sidings, Metal
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Sockets
Northern Electric Co., Montreal.
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.
Skylights
Pedlar People Limited, Oshawa, Wheeler & Bain, Toronto.
Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal.
Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.
Spark Plugs
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sporting Goods
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.
Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spring Dies
Wells Bros. Co. of Canada, Galt.
Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

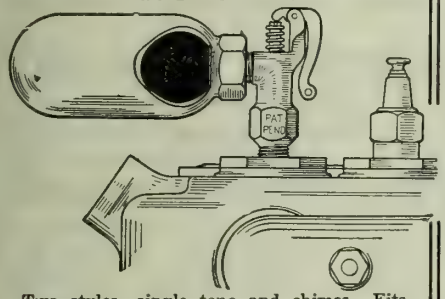
OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

GLUES

English, Ground and Sheet Glues for all purposes

Large Stock. Low Prices.

J. H. Morin & Co.
TORONTO

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

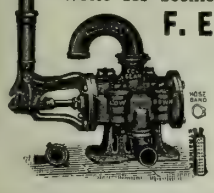
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

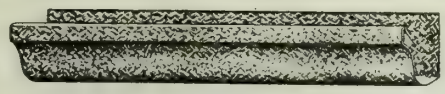
The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.



WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

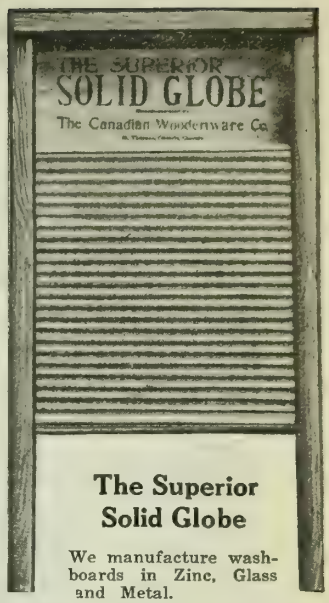
LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain

Toronto

A Lot of Women Prefer this Wash-board to all others



It is easy to sell because it is well-known, has given satisfaction for years, and is sold at an attractive price.

Nice profit for the dealer on each sale.

The Superior Solid Globe

We manufacture wash-boards in Zinc, Glass and Metal.

Canadian Woodenware Co.
ST. THOMAS - ONTARIO

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?
Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

CLASSIFIED LIST OF ADVERTISEMENTS

Spring Shackle Belts
Canadian Winkley Co., Windsor.

Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stable Fittings
Beatty Bros., Fergus, Ont.

Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Fittings, Steel
Dillon Mfg. Co., Oshawa, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
National Equipment Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
National Equipment Co., Toronto.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.
National Equipment Co., Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal
G. F. Stephens & Co., Ltd Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

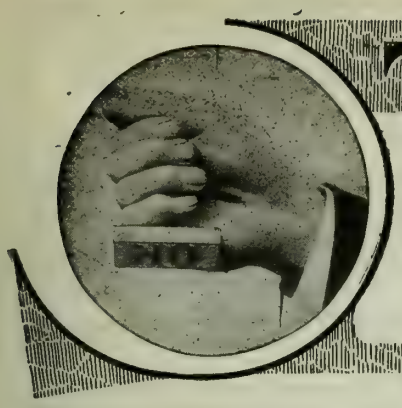
Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers.
Co., Hamilton.
National Machinery & Supply

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Rubber Stamps

Drop a card for prices and particulars.
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

A QUALITY LAMP
Behind Every Label
MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE SAWYER MARK Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

TANKS
GASOLINE TANKS FOR UNDERGROUND STORAGE
Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards
Sold on Approval Fully Guaranteed
Write for Catalogue
The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

Tell Your Customers to do
FALL SPRAYING

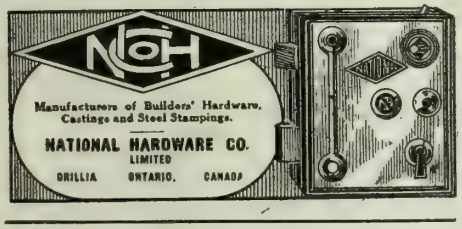
Spraying promotes a healthy condition in the abodes of poultry and live stock.

As they are indoors most of the time in the winter, and as a healthy state of stock is most essential, the necessity of spraying is easily apparent.

Sell the best and most profitable.

We make Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

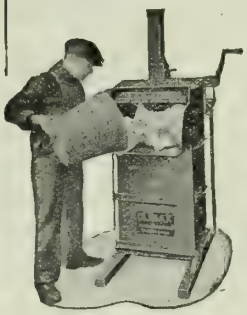
THE COLLINS MFG. CO.
415 Symington Ave., Toronto



BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

Waste Paper Balers



"CLIMAX"
ALL STEEL
Turn your waste paper into money.
12 sizes. $25.0 up
Send for Catalog.
Climax Baler Company
Emerald St.
Hamilton, Ont.

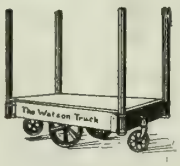
BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Strong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd
Winnipeg

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prestcot PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from
SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Ackland, D., & Sons 63
Acme Waste Mfg. Co. 75
Adamson Mfg. Co. 13
American Rolling Mills Co.... 1
American Shearer Co. 4
Atlas Metal & Alloys Co. of Canada, Ltd. 8
Atkins, E. C. 82

Barnett, G. & H., Co..... 61
Barton Netting Co., Ltd., The. 16
Beaver Board Co. 19
Berry Bros. 51
Boeckh Bros. 47
Brandram-Henderson Co. 49
Buck Bros. 13

Cameron & Campbell 73
Canada Glue Co. 75
Canada Linseed Oil Co..... 51
Canada Metal Co. 18
Canada Paint 57
Canada Steel Goods Co. 6
Canadian Carbon Co. 20
Can. Consolidated Rubber Co.. 24
Can. Tube & Iron Co..... 71
Canadian Tungsten Lamp Co.. 79
Canadian Warren Axe & Tool. 8
Canadian Wooden Ware Co.... 77
Cartwright, C. C. 77
Caverhill, Learmont 11
Channell Chemical Co. 26
Chatillon & Sons, John 21
Chesterman, Jas. 71
Chicago Spring Butt Co..... 23
Climax Baler Co. 79
Coghlin, B. J., Co., Ltd..... 71
Collette Mfg. Co. 21
Collins Mfg. Co. 79
Cummer-Dowswell, Ltd. 20
Curtis, Chas., Co. 23

Davidson, Thos. 4

Delta File Works 73
Dominion Belting Co. 79
Dominion Cartridge Co. 17
Dominion Iron & Steel Co..... 10
Dominion Sheet Metal Co. .... Inside back cover
Dougall Varnish Co., Ltd., The. 61

Excelsior Plate Glass Co..... 13

Factory Products 20
Francis-Rand Co. 21

Gipe-Hazard Mfg. Co. 75
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 79
Hutton, Jas. 75
Hygienic Products 22
Hyslop Bros. 15

International Nickel Co., The.. 73

James Bros. 79
Jamieson & Co., R. C. 47
Johns-Manville, Canadian H. W. 19

Kinzinger, Bruce & Co., Ltd.. 79

Laidlaw Bale Tie Co. 23
Lamplough, F. W., & Co..... 79
Landers, Frary & Clark 2
Leslie, A. C. 26
Lewis Bros., Ltd. 3
London Bolt & Hinge Works.. 75

London Rolling Mills Co. 73
Lufkin Rule Co...Inside back cover

MacLean's Magazine 65
Manitoba Bridge & Iron Works 63
Manitoba Engines 16
Martin, The L., Co. 75
McComb, J. H. 71
McDougall, R., Co. 22
Meakins & Sons 53
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 53
Morin, J. H. 77
Morrison, James, Brass Co.... 6
Myers, F. E., & Bros..... 77

National Hardware Co. 79
Newman, Wm., & Sons 10
Nicholson File Co. 12
Northern Bolt, Screw & Wire Co., Ltd. 21
Nova Scotia Steel & Coal Co. 77

Oakey, John, & Sons 77
Otterville Mfg. Co. 55
Owl Metal Co., Ltd. 77

Parmenter, Bulloch Co., The... 79
Pink, Thos., & Co.Inside back cover
Plewes, Ltd. 79
Plymouth Cordage Co. 7
Port Hope File Mfg. Co..... 23
Prairie City Oil Co. 16
Pratt & Lambert, Inc..... 59
Progressive Mfg. Co. 71

Ramsay, A., & Son 55
Renfrew Machinery Co. 21
Rideau Specialty Co. 79
Russell-Jennings Co. 75

Sharratt & Newth 73
Spielmann Agencies 79
Standard Mfg. & Sales Co.... 30
Standard Tube & Fence Co... 55
Stanley Rule & Level Co..... 16
Stanley Works...Inside front cover
Starrett, L. S., & Co..... 5
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine 79
Stevens-Hepner 22
Still Mfg. Co., J. H. 22

Tallman Brass & Metal Co.... 75
Taylor-Forbes Mfg. Co. 55
Tire Import Co. 12
Toronto Plate Glass Importing Co. 61
Trees, Samuel, & Co..... 67
Trimont Mfg. Co. 14

Ward & Payne 14
Watson, John, Mfg. Co. 79
Wheeler & Bain 77
White Mop Wringer Mfg. Co. 67
Wilckes-Martin-Wilckes Co..... 79
Williams Bros. & Piggott, Ltd. 67
Wilkinson & Kompass 67
Woods, Walter, & Co. 67
Wrought Iron Range 82

CLASSIFIED LIST OF ADVERTISEMENTS

Varnishes
Valentine & Co., New York and Toronto.

Vises, Household
National Machinery & Supply Co., Hamilton.

Wads
Remington Arms-Union Metallic Cartridge Co., Windsor.

Wall Board
Beaver Companies, Ottawa, Ont.
Bird & Son, East Walpole, Mass.

Washers
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.

Wash Stands
Wakyte Mfg. Co., Winnipeg.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Waste, Cotton
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton

Water Systems
National Equipment Co., Toronto.

Water Bowls
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Well Curbing
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg.

Whitewash Outfits
Collins Mfg Co., Toronto.

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.

Whisks
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John

White Lead
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Leamont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal.

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cutters
Northern Electric Co., Ltd., Montreal.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
Steel Co. of Canada, Ltd., Hamilton.

Wood Finishes
R. C. Jamieson & Co., Ltd., Montreal.

Wood Screws
Canadian Tube & Iron Co, Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches & Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Car
Dillon Mfg. Co., Oshawa, Ont.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt.

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg.

Wanted

SITUATIONS VACANT

WANTED—HARDWARE CLERK, THREE TO to five years' experience; good position. Box 477, Hardware and Metal.

WANTED—TWO GOOD HARDWARE SALESmen. Apply Cochrane Hardware, Limited, Sault Ste. Marie, Canada.

FOR SALE

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10,000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

FOR SALE—TINNERS' TOOLS, FOURTEEN machines and necessary shop stakes; closing out business; snap for quick sale. Geo. M. Shepardson, Sombra, Ont.

FOR SALE—WELL ESTABLISHED HARDware business, about 20 miles from Toronto, in good town. Owner retiring. Apply Box 479, Hardware and Metal.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the coninent with a condensed advertisement in this paper.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

AGENCIES WANTED

MANUFACTURERS' AGENT, HAVING FIVE years' connection with the wholesale hardware jobbers and large retailers in Quebec and Ontario, wishes to represent one other first-class manufacturer on a straight commission basis. Box 476, Hardware and Metal.

Frederic Sara & Company

Manufacturers' Agents

Calgary :: Canada

Territory:

Manitoba, Saskatchewan, Alberta and British Columbia.

We are open to consider selling propositions from one or two progressive Manufacturers, and will give references to firms whom we already represent.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

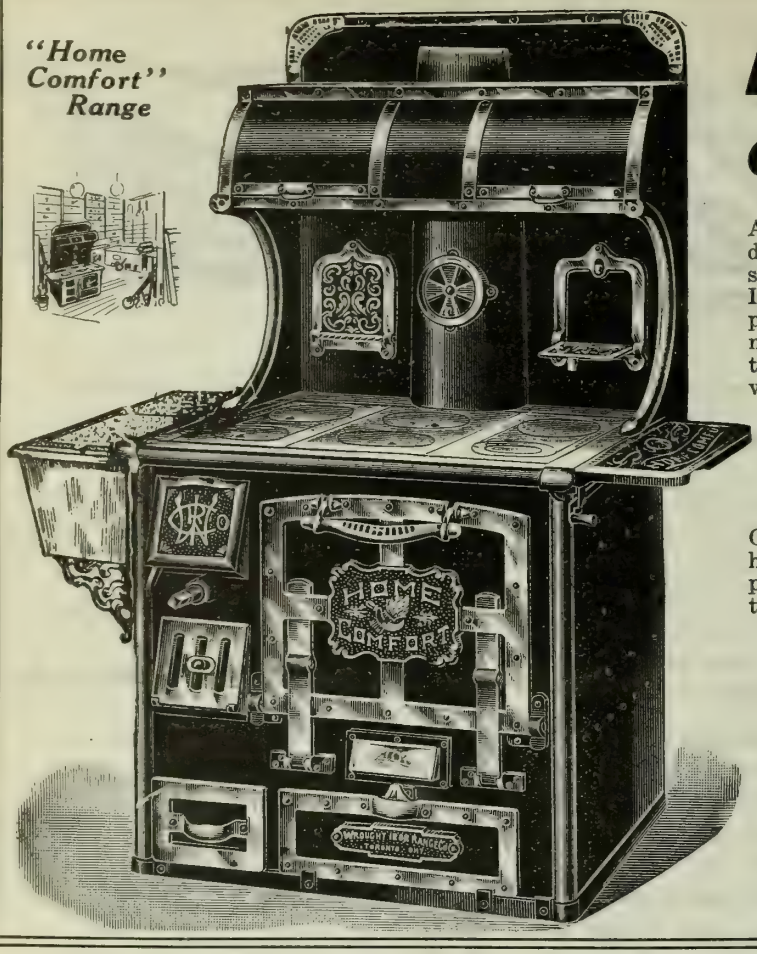
WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO



"Home Comfort" Range

It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

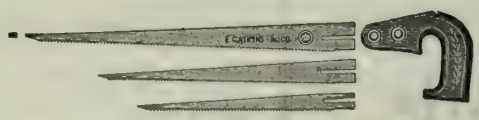
Wrought Iron Range Co. of Canada, Limited

Offices: 151 King St. West TORONTO, Ont. Factory: 22 Orilia St.

ATKINS

A PERFECT SAW for Every Purpose

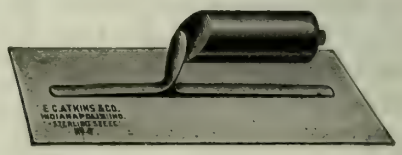
SAWS and Trowels



The entire line made of Sterling Steel. Best possible combination of Quality, Material, Satisfaction and Profit. Covered by our Money-Back Guarantee.

Order from your Jobber—or direct from Branch or Factory.

Write immediately for complete book on Sterling Steel Saws. (Mention Catalog H.M.)



E. C. ATKINS & CO., STERLING SAWS MADE IN CANADA

Factory—Hamilton, Ont.; Vancouver Branch: 109 Powell St.

If interested, tear out this page and keep with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

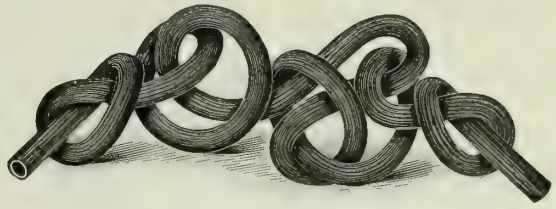
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

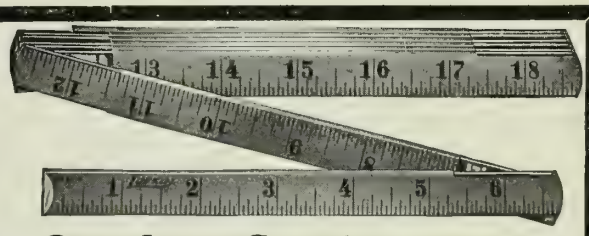


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules



MADE IN CANADA

The Best Rules

SEND FOR CATALOGUE

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

Stocked by the Jobbers

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

TINKER TOM'S TALKS.

Talk Number One Hundred and Twelve

A pretty face often covers up a mean disposition. Now with **PREMIER** Galvanized Sheets it's the other way around. Our smooth, even coating covers a good workable sheet. A mighty fine combination if you want good stuff.

TINKER TOM.

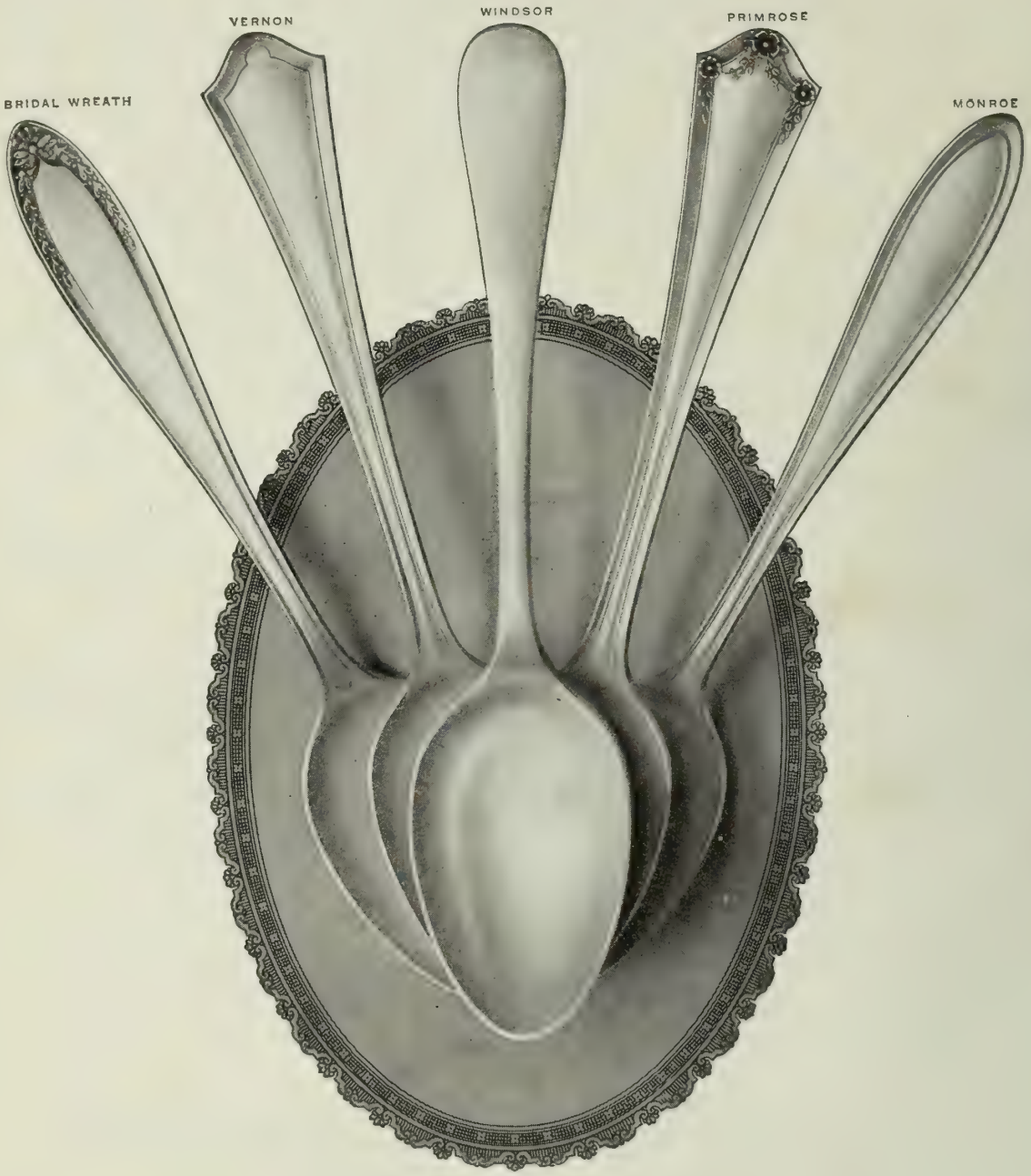
Look for Talk No. 113 next week.

MADE IN PREMIER CANADA

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA

ONEIDA COMMUNITY PAR PLATE



Here is a line that will strengthen the dealer's business where so many stocks are admittedly weak—the need of many purchasers for silverware of *quality* at a low price. Originated and made by the Oneida Community, Par Plate is the best wearing silver in its price range. Made in five beautiful patterns, and meeting a demand that shows how much it is needed.

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

HARDWARE AND METAL

Vol. XXIX No. 33 — PUBLISHED EVERY SATURDAY SINCE 1888 — August 18 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

A Scientific Sheathing made from Felt

Counterwall

(The Perfect Insulation)

It would cost five thousand dollars to insulate your house with cork. It will cost twenty-five to fifty dollars to do the same thing with

Counterwall

Cork is positively the only insulation or Sheating that is superior to Counterwall—Think it over.

Canadian Roofing Mfg. Company, Limited

Windsor, Ontario

We manufacture the greatest variety of Asphalt Roofings, Asphalt Shingles, Asphalt Paint and Cement in Canada. We have what you want.

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited
MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

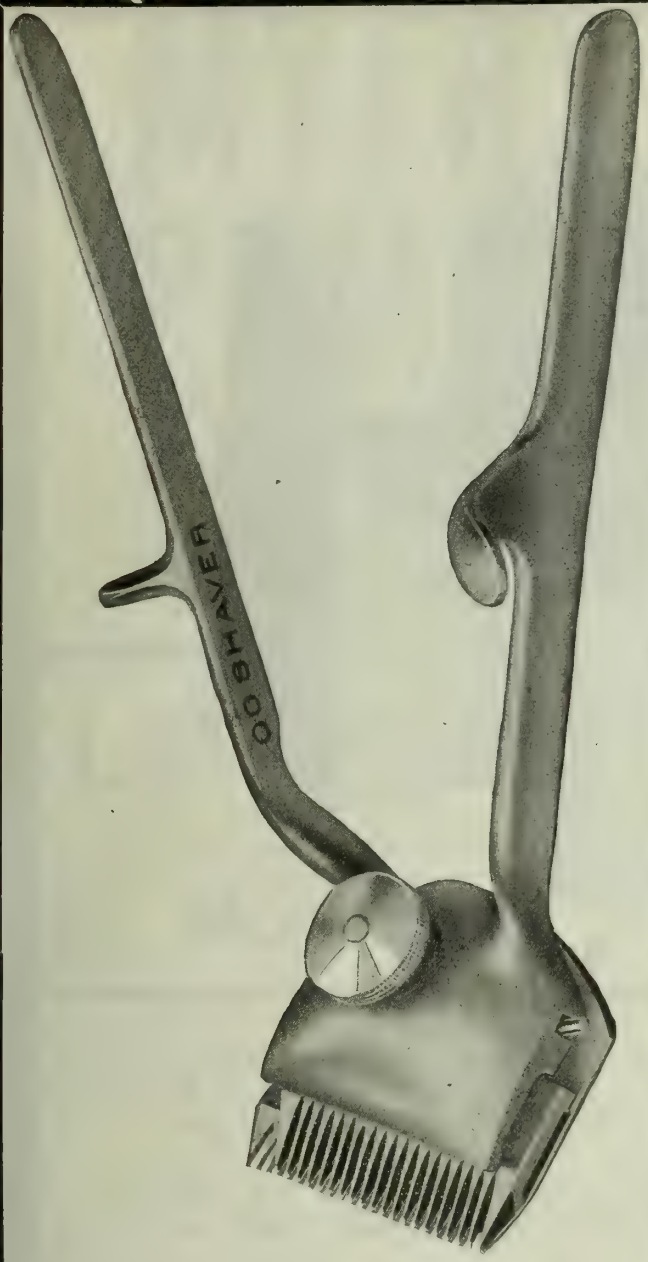
TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited
MONTREAL

TRADE MARK



Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

Yale Products

made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware

The dealer who sells Yale products does two things: he makes certain of profitable sales and customer-satisfaction. There are no weak links in the Yale line.

The name "Yale" helps make the sale

Canadian Yale & Towne Ltd., St. Catharines, Ont.

If interested, tear out this page and keep with letters to be answered.

No. 310—Black Enamel Case
Pint Vacuum Bottle

The Best Work

is always done by well-nourished men and women. A cold lunch to be carried from home must have a hot or cool drink to lend it the proper zest and enjoyment.

Universal Lunch Kits keep the food sweet and appetizing, and have always a refreshing drink in the Vacuum Bottle contained within the cover.

UNIVERSAL LUNCH KIT UNIVERSAL

The sale of Universal Lunch Kits greatly exceeds that of all other like equipment. The neatness of their attractively enameled cases make customers where others fail. Advantages in wear and sanitation over paper or cardboard boxes are obvious.

A finished, snappy appearance is borne out in every detail of construction from genuine leather handles to patent snap fastenings.

LANDERS, FRARY & CLARK

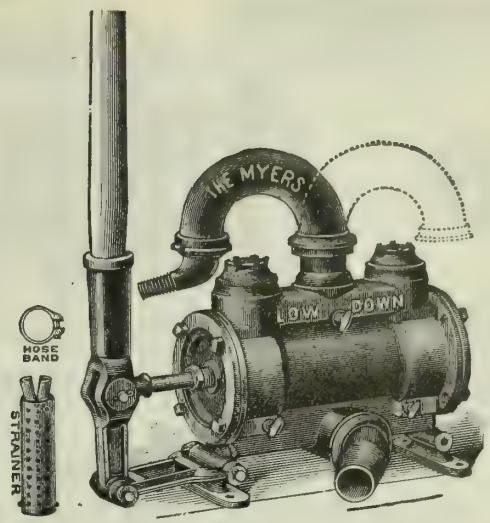
NEW BRITAIN, CONN, U.S.A.

A. Macfarlane & Co., Limited, Montreal, *Canadian Representatives*

If interested, tear out this page and keep with letters to be answered.

MYERS PUMPS

For Every Purpose

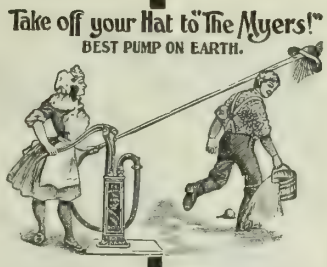


LEWIS BROS.
LIMITED
MONTREAL

LEWIS BROS.
LIMITED
MONTREAL

EXCLUSIVE AGENTS FOR PROVINCE OF QUEBEC

Tank Pumps,
Spray Pumps,
Cylinders, etc.
Well, House and
Cistern
Pumps



We are also Agents for
MYERS BARN DOOR HANGERS,
HAY CARRIERS and
UNLOADING TOOLS

For further particulars please refer to No. 50 Catalogue.

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

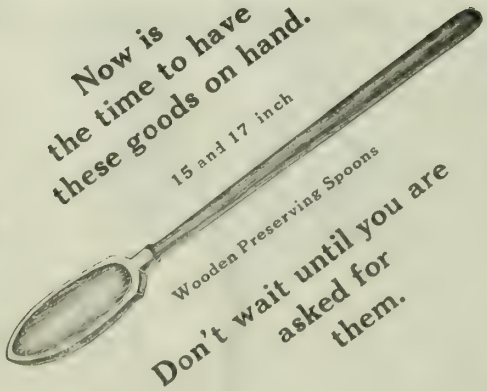
Enameled Preserving Kettles and Berlin Pots

MADE IN OUR FAMOUS

COLONIAL, PREMIER AND BRITANNIC WARES

Preserving Kettle in sizes from 2 to 30 quarts

Now is the time to have these goods on hand.



15 and 17 inch

Wooden Preserving Spoons

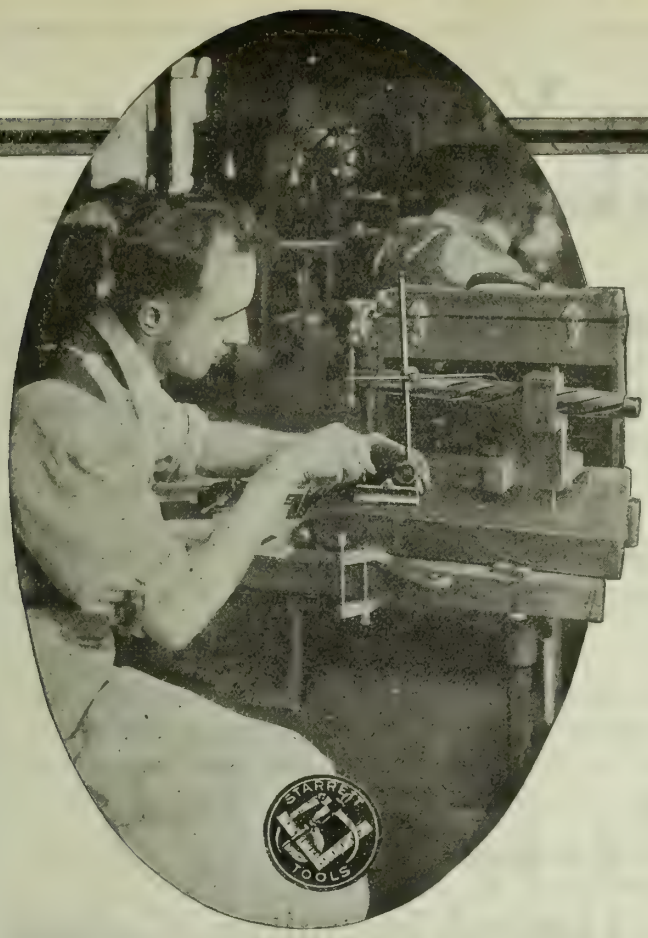
Don't wait until you are asked for them.

Kitchener Pot in sizes from 1 to 18 quarts

The Thos. Davidson Manufacturing Company, Limited

Montreal Winnipeg Toronto

If interested, tear out this page and keep with letters to be answered.



The Man Who Buys Starrett Tools

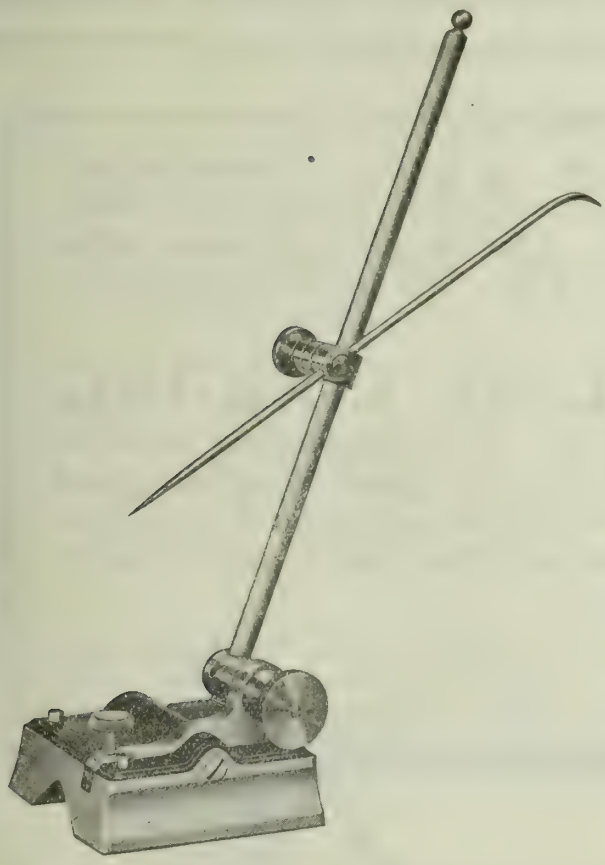
TRADE MARK
REG. U.S. PAT. OFF.

He isn't just anybody. He is a very particular kind of man, and a particular man.

Accuracy is as necessary to his success as quick turn-over, confidence of customers, and good-will are to your success. The surface gages, micrometers, vernier calipers, and other tools he uses must be of the best. Just as the goods you sell must be the best.

So building up the sale of fine mechanical tools is in part a matter of choosing tools of known and dependable accuracy. Tools that stay sold, and not only that, but help to sell others.

We know these facts are not new, but they **are** vital. Write us for Catalog No. 21MA and any other information that you would like to have about Starrett Tools.



The L. S. Starrett Co.

The World's Greatest Tool Makers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-726

If interested, tear out this page and keep with letters to be answered.

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

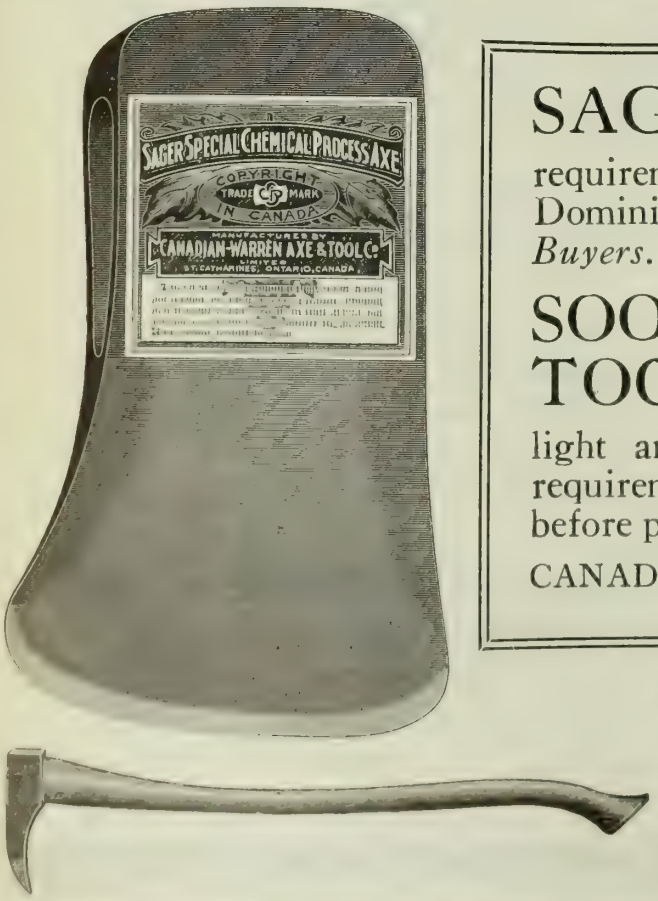
Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

If interested, tear out this page and keep with letters to be answered.

SAMSON AXES

Their superior for good service is not to be found

Their greater value in added service will prove from first to last that Samson Axes cost less in the end

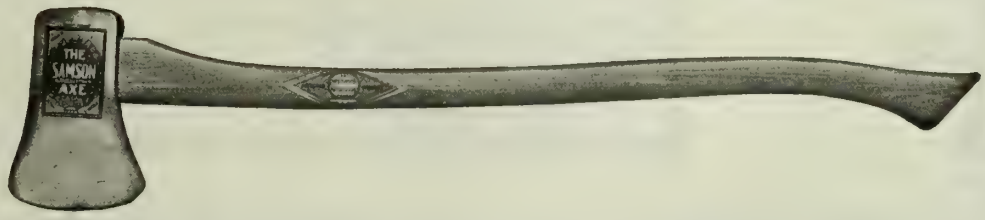
---

H. S. HOWLAND, SONS & CO.

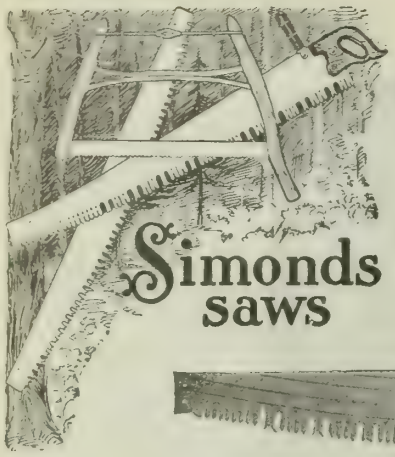
Limited

WHOLESALE HARDWARE

TORONTO

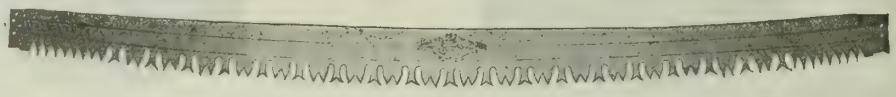


If interested, tear out this page and keep with letters to be answered.



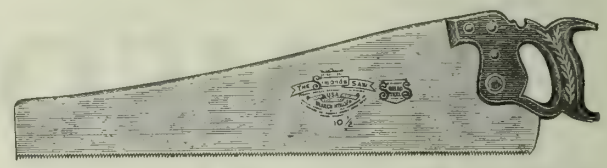
The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

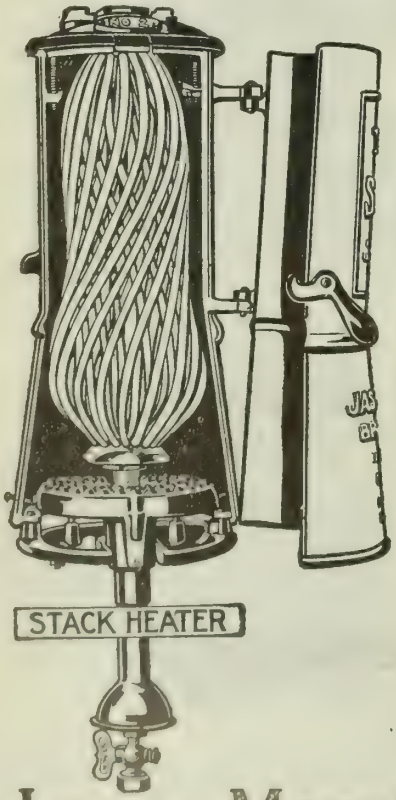


No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

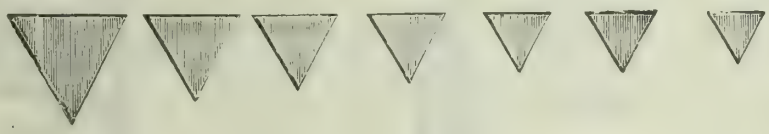
James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

M.R.M. PUTTY

Made from the best materials obtainable—by our own special methods of grinding.

Packed in tins, irons, barrels or kegs.



Zinc Glaziers' Points

Put up in half-pound papers.
Prices on request.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested, tear out this page and keep with letters to be answered.

The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

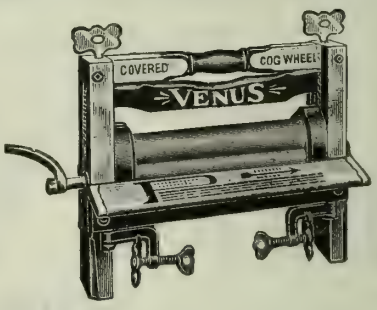
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL LIMITED

HAMILTON - - CANADA

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

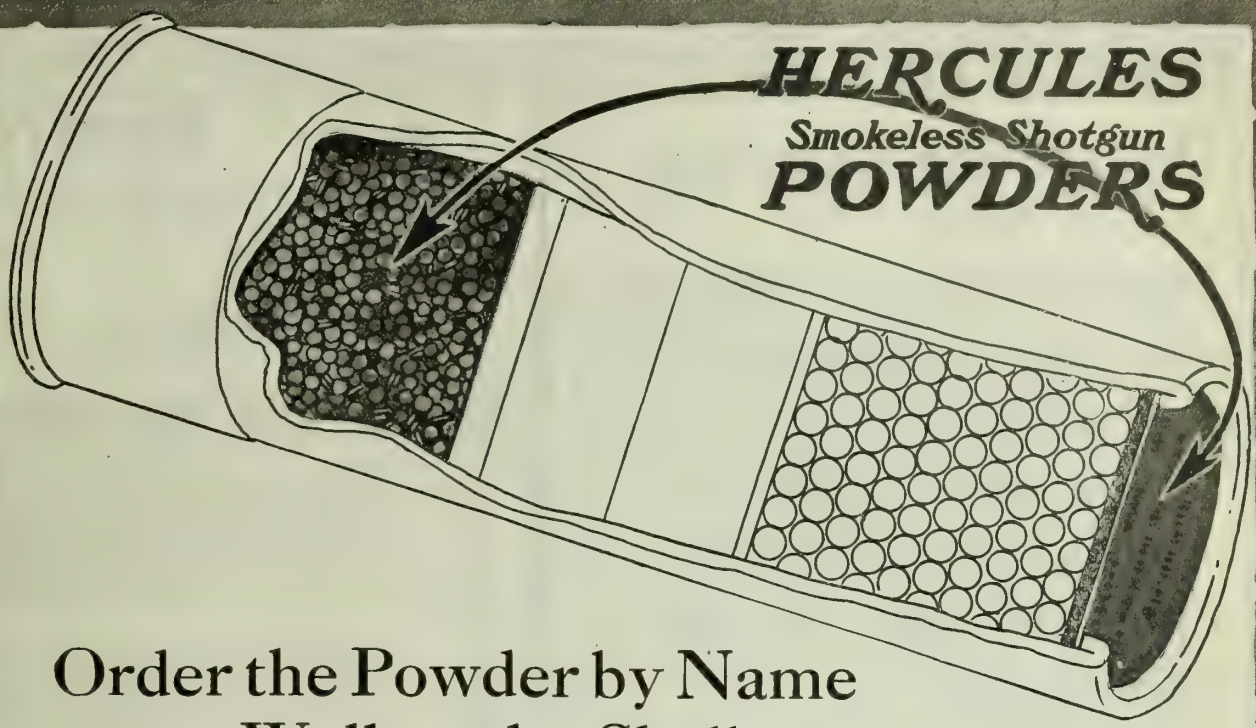
Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

Liberal dealer offer.

Sample twenty-five cents prepaid.

CHAS. CURTIS COMPANY

McARTHUR BLDG., WINNIPEG



Order the Powder by Name as Well as the Shell

IF you will give the matter a moment's thought you will agree that the powder contained in the shotgun shells you sell is a factor of prime importance to your customers.

This being so it is a matter of ordinary good business when ordering loaded shotgun shells to specify that they be loaded with a powder with which your customers are familiar—a powder which you can freely recommend.

You get such a powder when you specify Infallible—the Hercules Smokeless Shotgun Powder.

Undoubtedly the names of the shells you carry in stock are given in the list at the right. You can obtain Hercules Powders in those shells by specifying it when you order.

As you know, on the cover of the box in which the shells are sold is printed the name of the powder with which the shell is loaded. Look for this name when buying. See that it is Infallible. You will create satisfied customers by so doing.

If you are not familiar with the advertising service which we give to retailers of shells and ammunition it will pay you to drop us a postal asking about it.

Infallible Smokeless Shotgun Powder can be obtained in all of the following makes of shotgun shells.

DOMINION
PETERS
REMINGTON
SELBY
U. S.
WESTERN
WINCHESTER

HERCULES POWDER CO.
7 West 10th Street
Wilmington Delaware

If interested, tear out this page and keep with letters to be answered.

FIVE FACTS ABOUT FAMOUS FIVE FILES

They are made from High Carbon Steel.

The heat treatment of each file is scientifically determined.

The grinding is done by machinery, which insures a perfect surface for cutting.

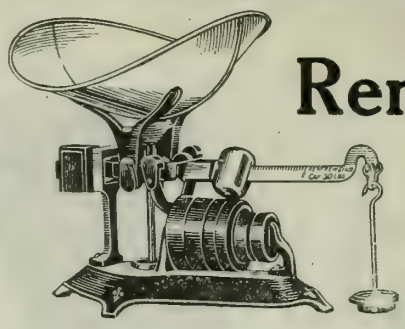
The teeth are mathematically accurate, insuring a sharp, even cut.

They are recognized as standard tools by mechanics everywhere.

Be on the safe side, therefore, and specify "Famous Five" Files when ordering.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

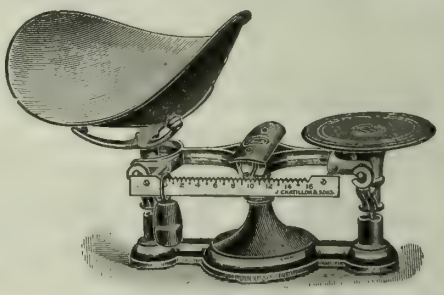
Head Office and Works, Renfrew, Ont.

A Timely Suggestion

Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835.

If interested, tear out this page and keep with letters to be answered.

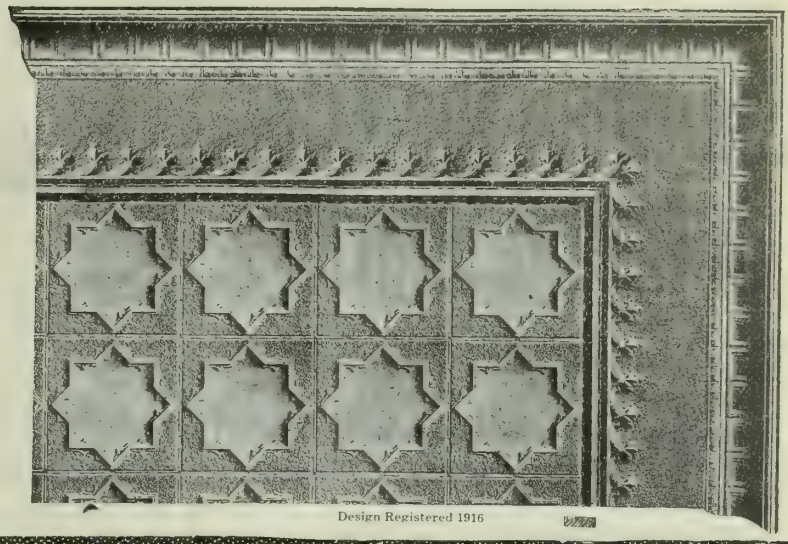
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions — To-day.



The Metallic Roofing Co., Limited

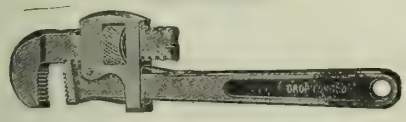
TORONTO MANUFACTURERS WINNIPEG

WRENCHES AND PLIERS

FOR IMMEDIATE DELIVERY

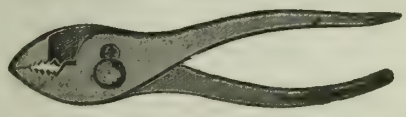
Stilson Pattern Wrench

Iron Handle



8-inch, $1.00 each; 10-inch, $1.12½ each; 14-inch, $1.60 each; 18-inch, $2.40 each. Less 5% in dozen lots.

Black Combination Plier

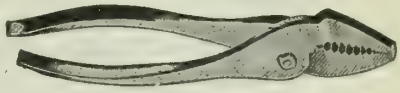


$2.25 per dozen net.

These goods carry the guarantee that they will prove entirely satisfactory. We will be glad to replace any proving otherwise.

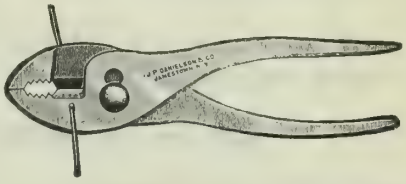
The difficulty of procuring articles of this nature at the present time renders this an opportunity which no live hardwareman can afford to miss.

Nickel-Plated Thin Bent Nose Plier



6" $5.50 per dozen net.

Nickel-Plated Side-Cutting Plier



6" $6.50 per dozen, net.

We also carry genuine Stilson Wrenches, Iron and Wood Handles, 6 in. to 24 in.

LYONS & MARKS - 38 Yonge Street - TORONTO

If interested, tear out this page and keep with letters to be answered.

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

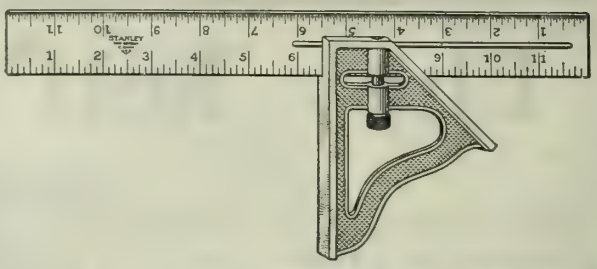
Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Stanley Tools



Stanley Adjustable Try and Mitre Square No. 21

The Blade is adjustable, and as it can be reversed, provides any size of try or mitre square within the capacity of the tool. In reversing, it is not necessary to remove the blade from the handle, consequently the tool is always assembled and ready for use.

The Edges of the Blade are machined, graduated in 8ths, 16ths and 32nds of inches, and the tool is square inside and out.

Both Handle and Blade are nickel-plated. Made in three sizes—6—9—12-inch blades.

Send for special circular.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Belleville" Hardware
Makes Business Grow

A high reputation for service, general reliability and attractive appearance makes the "Belleville" hardware products easy sellers.

Hospitals, banks, government buildings, apartment houses, office buildings and residences of all kinds throughout Canada are equipped with "Belleville" Hardware.

Sell "Belleville" Products and you are assured of pleasing your customers and making good profits.

Belleville Hardware & Lock Mfg. Co.
LIMITED
Belleville - Ontario

If interested, tear out this page and keep with letters to be answered.

A Westclox Alarm

A Trade Symbol

THIS is the first of several messages to dealers who share our interest in alarm clocks. These messages will concern the Western Clock Company's trade symbol:—A Westclox Alarm.

They will recite what this trade symbol means to the dealer; what it means to the consumer; what it means to us.

They will tell how it first represented the modest output of the American clock industry's youngest producer. And how that producer grew, until today this maker leads the entire world in the manufacture of alarm clocks.

They will present the various intrinsic advantages possessed by alarm clocks bearing this symbol.

They will tell how this symbol has come to be a universal identification of alarm clock quality through a remarkably complete and comprehensive line of products.

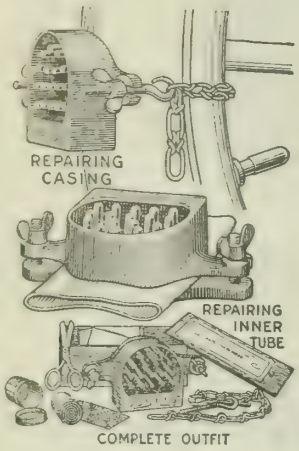
They will form a series of messages of intimate interest to every dealer in alarm clocks because they will discuss a trade symbol which in the last years has become inseparably linked with the substantial and successful clock dealer in every American community.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

If interested, tear out this page and keep with letters to be answered.

ADAMSON Vulcanizers



MODEL "U"

For Tubes and Casings

The tire is repaired without deflating or removing it from the car.

Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

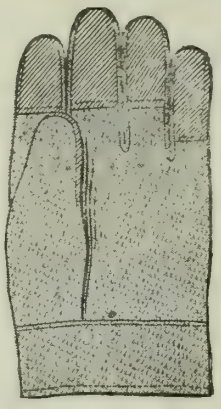
Model "U" Mailing Weight 4 lbs. **$3.50**

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

TAPATCO
REGISTERED TRADE MARK BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.
CHATHAM, ONTARIO

Cane's Wash Boards

Best for the money

Our complete line of washboards enables you to give each customer just the washboard they favor.

DIAMOND KING—Glass rubbing plate.
IMPROVED GLOBE—Zinc rubbing plate.
IMPROVED GLOBE—Tin rubbing plate.
ORIGINAL GLOBE—Extra heavy back, zinc rubbing plate.
ORIGINAL GLOBE—Extra heavy back, tin rubbing plate.
WESTERN KING—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

The All Canadian Washboard—an all wood, all service, long life, best-for-the-money washboard.

Get this profitable line from your jobber, also our complete line of Pails, Tubs, Clothes Pins and other Woodenware.

The WM. CANE & SONS COMPANY, Ltd.
Manufacturers
NEWMARKET ONTARIO

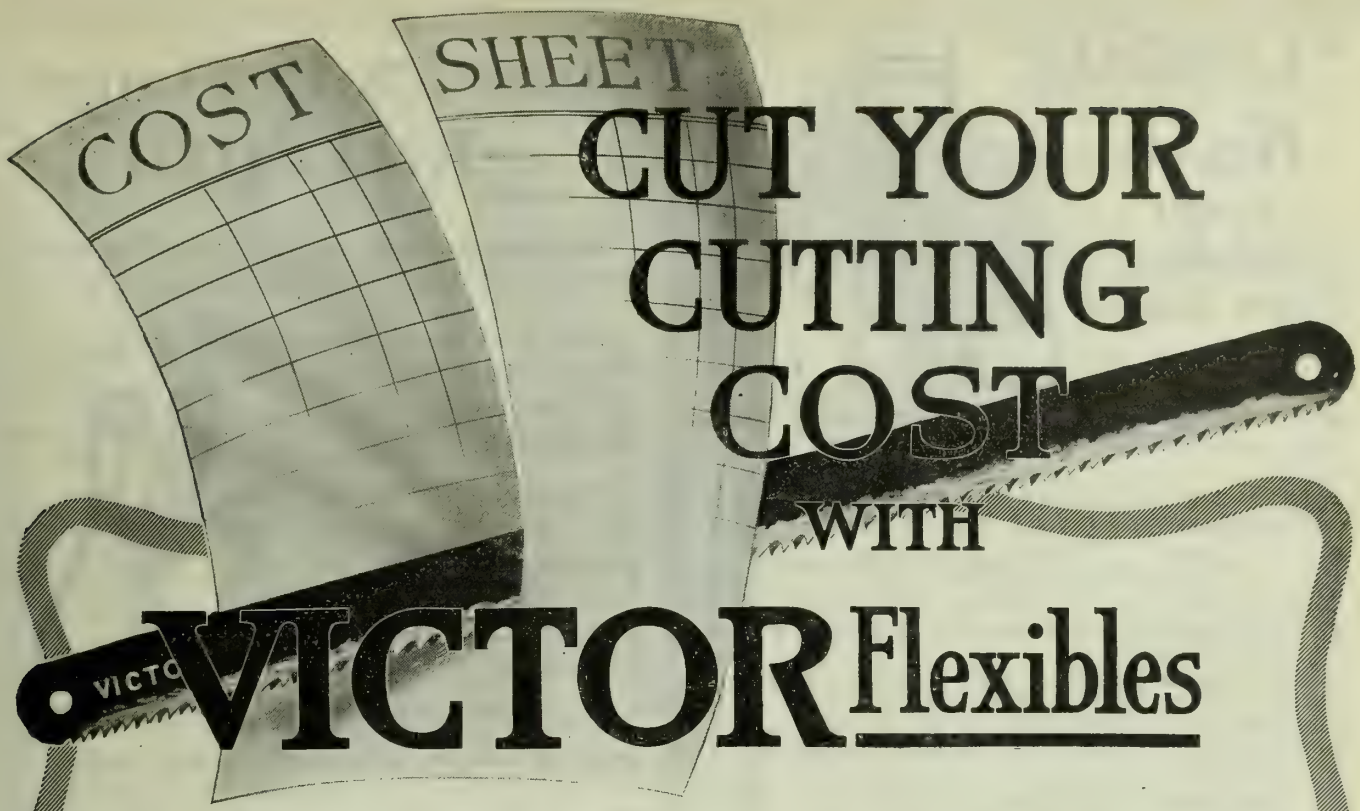
ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA



CUT YOUR CUTTING COST WITH VICTOR Flexibles

The high cost of tools should emphasize more than ever the importance of quality.

The high cost of hack saw blades ought to drive every hand blade user over to the saw that does not break in ordinary hand work.

VICTOR FLEXIBLE HACK SAW BLADES have exactly the same cutting power as the finest All-Hard on the market, and that they cannot be broken in use except by intentional abuse is an undisputable fact—which will represent a saving from twenty-five percent to thirty-three and one-third percent in breakage alone.

Seventy-five percent of the All-Hard blades used in hand frames break before they are worn out. Watch the All-Hard blades in your own shop and see the enormous amount of breakage—then use VICTOR FLEXIBLES and note the economy.

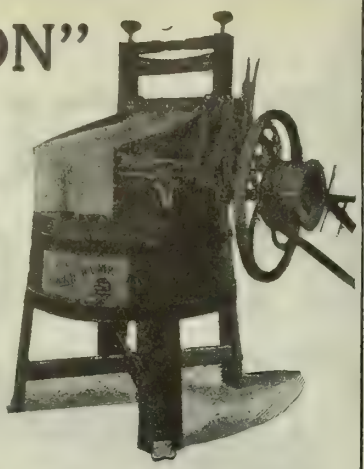
VICTOR SAW WORKS LTD - HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.
London, Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

P H

TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

The only ALL CANADIAN FILE

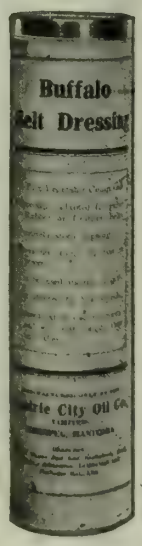
Port Hope File Mfg. Co., Limited
Port Hope, Ont.

ASK YOUR JOBBER

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

The Barreller and the Test Tube

Stand by and watch the barreller filling the nicely painted and labelled barrels for a consignment. You may ask why he is taking a test tube of oil from each barrel—the oil is all coming from the same tap, yet every barrel is sampled.

This is only one little part of the Livingston system which positively protects the manufacturer, the jobber and the consumer of Livingston oil.

When you order Livingston oil from your jobber; when you specify Livingston oil in the manufacture of your paints, varnishes, etc., you are sure of one thing—you'll get your entire consignment—as per sample ordered from.

Manufacturers:—

Protect your 1918 business by using the oil which you know to be right. We solicit your special formula business.

The Dominion Linseed Oil Co., Limited

Baden Toronto Montreal

If interested, tear out this page and keep with letters to be answered.

The Imperative Call

THE whole world calls for greater production on the farm. It is imperative that farm production be increased during the next year. The farmer is willing to produce more, and wants all the assistance and suggestions which are feasible along this line.

The time to organize next year's production campaign is now. THE FARMER'S MAGAZINE therefore is getting out in conjunction with its September issue an *Autumn Planning Number.* Its purpose is to assist the farmer to plan and organize next year's farm work now, to lay out his work for the next twelve months and work along a definite plan.

The Autumn Planning Number will contain as far as is possible for any one number to contain a program of a year's work on the ordinary farm. It will contain a tremendous number of ideas and suggestions which will help the farmer to secure better results. The whole number will be kept and referred to many times during the coming year.

The Autumn Planning Number will be directed editorially to give the farmer assistance in planning and organizing his work for next year, so as to increase production.

The Departments of Agriculture for the various provinces as well as the Department of Agriculture for the Dominion, are also working along this line. In other words, the farm press and the Department of Agriculture are spending a tremendous amount of time and energy in helping the farmers in this greater production campaign.

The manufacturers of farm machinery, equipment, etc., have an important part to play in this educational campaign. They should tell the farmer how their own special equipment will assist the farmer to produce more. They should not leave it to the farm press or to the Agricultural Departments of the Provincial Governments to do the entire education work. It is up to them to join in this campaign, as they are the ones who will stand to gain most by it.

When the soil is being so magnificently tilled for you, sow in it. Use the power that you can have for nothing to fortify the appeal of your own proposals.

The Autumn Planning Number of FARMER'S MAGAZINE is an envelope for your letter in reply to the communication on opposite side of this page.

Forms close August 24.

For full particulars Address

The Farmer's Magazine,
143-153 University Ave., Toronto.

If a farmer sent you this letter:

Busy Farm,
August 1st, 1917.

Dear Sirs:—

What have you got for me, good for me to know or have, for my Autumn and next year's work.

I've done pretty well this year. Crops have been good, prices are high, and I am doing my bit to help win the war. I want to do much more next year in the way of production. I want to do all in my power to respond to the call for more foodstuffs. Can you help me produce more?

Can you show me any way by which I can do my work faster, or easier, or cheaper, or with less help? Also, I am interested in improving my farm—by better fences, better buildings, better underdraining. Have you any suggestions to offer me?

My family are talking about our getting a motor car and a phonograph. Also about putting in some conveniences, such as a bathroom, a water system and electric light. Have you anything to say to us on these things?

I am going in more and more for pedigreed stock, for dairy purposes and for feeding for market, and am open to suggestions from you.

In closing, I may say that I am prepared to spend a tidy sum this Autumn, since I have the money, to make the farm and farm home a more attractive and livable place, and will welcome any suggestions or proposals from you. Please make them through the advertising columns of THE FARMER'S MAGAZINE, which I and my family read closely.

Then we can open up correspondence with you direct, and we'll do so with the hope and intention of doing business with you.

Yours truly,
JOHN RURALIST.

Would you read it and answer it in

The Farmer's Magazine?

Ask Us For

Wrapping Papers

10,000 Rolls and Reams

and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

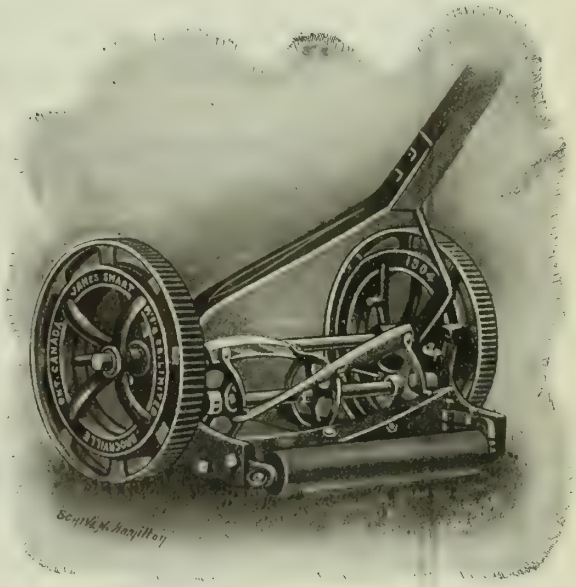
Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

Brockville Lawn Mowers

TWO OF OUR MANY STYLES

Style K – 3, 4 or 5 blades



Style C—4 or 5 blades

Now is the time to book your orders for 1918

WRITE FOR PRICES

CANADA FOUNDRIES & FORGINGS, Ltd.

James Smart Manufacturing Company, Plant

BROCKVILLE, Ont. WINNIPEG, Man.

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Making Good

Whatever the need for rubber may be, your selection of that need from the Dominion Rubber System products is a sure guarantee for the quality of the article you purchase.

Dominion Rubber System products are made for service. That is our *first* consideration. That is why they "make good" under the severest tests.

For service, value and economy, Dominion Rubber System products will easily be your *best buy.*

Write our nearest branch for prices of the rubber needs you require.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

If interested, tear out this page and keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, AUGUST 18, 1917 No. 33

CONTENTS

In Russia Through the Revolution 25-6-7

Salesmanship From a New Viewpoint 28-29-30

List of Fall Fair Dates 31

Question for Mr. Hanna 32

Will Steel Prices Decline? 33

A Town That Has Caught the Community Spirit 34

How we Get and Keep Business 34

Salesmanship—The Personal Element 35-6

Co-operative Delivery at Goderich 36

New Hardware Goods 37

Events in the Trade 38-39

What Other Papers Say 40

The Markets at a Glance 41

Weekly Market Reports 41-47

Weekly Paint Department 48

Weekly Paint Markets 50-2

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Garry 2313.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

FOR the garage, swinging doors are most popular because they close weather-tight, do not warp or bind, cannot get out of order, and they are easy to operate.

Especially are these advantages present when the doors are equipped with

Stanley Garage Hardware

No inside operating space is necessary when doors are swung out on Stanley Garage Hinges, and the doors **always** swing smoothly and without trouble. There is no sagging after a season's use or after **several seasons'** hard service. Stanley Garage Hardware is especially made for garage use. It is in demand wherever garages are built.

Write to-day for The Stanley Garage Hardware catalog. It describes Stanley Garage Door Holders, Latches, Bolts, etc. These are fast, profitable sellers.

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, AUGUST 18, 1917 No. 33

In Russia Through the Revolution

By JAS. A. HOSSACK,

Sales Manager, Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

EDITOR'S NOTE—Before leaving for Russia in March, Mr. Hossack, at the request of the editor of Hardware and Metal, consented to write an article for this paper upon his return to Canada, giving his experiences in Russia and describing conditions as he found them. Mr. Hossack found that the Russian business men had learned to know Canada through the work of Canada's troops at the front. He also found that the goods made by his firm were favorably known in many places. The trip was more successful than had been anticipated, and resulted in the establishment in Russia of a branch agency of the Company. The first instalment of the article appears in this issue. It will be followed next week by an article bearing more directly upon business conditions in Russia and the future outlook for Canadian firms. Mr. Hossack expects to return to Russia when conditions become more normal.

MY trip to Russia was planned long before there was any thought of a revolution in that autocracy-ridden country. Only the vaguest hints of internal troubles in the land of the Czar had reached the outside world. The reason for the trip was that our company felt there was a tremendous opportunity for trade with this new ally of the British Empire, a fact that many direct inquiries and orders from Russia confirmed. The unexpected outbreak of the revolution did not interfere with the plan, and on April 12 I sailed from Vancouver on the Empress of Russia.

We called at several points in Japan, and I had the opportunity of seeing Yokohama, Tokio and Kobe. My stay there was too brief to enable me to form any very accurate impressions of Japan, but I was very much struck with one feature—the strenuous activity of the shipyards. Japan has gone into shipbuilding with an energy that is amazing. That the control of the Pacific is within the grasp of Nippon is no rash prediction. Japanese shipping will dominate the trading in the Pacific if the way in which they are taking hold now is persisted in.

In other lines of manufacture I think that the advance of Japan has been over-estimated. The Japs are extremely clever in the production of goods which entail fine hand work, but I am not convinced that they are likely to bid very strongly for world trade in other lines. However, as I say, my stay was too brief to enable me to form any very definite opinions, and I do not feel justified in saying much about conditions in Japan.

Photo of Jas. A. Hossack, bearing certification of the Russian police. Note his name in Russian, "Xoccakz."

Russia—And Anarchy!

We sailed from Tsuruga for Vladivostock. Ordinarily the trip would take 40 hours. We steered straight into the teeth of a typhoon, however, and had three days of pounding and tossing about. It was a terrible experience. Our boat was a small one of 1,800 tonnage, and it was tossed about on the wild seas like a cockle shell. I think most of the passengers were too frightened to be sick. At any rate, the first sight of land was welcomed by us with all the fervor that Columbus must have felt when he sighted America.

We landed at Vladivostock on May 1 and found ourselves plunged into what was nothing more nor less than anarchy. The city was literally turned upside down. It was, in the first place, crowded with soldiers, some of whom had come back all the way from the front. It was not so much that they were tired of fighting. It did not take long to discover that there was plenty of fight left in the Russian people. Rather they had come back to share in the division of spoils. When the electrifying news spread through Russia that the Czar had been deposed, and that with him all authority had been swept into the discard, the impression became general that the first tangible proof of freedom would be found in the division of the land among the liberated people. Every Russian has a hungry longing for land. It is his great ambition, because Russia is, above everything else, an agricultural country. This idea of a nation-wide division of land reached the trenches and, needless to state, the soldiers felt that they wanted to be "in" on any division of spoils. Three million or so moved out of the trenches and went back home for their share. As I have

said, large numbers had actually arrived back in Vladivostock when our vessel docked.

A City in Turmoil

Our first day in Russia was a remarkable one in many ways. A labor demonstration was on and everything else had been stopped. Everyone was in the streets, cheering, shouting, singing the "Marseillaise." The hotels were closed. We couldn't get a room or a bite to eat. We were jostled around by the crowds. Finally one of the passengers, who knew the Danish Consul, took me to that official's residence, and there we had a very satisfying meal.

It had not been my intention to stay in Vladivostock, but I had not reckoned with the authorities. In the first place, the Customs officers went over my effects very closely. I had packed my samples in a steamer trunk. After careful consideration, the officials decided that the samples, being of a purely commercial nature, could be brought in, but they were not positive that the trunk could not. It was bound with leather and sported brass clips and consequently it was a "luxury." They were quite emphatic about that.

"All right," I said, "I'll give you the trunk. All I'm interested in is the samples."

"But you don't understand," they explained, politely; the Russians are always polite, even the officials. "The contents and the trunk cannot be separated. If the trunk cannot come in, neither can the contents."

I argued the point with them, and found that their politeness persisted and was only exceeded by their obstinacy. Officials are the same, I think, the world over. You never know what stand they are going to take or what they are likely to do next. During the course of my trip I learned to respect the authority of officials, which they are likely to use unexpectedly.

However, I succeeded in getting the most important of my samples through.

In this I was very fortunate. Another commercial man who had come over on the same boat, and who had twenty-nine trunks of samples, was not allowed to bring in anything! He debated seriously the idea of turning right around and going back, but finally decided to go through to Petrograd anyway. He had eight or ten pieces of personal baggage, and these were finally allowed in.

Stranded in Vladivostock

My troubles were not over by any means, however. I had expected to take the first Trans-Siberian express, which leaves weekly. It was almost impossible to reach the station. I judged there were fully one thousand people waiting to get on that train, the maximum capacity of which could not have exceeded three hundred. I wedged in and made my way to where the railroad officials, under the supervision of an army officer, were weighing the baggage; for, of course, all baggage is paid for. When the trunk with my samples was put on the scales, the weight must have seemed unusual, for the officer stepped up to investigate. The trunk was opened and my samples revealed. The officer waved the trunk off. The samples could not go.

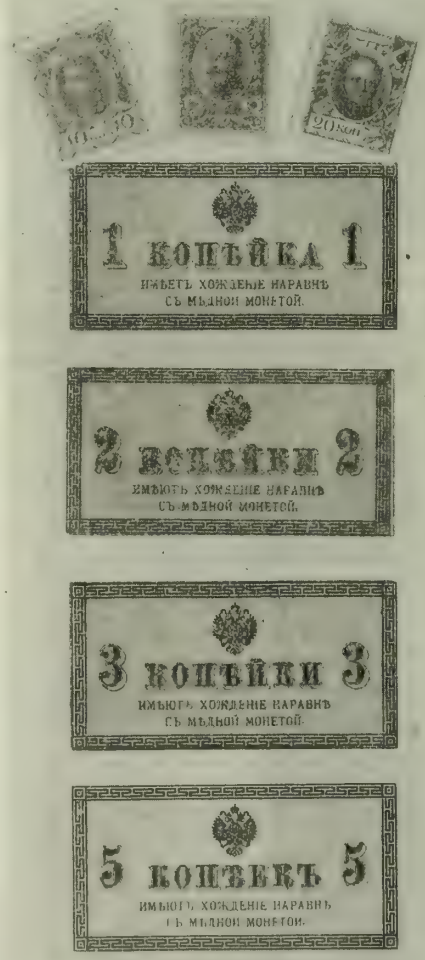
It was no use arguing with him. His authority was absolute and his decision irrevocable. The trunk could not go. Needless to state, I missed the train—and the next did not leave for a week!

My friend of the twenty-nine rejected trunks had also missed the train I found. We put in much of the intervening time together, and I decided to avail myself of his very extensive supply of personal effects. I discarded my sample trunk and packed the most important of my samples through my own personal belongings and also through his.

A Freight Dumping Ground

We were eleven days in Vladivostock, and it was like living in a huge freight yard. The city has become literally packed to the skies with freight that cannot be moved. More merchandize has been coming off the boats than the Trans-Siberian can carry, and the stuff has spread all over the place. Every vacant lot is piled high with goods. The piles are like miniature pyramids. Some of the merchandise is covered with canvas, but the most of it is exposed freely to the elements. A great deal of this material is munitions, but the bulk I imagine must be commercial, for, of course, the war supplies get the right of way. One item in the tie-up was a train-load of condensed milk. There are 540,000 tons of freight cluttering up the streets and vacant spaces of Vladivostock.

We were told that, with the present facilities, it would take five years to overcome the congestion!



Three top illustrations are Russian postage stamps printed on heavy paper, without mucilege on the back. These are being used in Russia in place of silver coins.

The four lower illustrations are actual reproductions of 1-2-3-5 Kopeek bills, which are being used in place of copper coins. The originals measure 1¾ x 3 inches. At normal exchange the Kopeek is worth apprximately ½ cent.

Across Siberia

We made the next train safely enough. In times of peace the Trans-Siberian is a very fine railroad indeed. It is a broad gauge road and the cars are large and comfortable, and the service adequate in every way. As it is a long trip across the continent, the trains are equipped with baths, barber shops, and all the necessities of civilization. The conditions created by the war have, however, cramped the service to some extent. We had no particular reason to complain on that score.

The train was terribly crowded. After the last possible passenger had been stowed away, soldiers started to come aboard. They were on their way back to the front. They had found that there was no division of land under way, and that no work or money seemed forthcoming, and consequently they were beginning to realize that the best thing they could do was to rejoin the colors. So they were going back.

They crowded on the train, of course, without ticket. At every stop more piled on. Before long they were in the aisles, on the platform, in the baggage cars. They rode on the bumpers. Some even climbed up on top of the cars. They were very orderly and patient, and polite. No attempts were made to interfere with the passengers or raid the food supplies. How they managed to subsist I never knew, although I supposed that they got food at the stations where the train stopped. They slept where they sat—in the aisles, on the platforms, anywhere. How the men on the roofs and the bumpers slept I have no idea.

Siberia—Land of Promise

I was astonished with what I saw of Siberia. The outside world has an entirely erroneous idea of this country. Siberia is not merely a snow-bound waste, fit only for exile camps. It is a country of tremendous possibilities, with absolutely unlimited resources. It reminded me very much of our own northwest.

The development of Siberia is following very closely along the lines of development in our own West. Towns of considerable size are springing up all along the railroad. Some of them have populations already of 25,000 to 30,000, and resemble Western Canadian towns in many ways. The one business of Siberia, so far as I could see, is wheat-growing. The towns are situated in the centres of the best wheat-growing

areas. The wheat raised is, I understand, high grade. The world will never go hungry with those huge Siberian stretches waiting to be tilled. There can be no doubt that the climate is severe in the extreme; but is it not a fact that the farther north we go in Canada the better is the quality of wheat produced?

And then figure what will happen when those endless forests are cut and the mineral stores are opened up for the uses of world industry! Mark this down: Siberia has a wonderful future.

It has one very great advantage. It is drained by enormous rivers, emptying into the Arctic Ocean. The Ob and the Yenski are long and navigable rivers that will be great factors some day in the opening up of this country.

Getting the Samples In

Now to go back a piece. I must tell how I managed to get my samples through. As I explained earlier, I took the most important of my samples and carefully distributed them through my own baggage and that of my travelling companion. I don't think he knew this was a rather dangeroust venture. I did.

The route of the Trans-Siberian cuts through the north-eastern corner of Manchuria. This meant that our baggage would be examined both when we entered China and then when we struck across the Manchurian border again into Siberia. There was a double chance of being caught.

Had the officials found the samples they would have confiscated the baggage. Our lot in that case would not have been a happy one.

I indulged in considerable speculation on the score of what might happen to us. I was frankly worried. My companion, luckily for him, knew nothing about it, and enjoyed the early stages of the trip much more than I did. Where ignorance is bliss, 'tis folly to be wise.

We passed over the Chinese border at night. I wakened up in the morning to find that we had safely negotiated that end of it. We passed the Manchurian border at night also, and once again the luck was with us. Our trunks were passed. When I told my companion how dangerous the experiment had been he was thunderstruck. In fact, for a time he was completely unnerved.

Our journey took eleven days in all, and on May 21 we arrived at Petrograd. Conditions there we found to be worse even than what we had found at Vladivostock.

I had intended to visit all the more important cities of Russia—Moscow, Odessa, Niji-Novgorod. As it turned out, I was unable to visit any of them. Getting out of Petrograd was much harder than getting in.

Our First Day in Petrograd.

There are eighteen million soldiers in Russia—so I was told—and, as Petrograd is the centre of everything, you can well imagine that it is crammed to overflowing with them. And remember this: At the time I was in the Russian capital, there was no authority of any kind over the soldier. He did not have to obey his officers. He was FREE. He left the trenches when he liked and went back when it suited him. Imagine what Petrograd was like with several thousand soldiers around the streets enjoying this brand of freedom.

The first day we arrived, it was almost impossible to get quarters at any of the hotels. They were crowded to the roof-tops. Finally we got rooms in one of the smaller hotels and later we were able to get accommodation at the Hotel de l' Europe, one of the finest in Petrograd. The day we moved happened to be an unlucky one: The help had gone on strike. There wasn't an employee around the place. We had to make our own beds and rummage for our own food. For breakfast we went down to the kitchens and found them empty except for a decrepit old crone who offered to cook anything for us that we could secure. We finally got some eggs and she boiled them for us; for which we paid a fabulous sum. This hotel, remember, was perhaps twice as big as the King Edward at Toronto, and it was filled with guests. What the rest of the guests did for their meals I don't know.

This, we found, was a regular occurrence. The cost of living was going up so fast that every now and then the help at the hotels would have a strike in order to get enough money to live on.

A City Without Authority.

There was absolutely no authority in Petrograd, probably not in all Russia. The police had been wiped out as an organization. In their stead a sort of militia force had been instituted, consisting for the most part of young revolutionists. They were, I believe, mostly students. There were very few of them, however, and they were never in evidence.

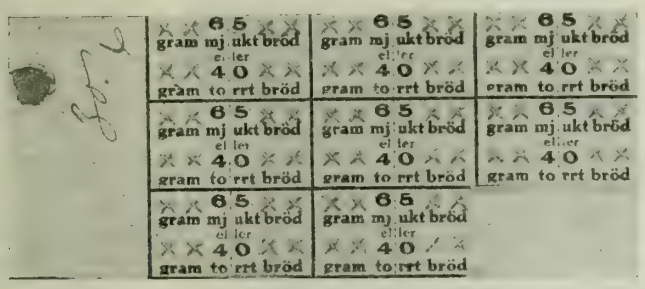
All the jails, courthouses and asylums had been torn down or burned by this time.

That freedom had developed into license, and then into anarchy was rather forcibly shown in the case of the cabmen. It seemed to me that half of the population of Petrograd are drivers of "droshkies." There used to be very rigid traffic rules and a set tariff. We found the drivers were charging whatever they felt like. If you did not make a bargain before getting in, they would probably demand one hundred roubles and you would have to pay. They disregarded traffic laws and seemed to take a great delight in driving hell-for-leather on the wrong side of the road. Why shouldn't they drive where they liked; weren't they free?

There was certainly plenty of freedom in the streets of Petrograd. Soldiers no longer saluted their officers.

There were riots every day, but no one paid much attention to them. They

Continued on Page 47.



Bread ticket from the Grand Hotel, Stockholm, Sweden.

WATCH FOR THE NEXT ISSUE

NEXT week's issue will be the big annual fall number of HARDWARE AND METAL. It will contain a vast amount of information, and an endless number of practical suggestions which should prove interesting and valuable to the retail hardware trade. Plans are outlined for developing fall trade. The ideas are those of other practical hardwaremen. They are not based on theory. The plans have been tried out and are known to be sound. The advertising pages will also supply a wealth of information to hardware buyers. An endless array of hardware products will be featured by reputable manufacturers and wholesalers. The number will be one of the best and biggest numbers we have ever turned out, and will be consulted by the retail hardwaremen, on many occasions during the fall and winter months.

Salesmanship from a New Viewpoint

Day of "One Man Business" Gone

EDITOR'S NOTE—At the recent convention of the Sales Organization of the Steel Company of Canada, Hamilton, Canada, an address was delivered by George A. Simpson, General Sales Manager of the Company. Mr. Simpson in his address dealt with salesmanship from a new angle. Incidentally he referred in a most interesting manner to the probable changes which will take place at the end of the war. We are reprinting the address because we believe it will prove of real practical value to all branches of the trade in Canada. An article on Salesmanship, by Mr. Simpson, which appeared in a previous issue of HARDWARE AND METAL, was widely and favorably commented upon.

ON previous occasions when it has been my privilege to address you, the conditions confronting us were not such as they are at present. We have been and are passing through a period, the like of which does not appear in history and through this abnormal condition, a prosperity that is, in my judgment, spotted, has sprung up all over the North American Continent and it will come to a temporary end directly the war terminates; in fact, I anticipate a decided change the moment there is any definite indication of peace.

The abnormal conditions produced by the war have created abnormal conditions in every line of industry and, in consequence, the producers of all kinds of material, especially iron and steel products, have increased their output to an enormous and alarming extent. This does not only apply to Canada, but also to the United States. Every blast furnace on the continent to-day is practically in operation and to take care of the increased tonnage of finished product that this abnormal condition demands, our producing capacity has been largely increased, consequently, when conditions again assume their proper shape we will be confronted with a competitive condition such as the world has never seen before, and this condition will, in a sense, bring into effect the law of the survival of the fittest. Competition, in my judgment, will be fierce, and, in consequence, the burden will fall on the shoulders of the salesmen.

Day of "One Man Business" Gone.

After the war the business that expects to succeed will have to be safeguarded by active, alert, attentive, vigilant men—men of big vision, men who realize that while there can be only one Captain of the Ship, there is captain-material in the crew and as such they must be recognized. The order of the day will be—systematic organization so adjusted as to permit of aggressive, intensified action, all moving in harmony with a determined purpose toward a definite end. The day of the "One Man Business" is gone, just as sure as the day of intoxicated salesmen has passed into the discard. Business to-day is too big for any one man to personally direct and where any man aspires to be "IT" in an organization, that business will only expand or succeed to the extent of his vision and, in consequence, if he persists, the progress will be arrested in proportion to his ability to direct. The expansion and growth of the business will be retarded. The burden of successful business must fall on many shoulders, and salesmen, worthy of the name, will be recognized and in great demand.

Selling Our Product An Essential

It will not be a question of production, as it has been during the past two years; it will be a question of selling the production we are able to produce, and this, in my judgment, is going to be a very serious problem. Every producer of iron and steel products all over this continent has increased his output to such an extent that the market will be flooded with material. To make this argument more specific, we need only refer to our own facilities, which, at the outbreak of the war, were such that we had a certain melting capacity of open hearth steel. This we have increased until to-day we have facilities to produce more than double the amount, and so all along the line, as a result of the terrific demand on our manufacturing facilities, our output has been speeded up to a greatly increased extent, in consequence of which we will have a very large volume of iron and steel products to sell.

George A. Simpson was born near Cheltenham, England. He attended school in Cardiff and Pontypool. At the age of thirteen, after the death of his parents in 1881, he went to sea. Returning to Pontypool he went to work in the puddling department of the Pontypool Iron & Tin Plate Company, and later was associated with the Pantag Steel Works in the machine shops and steel casting department. In 1886 he went to Pittsburgh, going direct to the Sligo Rolling Mills; later he became associated with the Black Diamond Steel Works, which is now a part of the Crucible Steel Company of America. For a number of years he represented The Struthers Furnace Company of Cleveland, with headquarters in Pittsburgh.

Mr. Simpson has been connected with the iron and steel industry in the Pittsburgh District for many years. He has devoted considerable thought and study to efficiency, organization, advertising and sales promotion. For some years previous to becoming associated with the Steel Company of Canada, he was connected with the Berger Interests of Canton, Ohio,, as their special representative.

Tuning Up the Sales Organization.

With this condition confronting us, the thought uppermost in my mind is, how we shall best prepare ourselves to successfully cope with it, and I have concluded that considerable work and preparation is necessary for each and every one of us. In past years we have heard a great deal about "getting the name on the dotted line," which, of course, as you all know, means the closing of a contract of sale. While this expression has been made in the spirit of enthusiasm—all of which I recognize is a determining factor in salesmanship, as there has been nothing of any consequence accomplished without enthusiasm—yet, nevertheless, the advice to get the name on the dotted line is merely an expression and an empty phrasing of words, unless it is accompanied with some common sense suggestion as to how to prepare ourselves to bring about this much desired objective. "Getting the name on the dotted line" is usually the final operation; in other words,—it is merely the approval with our signature of the transaction which has been concluded, and, in consequence, the importance does not lie in getting the name on the dotted line, as much as it does in the manner in which we conduct the transaction, as you will readily see from this argument that the name would never be put on the dotted line, unless the transaction had been conducted in a thorough manner and to a successful end. In other words, it should not be necessary for a salesman to urge or use any mysterious tactics or enthusiastic efforts to get the buyers' name on the dotted line; but, on the contrary, he should so present his argument and create in the mind of the buyer such an intense desire to purchase that which the salesman has to sell, that the buyer would really be more anxious to get his name on the dotted line than the salesman would be to have him put it there.

Buying and Selling Are Relative.

It seems to me that salesmen should fully appreciate the fact that it takes two to make a transaction, and that it is just as necessary for the buyer to

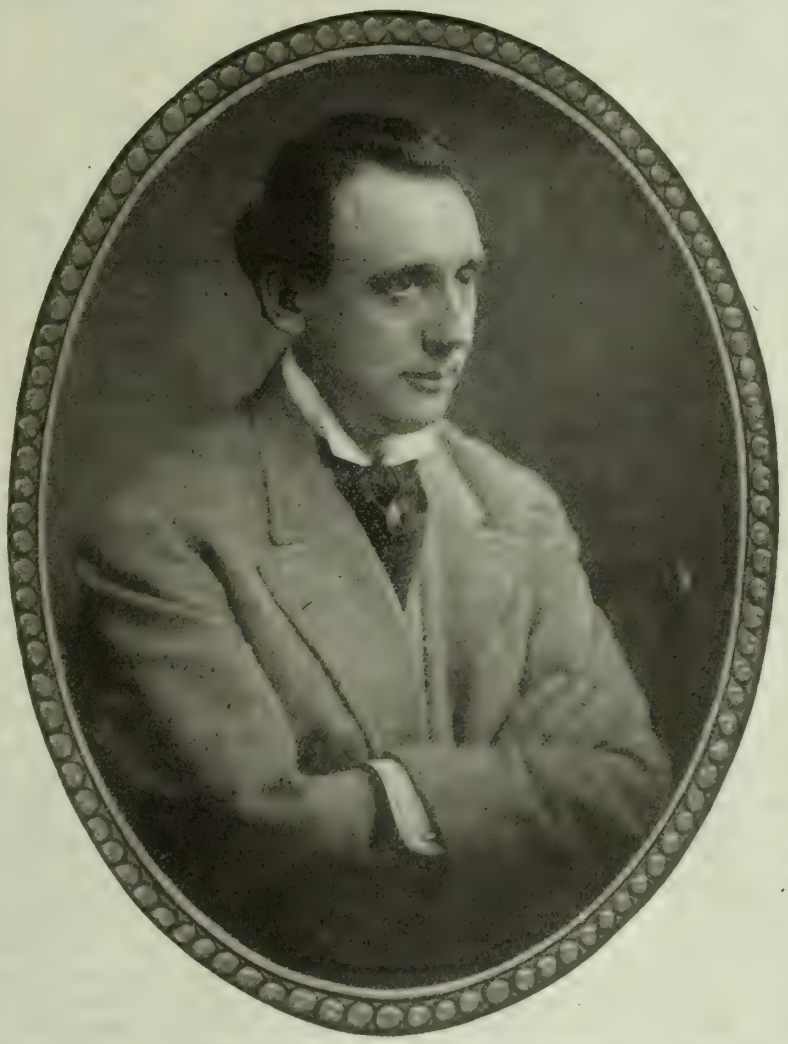
purchase the material the salesman has to sell, as it is for the salesman to sell it; in fact, he could not run his business without the material, consequently, isn't it reasonable to suppose that if you represent a high-class organization, who manufacture their products with the thought of quality uppermost in their mind and whose very foundations are built on quality and service, fully understanding and appreciating the definitions of these two words, a purchasing agent, representing a company who desires the best products that can be purchased, will want to have his name on the dotted line of that company's contract? It seems to me that it is the salesman's mission to so represent the company he works for, and so place before the buyer the articles he has to sell, as to create a desire on the part of the purchaser to want to do business with the company the salesman represents.

There are a number of manufacturing concerns in different parts of the world, who have brought their business up to this very desirable condition, and it is considered a badge of honor or compliment to the good standing of a company when they can state they buy from such a concern. The salesmen, who represent such a concern are imbued with the spirit of the organization of which they are a part, and, in consequence, they convey and impart that feeling to the man they are trying to interest, and in proportion to their sincerity of purpose and their belief in the statements they make do they impress and convince, and create in the mind of the buyer a desire to do business with them.

Commerce is no longer exploitation—it is human service; and no business concern or body of men can succeed or exist permanently whose efforts do not meet a human need and add to human happiness, as we succeed only through the good will and good wishes of the people we serve. "Quality" and "Service" to-day correspond with the word "Sterling" on silver—and "Happiness" is the true end and aim of life, the result of all that is truly right and sane; therefore, it is not to urge your getting the name on the dotted line, that I propose to touch on, but to try and put forward what, in my judgment, is necessary for a salesman to understand in order to carry the transaction to a successful issue.

Rendering Service to Salesmen

The subject of "Salesmanship" is one that has been discussed from all angles. We have heard a hundred different views from a hundred different people on the one subject, and I am free to admit that but very few of them analyze the subject to the point of rendering a service to the salesman who hears the discourse. In other words,—they deal with the subject in the abstract, rather than in the concrete. In my judgment, what a salesman ought to know and understand should be the underlying principles pertaining to salesmanship, that is, he should be familiar with the principles which would enable him to take care of all the preliminaries necessary to bringing the transaction up to the point of getting the name on the dotted line.



GEORGE A. SIMPSON

The question of selling is one that requires a great deal of thought and for any man to become proficient in this science, it is as necessary for him to study all the elements that enter into his success, as it is for a surgeon, doctor or lawyer, or any other professional man, to make a study of his profession before he becomes a recognized member.

I know of no calling in which it seems to be understood that any one without training may enter, other than the field of sales. It seems to be accepted in a general way, that the constituent parts of a salesman are, ability to talk—irrespective of whether he says anything — to dress well, carry a good-looking grip, and last, but not least, he is always expected to be loaded up and able to tell the latest joke and relate a funny story. This, of course, is looking at salesmanship from a ridiculous standpoint, but it is really the viewpoint from which it is seen by a great number of people.

We have also heard that salesmen are born; and "a born salesman" is a common expression. I am free to admit there are a number of salesmen who are born with certain faculties, essential to successful salesmanship, a little more pronounced, but that a man cannot be trained to become a good salesman—if he will give the right amount of study and desires to be successful in that line—is sheer nonsense. We may just as well say that all men who follow certain professions are born into those professions, or born with certain faculties especially fitted for those professions. In my judgment, this is wrong, and I maintain that any young man, endowed with common sense, fair personality, good health and the love of work fairly pronounced can, with the right amount of study, become a successful salesman. The truth, as always, lies between the two extremes. There is no salesman so born to his duties that he can dispense with a knowledge of the goods he sells, or so independent of experience that practice teaches him nothing he did not know. You should know what you want to do, then hold the thought firmly and do every day what should be done and every sunset will see you that much nearer to the goal. Now the question is: "What should

he study and how can he prepare himself?"

Personality in Salesmanship

Last year I embodied in my discourse the science of thought and the law of attraction, both of which I know are essential factors in the success of a salesman. I will now touch on another vital element, which we will call "Personality."

Personality cannot be explained; it cannot be photographed, neither can the painter or sculptor reproduce it, yet it is one of the most important factors in our success or failure in life. It is this indescribable quality, which some persons have in a remarkable degree, that holds an audience spell-bound and makes people applaud beyond the bounds of enthusiasm.—Charm of personality is a divine gift that will sway the strongest character.—We are unconsciously influenced by people who possess this magnetic power. Of course, that rare charm of manner, which captivates all who come within the sphere of its influence, and that strong personality which inclines all hearts toward its fortunate possessor, are largely natural gifts. We find, however, that the man who practises unselfishness, who is generously interested in the welfare of others, who feels it a privilege to do a fellow-creature a kindness—even though polished manners and a gracious presence may be conspicuous by their absence, will be an elevating influence wherever he goes. He will bring encouragement to, and uplift every life that touches his. He will be trusted by all who come in contact with him. This type of personality we may all cultivate if we will.

Success From Service

Personality is intangible; this mysterious something which we sometimes call "individuality" is often more powerful than ability that can be measured, or qualities that can be rated, and while it is, like poetry, music or art, a gift of nature, it can be acquired and cultivated to a very great extent. In this connection it is well to cultivate a mild, gentle and sympathetic voice and a sure way to cultivate it is to be mild, gentle and sympathetic yourself. The voice is the sounding board, the index of the soul. It is through the voice we give expression to our thought, therefore, fix your mind on the thought and the voice will follow; and if it is filled with truth, it will vibrate with sincerity, echo with sympathy and so convince your hearers that thoughts in their mind contrary to your own are impossible. It is the man who acts his thoughts and thinks little of the act, who succeeds. Because success is the most natural thing in the world, there is no secret to it.

The man who does not succeed fails because he has placed himself in opposition to the laws of the universe, which is progress. The pathway to success is in serving humanity. By no other means is it possible. Just live your life—work hard—and dont' complain. Mind your own business and give others a chance to mind theirs and you can depend upon it great men will appreciate you for this very thing; and while I am not sure that absolute, perfect justice comes to everybody in this world, I do know that a very good way to get a fair slice of justice is not to think of it, or to be too anxious about getting it. The great rewards gravitate to the man who fits himself to receive them. The man who does his work so well that he needs no supervision has already succeeded and the acknowledgement of his success is sure to follow. The work of the world must be done and civilization is simply a search for men who can do it.

Tact, Observation, Good Taste.

Tact is also a very important factor; next to a fine manner, perhaps the most important. One should know what to do and be able to do the right thing at the proper time. Observation, good judgment and common sense are indispensable to those trying to acquire the power of personality. Referring to observation, Herbert Spencer says: "An exhaustive observation is an element of all great success," therefore, there is no position in life where a trained eye and the faculty of observation cannot be made a great success asset. The efficient salesman is always growing; he is always accumulating knowledge of every kind. He does not merely look with his eyes—he sees with them; and he not only uses the optic nerve, but he uses his mind. He keeps his mind open to all that is new and helpful. Careless, indifferent observation does not go back of the eye. If the mind is not focussed, that which we see is not clear cut; we do not carry it with force and distinctness to the brain, and, therefore, we are not able to draw accurate conclusions. The faculty of observation is particularly susceptible of cultivation and is capable of becoming a mighty power and a big asset in the success of a salesman. No matter where you go, study the situation thoroughly; observe, and store your observation away in your mind — some day it will serve you well.

Good taste is also one of the elements of personal charm, as you cannot offend the tastes of others without hurting their sensibilities. The power to please is a tremendous asset. What can be more valuable than a personality which always attracts. It is not only valuable to a salesman, but to every one in every field of life. The ability to bring the best that is in you to the man you are trying to reach, to make a good impression at the first meeting, to approach a prospective customer as though you had known him for years—without offending his taste, without raising the least prejudice, but getting his attention and good will—is a great accomplishment. There is charm in personality from which it is hard to get away. It is difficult to snub the man who possesses it. There is something about him that arrests our prejudice and no matter how busy we may be, or how much we dislike to be interrupted, we rarely turn away a man with a pleasing personality. We must give much in order to get much; the more we radiate the more generous we are, and the more we fling ourselves out to others, the more we get back. The current will not set toward you until it goes out from you. The more generously you give, the more you get in return. In other words—as you pour out your personality, born of courtesy and kindness and the other character-forming virtues, so do you inspire respect and confidence, and invite from others a return of that which you give.

Courtesy and consideration in every walk in life is now the accepted rule. No strong man lowers himself by giving somebody a lift, no matter who that somebody is. It may be an ignorant foreigner, unversed in our ways and language; or it may be an old man or woman, a cripple or a child—it matters not—and no time is lost, for the more people you rightly direct and the more intelligence and consideration you rightly lend, the more valuable will be your life. Many men fail because they do not see the importance of being kind and courteous. Kindness, consideration and courtesy to everybody always pays; and besides, it is a pleasure to be kind. It increases our store of happiness. I have seen men lose important positions and their reputations—which are more important than position—through their lack of courtesy to men to whom they did not think it was worth while to be kind. Beauty of character, charm of manner, attractiveness and power of expression, blended with courtesy, consideration and kindness, will open the door to any proposition, and our sincerity of purpose will clear the path of its many obstructions.

Cultivating One's Better Self

Finally, the thought I wish to convey is, that no investment will give greater returns than cultivating your better self, and thereby developing that indefinable something called personality. There is nothing that pays so well as training our minds and thoughts along the lines of the beautiful and true. It matters not how well we understand the lines we have to sell; we may be experts pertaining to technique or detail in connection with iron and steel products, or any other articles of commerce for that matter, but if we are not in harmony with nature and nature's order of things, we cannot make the success of our lives that we otherwise would. Being in harmony with nature, brings us into harmony with all about us and above all it brings us into harmony with ourselves and when this is so, and the physical is subordinated and ruled by the mental, life becomes full and complete.

I fully realize I am painting an ideal picture, although not an impossible one, and while we may not rise to the height of this ideal, we can, by following it, at least go part of the way, and this part, no matter how small, will take the place of some discordant element, which would retard our success. Therefore, I recommend that you try to open your mind and heart to the wonderful influences of nature.

Ontario Fall Fair Dates

Dates of Fall Fairs in Ontario for the Convenience of Travellers and Others.

IN response to requests from manufacturers, wholesalers and travellers we are herewith reproducing a list of dates of Fall Fairs as held in Ontario cities and town for 1917. The list should be very convenient to travellers as well as others who might be inconvenienced by attempting to do business in such places on Fair day. The list is as follows:

Aberfoyle	Oct. 2
Abingdon	Oct. 12 and 13
Acton	Sept. 25 and 26
Ailsa Craig	Sept. 26 and 27
Alfred	Sept. 18
Alexandria	Sept. 11 and 12
Alliston	Oct. 4 and 5
Almonte	Sept. 17 to 19
Alvinston	Oct. 9 and 10
Amherstburg	Oct. 1 and 2
Ancaster	Sept. 18 and 19
Arden	Oct. 2
Arnprior	Sept. 17 to 19
Arthur	Oct. 9 and 10
Ashworth	Sept. 28
Atwood	Sept. 18 and 19
Avonmore	Sept. 18 and 19
Aylmer	Sept. 27 and 28
Ayton	Sept. 18 and 19
Bancroft	Oct. 4 and 5
Barrie	Sept. 17 to 19
Baysville	Oct. 4
Bayfield	Oct. 9 and 10
Beachburg	Oct. 3 to 5
Beamsville	Sept. 21 and 22
Beaverton	Sept. 24 to 26
Beeton	Oct. 9 and 10
Belleville	Sept. 3 and 4
Berwick	Sept. 20 and 21
Binbrook	Oct. 8 and 9
Blackstock	Sept. 25 and 26
Blenheim	Oct. 4 and 5
Blyth	Oct. 2 and 3
Bobcaygeon	Oct. 27 and 28
Bolton	Oct. 1 and 2
Bothwell's Corners	Sept. 20 and 21
Bowmanville	Sept. 18 and 19
Bradford	Oct. 16 and 17
Bracebridge	Sept. 20 and 21
Brampton	Sept. 21 and 22
Brigden	Oct. 1 and 2
Brighton	Sept. 13 and 14
Brinsley	Oct. 2
Brockville	Aug. 20 to 23
Bruce Mines	Sept. 26
Brussels	Oct. 4 and 5
Burk's Falls	Sept. 27 and 28
Burford	Oct. 2 and 3
Burlington	Thanksgiving Day
Caledon	Oct. 3 and 4
Caledonia	Oct. 11 and 12
Campbellford	Sept. 25 and 26
Carp	Oct. 3 and 4
Castleton	Oct. 2 and 3
Cayuga	Sept. 25 and 26
Centreville	Sept. 15
Charlton	Sept. 26 and 27
Chatham	Sept. 18 to 20
Chatsworth	Sept. 13 and 14
Chesley	Sept. 18 and 19
Clarence Creek	Sept. 20
Clarksburg	Sept. 18 and 19
Cobden	Sept. 25 and 26
Cobourg	Sept. 13 and 14
Cochrane	Sept. 27 and 28
Colborne	Sept. 11 and 12
Coldwater	Oct. 2 and 3
Collingwood	Sept. 19 to 21
Comber	Sept. 28 and 29
Cookstown	Oct. 2 and 3
Cooksville	Oct. 3
Cornwall	Sept. 6 to 8
Courtland	Oct. 4
Delta	Sept. 17 to 19
Demorestville	Sept. 29
Desboro	Sept. 20 and 21
Dorchester Station	Oct. 3
Drayton	Oct. 2 and 3
Dryden	Oct. 4 and 5
Dresden	Sept. 27 and 28
Drumbo	Sept. 25 and 26
Dunchurch	Sept. 28
Dundalk	Oct. 11 and 12
Dungannon	Oct. 4 and 5
Dunnville	Sept. 13 and 14
Durham	Sept. 20 and 21
Elmira	Sept. 14 and 15
Elmvale	Sept. 24 to 26
Embro	Oct. 4
Emo	Sept. 13 and 14
Emsdale	Sept. 25 and 26
Englehart	Sept. 20 and 21
Erin	Oct. 11 and 12
Essex	Sept. 18 to 20
Fairground	Oct. 2
Fenelon Falls	Sept. 14 and 15
Fenwick	Sept. 25 and 26
Fergus	Sept. 26 and 27
Feversham	Oct. 2 and 3
Flesherton	Oct. 6 and 8
Florence	Oct. 4 and 5
Forest	Sept. 26 and 27
Fort Erie	Oct. 9 and 10
Ft. William and Port Arthur	Sept. 18 to 20
Frankford	Sept. 20 and 21
Frankville	Oct. 11 and 12
Freelton	Thanksgiving Day
Galetta	Sept. 26 and 27
Galt	Oct. 4 and 5
Georgetown	Oct. 3 and 4
Glencoe	Sept. 25 and 26
Goderich	Sept. 26 to 28
Gordon Lake	Sept. 28
Gore Bay	Oct. 2 and 3
Gorrie	Oct. 6
Grand Valley	Oct. 4 and 5
Gravenhurst	Sept. 27 and 28
Haliburton	Sept. 26
Harriston	Sept. 27 and 28
Hanover	Sept. 13 and 14
Harrow	Oct. 9 and 10
Harrowsmith	Sept. 20 and 21
Hepworth	Sept. 27 and 28
Highgate	Oct. 12 and 13
Holstein	Sept. 26
Huntsville	Sept. 25 and 26
Hymers	Sept. 14
Ingersoll	Oct. 1 and 2
Inverary	Sept. 12
Iron Bridge	Oct. 5
Jarvis	Sept. 26 and 27
Kagawong	Oct. 3 and 4
Keene	Oct. 2 and 3
Kemble	Sept. 27 and 28
Kemptville	Sept. 6 and 7
Kenora	Aug. 21 and 22
Kilsyth	Oct. 4 and 5
Kincardine	Sept. 20 and 21
Kingston	Sept. 25 to 27
Kinmount	Sept. 14 and 15
Kirkton	Oct. 4 and 5
Lakefield	Sept. 18 and 19
Lakeside	Sept. 27
Lambeth	Sept. 26
Lanark	Sept. 13 and 14
Langton	Oct. 13
Lansdowne	Sept. 20 and 21
Leamington	Oct. 3 to 6
Lindsay	Sept. 20 to 22
Lion's Head	Oct. 4 and 5
Lombardy	Sept. 8
London (Western Fair)	Sept. 7 to 15
Loring	Sept. 29
Lucknow	Sept. 27 and 28
London (Western Fair)	Sept. 7 to 15
Listowel	Sept. 20 and 21
Maberly	Sept. 25 and 26
Madoc	Oct. 2 and 3
Magnetawan	Sept. 25 and 26
Manitowaning	Sept. 27 and 28
Markdale	Oct. 9 and 10
Markham	Oct. 3 to 5
Marmora	Oct. 1 and 2
Marshville	Sept. 20 and 21
Massey	Oct. 3
Matheson	Oct. 1 and 2
Mattawa	Sept. 19 and 20
Maxville	Sept. 27 and 28
Maynooth	Sept. 20
McDonald's Corners	Sept. 28
McKellar	Sept. 21
Meaford	Sept. 27 and 28
Merlin	Sept. 20 and 21
Merrickville	Sept. 18 and 19
Melbourne	Oct. 3
Metcalfe	Sept. 18 and 19
Middleville	Oct. 5
Midland	Sept. 27 and 28
Mildmay	Sept. 17 and 18
Millbrook	Oct. 4 and 5
Milton	Oct. 9 and 10
Milverton	Sept. 27 and 28
Minden	Sept. 25
Mitchell	Sept. 25 and 26
Morrisburg	Aug. 1 to 3
Mount Brydges	Oct. 5
Mount Forest	Sept. 19 and 20
Murillo	Oct. 2 and 3
Napanee	Sept. 12 and 13
New Hamburg	Sept. 13 and 14
Newington	Sept. 26
New Liskeard	Sept. 13 and 14
Newmarket	Sept. 26 to 28
Noelville	Sept. 18
Norwich	Sept. 25 and 26
Norwood	Oct. 9 and 10
Oakville	Sept. 17 and 19
Odessa	Oct. 5
Ohswekin	Oct. 3 to 5
Onondaga	Oct. 1 and 2
Orangeville	Sept. 18 and 19
Oro	Sept. 14
Orono	Sept. 27 and 28
Orrville	Sept. 25
Oshawa	Sept. 10 to 12
Ottawa (Central Canada)	Sept. 8 to 17
Otterville	Oct. 5 and 6
Owen Sound	Sept. 11 to 13
Paisley	Sept. 25 and 26
Pakenham	Sept. 25
Palmerston	Sept. 18 and 19
Paris	Sept. 27 and 28
Parham	Sept. 20 and 21
Parkhill	Sept. 24 and 25
Parry Sound	Sept. 25 to 27
Perth	Sept. 5 to 7
Peterboro	Sept. 13 to 15
Petrolia	Sept. 20 and 21
Picton	Sept. 18 to 20
Pinkerton	Sept. 21
Port Carling	Sept. 19
Port Elgin	Sept. 19 and 20
Port Hope	Oct. 2 and 3
Port Perry	Sept. 13 and 14
Powassan	Sept. 26 and 27
Prescott	Sept. 18 to 20
Priceville	Oct. 4 and 5
Providence Bay	Oct. 4 and 5
Queensville	Oct. 9 and 10
Rainham Centre	Sept. 18 and 19
Rainy River	Sept. 18 and 19
Renfrew	Sept. 19 to 21
Riceville	Sept. 27
Richmond	Sept. 20 to 22
Ridgetown	Oct. 8 to 10
Ripley	Sept. 25 and 26
Roblins Mills	Oct. 5 and 6
Rocklyn	Oct. 4 and 5
Rockton	Oct. 9 and 10
Rockwood	Oct. 4 and 5
Rodney	Oct. 1 and 2
Roseneath	Sept. 27 and 28
Rosseau	Oct. 5
Sarnia	Sept. 25 and 26
Sault Ste. Marie	Oct. 3 to 5
Scarboro (Agincourt)	Sept. 25 and 26
Schomberg	Oct. 11 and 12
Seaforth	Sept. 20 and 21
Shannonville	Sept. 15
Shedden	Sept. 19
Sheguiandah	Oct. 1 and 2
Shelburne	Sept. 25 and 28
Simcoe	Oct. 8 to 10
Smithville	Sept. 18 and 19
South Mountain	Sept. 13 and 14
South River	Oct. 4 and 5
Spencerville	Sept. 25 and 26
Springfield	Sept. 20 and 21
Sprucedale	Sept. 20 and 21
Stella	Sept. 25
Stirling	Sept. 27 and 28
Straffordville	Sept. 19
Stratford	Sept. 17 to 19
Strathroy	Sept. 17 to 19
Streetsville	Sept. 26
Sturgeon Falls	Sept. 25 and 26
Sunderland	Sept. 18 and 19
Sundridge	Oct. 2 and 3
Sutton	Sept. 20 and 21
Tamworth	Sept. 13
Tara	Oct. 2 and 3
Tavistock	Oct. 2
Teeswater	Oct. 2 and 3
Thamesville	Oct. 2 and 3
Thedford	Sept. 20 and 21
Thessalon	Oct. 2 and 3
Thorndale	Sept. 24 and 25
Thorold	Sept. 18 and 19
Tiverton	Oct. 2
Toronto (C.N.E.)	Aug. 25-Sept. 10
Tweed	Oct. 4 and 5
Underwood	Oct. 9
Utterson	Oct. 2 and 3
Vankleek Hill	Sept. 19-21
Verner	Sept. 18 and 19
Walkerton	
Wallaceburg	Sept. 26
Wallacetown	Sept. 20 and 21
Walter's Falls	Sept. 25 and 26
Warkworth	Oct. 4 and 5
Warren	Sept. 26 and 27

(Continued on page 52.)

EDITORIAL COMMENT

EDITORIAL BRIEFS

THERE is every reason to be cautious in buying. The future of hardware prices is very uncertain.

* * *

RELATIVELY the American dollar which could buy 82.2 cents value in 1914 will now buy 46 cents value. We do not believe its brother, the Canadian dollar, is leading any better life.

* * *

THE Canadian Government has hired a coal expert to help them out in the present trying coal situation. His salary of $25,000 a year is quite in keeping with the present price of coal. He will have to get busy quickly if he is going to earn it.

* * *

THE benefit to merchants of good roads cannot be disputed. Anything that will increase the population of a district, make it wealthier and a more pleasant place in which to live is going to result in very material benefits for the merchants of that community.

* * *

IT IS up to the Department of Trade and Commerce to see that the resources of the British nation in the defence of which Canada and the other dominions are fighting, are not used after the war to aid and foster the competition of British manufacturers on our home markets.

* * *

IT IS a well-known fact among the nation's advertisers that the use of advertising is the cheapest and most effective method of marketing products, and in confirmation of this situation, it is significant that it has been found that many of the big advertisers of the country have been able to reduce the price of their products or else to improve the quality without increasing the selling price.

A QUESTION OR SO FOR MR. HANNA

THE Country has been expecting great things of the Food Controller; and he has done some wise and helpful things to assist in feeding the Country. While not wishing to cavil in these times, there would seem to be a straining to do something while there is left undone the obvious things. Wheat for the manufacture of alcohol has been banned. Yet wheat is only one three-thousandth part of the grain actually used in the manufacture of alcoholic beverages. Yet none of those other grains, the backbone of the liquor industry, have been touched. It is made an offence for restaurants to serve beef on two days in the week. Well and good as far as it goes. But a full grown steer will weigh 1,500 pounds and will provide nearly half a ton of saleable meat. A calf will weigh roughly about 96 pounds and will provide only about 60 pounds of meat. Yet the Controller is permitting the destruction of calves so that the well-to-do may eat veal. A lamb will produce less than one-tenth of the meat that is to be obtained from a sheep. Its fleece is a negligible quantity beside the heavy fleece of the grown sheep. Yet lamb is still to be had in season.

Butter has reached the highest figures known for years in the usual time of plenty, but there has not yet been any step toward removing the legal barriers against the sale of oleomargarine, a wholesome and inexpensive product, the use of which might be a means of great saving in materials that could be devoted to the making of other necessary food products.

Mr. Hanna's activities have been all very well in their way. But they appear to an interested observer, as a gallant tilting at windmills when there is a whole world of actual dangers around.

How long will it be before Canada will learn to move in a straight line to meet the emergency, without such obvious detours to avoid the sensitive toes of the many interests?

ANOTHER TRADE AND COMMERCE JOKE

CANADA'S Minister of Trade and Commerce recently introduced a bill calling for the marking of packages "Containing human food or other commodities" with the name and address of the fillers, the weight, measure or quantity of their contents and dates of packing; but not including packages for export, articles weighed or measured at the time of sale in the presence of the customer, or fresh fruit and vegetables; that penalties should be provided for violation of these provisions, and that such provisions should come into force on 1st January, 1918."

The resolution is very indefinite. It would be hard to determine just what is meant by "human food and other commodities." If all packaged commodities are included why the need for specific mention of "human food." Yet the Minister stated that

the legislation would apply to all goods The discussion in the house was amusing in parts. For instance, one member asked what was covered by the words other commodities?

Sir George E. Foster replied in part as follows: "All goods offered for sale. The resolution, I think explains itself. I do not know that any further explanation can add to it." ——— "In the second place the quantity and weight should be marked upon the package so that the buyer can be *certain as to just exactly what it contains.*"

A member inquired: "The net weight of the contents or the gross weight?"

Sir George Foster: "The gross weight, I think."

The member: "It should be the net weight."

Sir George Foster: "I am not certain as to that. I will have to look at the bill, but that will come out in the discussion of the bill."

Some time later Sir George, the Minister of Trade and Commerce, discovered that net weights are called for.

But then what can you expect from Canada's Department of Trade and Commerce?

WILL STEEL PRICES DECLINE?

THERE is a feeling among the larger buyers in Canada and the United States that the peak of steel prices has been reached, and that the next move will be downwards. When this will occur, if it does occur, few will venture to predict. All agree that prices on iron and steel are not likely to advance to greater heights, but no one appears to have an idea as to when actual declines will begin. Buyers and sellers appear satisfied to await developments. There is great uncertainty in the United States as to what action will be taken by the Government in fixing prices. In the meantime orders are being placed by the Government at prices to be decided upon later. It is now said by competent authorities that in the United States there is now in prospect a much larger productive capacity than the recent production and consumption.

The American Metal Market in commenting on the situation, states in part:—

"The present rate of production, according to all accounts, is very considerably less than 45,000,000 tons, on account of weather conditions, shortage of men, etc.

"Thus there is a very much larger capacity in prospect than the recent rate of production and consumption, yet consumption in many directions is either decreasing or is marked for decreases in future.

"We should be altogether out of touch with current thought in the trade if we did not realize that our suggestion is quite contrary to views quite commonly entertained. We believe, however, that within a few months the demand for steel will be found to be much less than the productive capacity, in terms of the physical units available for production. Capacity in terms of man-power available is another matter altogether, upon which judgment may well be suspended until the effect of the draft to arms can be gauged.

"The popular notion of steel being likely to be scarce in future simply represents a failure, in these exciting and busy times, to take a comprehensive view of the situation. The popular notion two years ago was that steel could not become scarce in the United States, for the reason that other countries were at war. The view was altogether wrong. Now the view is that steel must continue scarce, because the United States is at war! Consistency, thou are a jewel!

"The precedent of France and England is nothing. France lost about three-fourths of her productive capacity to the enemy. England had a larger capacity and lost none, but her capacity, even as lately increased, is not one-fourth of ours. A tonnage for war purposes that is a large proportion of England's capacity is a small proportion of our capacity. There is no comparison at all, hence England is no precedent for us.

"Whence can come a demand, say during the next twelvemonth, to engage a capacity much greater than the actual production in 1916? The steel orders of the Government have proved relatively small, amounting thus far to much less than a quarter million tons a month. Exports have been restricted and may be almost entirely embargoed. The expected large orders on behalf of our Allies have not materialized. Very little new building is being undertaken and all domestic buyers are now pursuing an ultra-conservative course, with apparently no anxiety to enter the market on a large scale in future.

"Of course there is one element on the other side and that is the stimulus to demand that may be exerted by the prospective readjustment in steel prices to a reasonable level. In the past such readjustments have never been made without the market going to a level that produced almost profitless operations, while there was an interim of restricted production. If a suitable trading basis can be developed without this occurring it will be unprecedented and very gratifying."

The Canadian trade generally has adopted a careful attitude in buying. In some cases wholesale buyers have cut the sizes of future orders, compared with orders for previous years. This applies particularly to supplies for delivery early in 1917.

A Town That Has Caught the Community Spirit

By H. M. Dunham, Managing Director Brown's, Ltd., Portage la Prairie.

GOVAN, Saskatchewan, a town of between six and eight hundred inhabitants, located on the Pheasant Hills branch of the Canadian Pacific Railway seventy-five miles northwest of Regina, enjoys the reputation of being the "livest" small town in the province. One has only to spend a short time in Govan to find that this claim to superiority is fully justified and also to see that its progressiveness is due to the fact that they have caught the "community spirit." They have not only caught it, but have developed it to a very considerable extent.

To begin with, the town is well organized and has a splendid municipal government which has passed many regulations that tend to make a town a very desirable place to live in. Cleanliness and sanitation are well loked after.

The church life seems vigorous and healthy and the public and high school is a beautiful building with the latest up-to-date equipment and a most efficient staff.

The residential section would be a credit to a much larger place. It contains many beautiful homes all of which have splendidly kept lawns and gardens. The fine homes do not stop with the town but extend into the farming district as well. The district served by the town covers a radius of about twenty miles of as fine farming land as one would wish to look at. Nearly every farmer has a fine home equipped with every device that will lessen the drudgery for the women on the farm. One portion of the district that the writer visited contained exceptionally fine farms and farm buildings, one house in particular which was just nearing completion, having cost $22,000 to build. It will be only a matter of a short time when many more equally good homes will be built in the vicinity.

The business section of Govan is perhaps the most interesting part of the place from a community building standpoint. All lines of business are well represented and no one line is overdone, and they strive to keep it that way. In many cases there is only one store of a line and instead of using the monopoly of that particular line of business to get a big price, they take the opposite course and sell cheaper on account of the excellent turn-over they enjoy. The merchants in Govan make it a point to send no money out of their town that can possibly be spent in the town and they are absolutely loyal to one another as they are to their town and their district. Every business man in Govan is a city trained man and their well kept stores and well assorted stocks reflect the excellence of their earlier training.

The "Prairie News" is a very creditable newspaper published weekly in Govan and the printing plant where this paper is published would be a decided asset to a town many times larger than Govan. They have the most modern equipment for newspaper and job work and no business in Govan would think of getting its printing done elsewhere, even at a lower price. Advertising space is also liberally purchased.

And nearly all of these excellent conditions are the result, directly or indirectly, of the getting together and working together of all the people in the town and district. Everybody in Govan boosts for Govan and the district. Every farmer in the district boosts for the district and for Govan, and they all work together for the common good. The town is proud of the country and likes to show visitors around, and the country people are proud of their town. The newspaper backs them all and they all liberally support their newspaper. The community spirit exerts its influence even on the political contests and once an election is over party politics are forgotten. In fact, nothing is overlooked that tends towards community development and as a result it would be safe to say that not 5 per cent. of the business goes out of this place to mail order houses.

How We Get and Keep Business in Our Town.

By A. G. Box, Hardware Merchant, Souris, Man.

The crisis which mercantile life is going through at the present time demands special thought, effort, and co-operation, to keep abreast of the times.

Two years ago, the merchants here felt the need of closer co-operation in business, also in town and rural welfare, and decided on a programme, which has worked well ever since, and not only brought business this way, but created a better feeling between the consumers and merchants, and in cases the merchants themselves.

The first step taken was to draw a map of the locality, to the extent of how far, we thought trade could be drawn this way, on a scale of one inch to the quarter section, and then put in the name of the occupant, his name and address on a list on file. The names were put on the map in pencil, so as to be easily erased for corrections and movements, from time to time.

From the map a mailing list was compiled, into two sections, those who were always loyal to their home town, and those who were out-of-town purchasers, as far as we were able to judge.

Regular and consistent advertising is one of the best mediums to get business, and in this connection a monthly shopping day was inaugurated, when special bargains were put on (the different stores arranging their bargains so as not to overlap) so as to distribute the bargain seekers over the whole town thus giving every merchant a chance to display his wares. The goods put on bargain to be up-to-date, as it was found to be poor policy to try to draw trade with old goods. Two weeks before the day set, we issue through the local paper, special shopping day ads. and have an arrangement for one thousand extra copies to be sent as per our list which makes sure every family gets an issue whether they are subscribers to the newspapers or not, and particularly newcomers.

When we hear of a family moving into this town or locality we write them, stating we hope they will like the place, and we will endeavor to help them do so, by catering to their requirements, with the best goods procurable.

The merchants are all keen on window display, and while not prize windows, they are made up to attract attention to the merchandise rather than the display.

"How We Keep Business in Our Town"

By being courteous to customers, looking attentively to a hint or suggestion, for the welfare of the people or community.

A movement is now on foot to provide and furnish, and maintain, an up-to-date ladies' rest room.

Prompt delivery for town trade, which is done by co-operative delivery system, with route cards, and the public appreciate it, as they know exactly when they may expect the goods. The merchants realize that one of the most essential things in retaining trade is to have the goods.

RETAIL ADVERTISING

More Heed Paid to Arrangement of "Copy" to be Most Effective.

Advertising experts are continually urging upon retail merchants the necessity of paying more attention to the advertising end of their business both from the standpoint of volume and quality. Some dealers are apparently satisfied with spasmodic advertising and are very lax as regards rearrangement of their ad. space; others are regular enough in supplying copy, but do not spend sufficient time in making the ads. effective and thus are losing considerable value. Much of the advertising appearing for retail stores to-day is vague, indefinite and not sufficiently attractive to be effective in drawing trade.

One well-known hardware company, when approached regarding the matter,

(Continued on page 52)

THE JUNIOR CLERK'S PAGE

Salesmanship---The Personal Element

Secretary of Minneapolis Retail Association Delivers Pointed Address on Salesmanship Emphasizing Essential Qualities of Best Salesmen.

THE following extracts concerning the value of the personal element in modern salesmanship are taken from a recent address delivered by J. S. Taylor, secretary of a Minneapolis Retail Association and instructor in salesmanship at the Y.M.C.A., as appearing in a recent issue of the Hardware Trade:

Salesmanship is a mighty interesting subject, more interesting than you might first think. When you learn to apply psychology, then you will have acquired a knowledge of the science of sales. It is singular how many there are who imagine that all that is necessary is to step behind a counter, and, as a lady or gentleman comes in, say "Good morning"; then lean on the counter and ask, "Was there something this morning? Lovely morning, isn't it?"

Now, just imagine that type of salesman behind the counter saying, "Is there anything you want this morning?" He is lazy, mentally and physically. Do you get that? A physical and mental laziness fully demonstrated. On the other hand, the salesman comes into the store and says, "Good morning," or "How do you do?" He has a cigar in his mouth which has been dead for two years and a half and he doesn't know it, and he expects to get right in personal touch with you. He sets his grip down on the counter and expects to attract favorable attention. Of course, he has attracted attention. Has it been favorable? I don't care how much he knows about his line or about your nature, he has got a problem on his hands right now, and that is to change your mind to think as he thinks and do as he wants you to do. That is salesmanship.

The Circus "Salesman"

One of the best types of salesmen dealing with a large number of individuals, changing their minds at the same time to think as he thinks and do as he wants them to do, is the man just outside of the show at the big circus. Did you ever see him, or hear him? He tells you all there is within the great tent, tells you it is just beginning and to go inside and see what there is in there to be seen. He paints a picture and you get a vision of yourself just walkng along that tent, and you can see everything that is to be seen in there; then he comes a little bit closer and looks at you with a smile, and there are a few other fellows outside who crowd together, and then somebody buys a ticket and they all begin to buy tickets, and how they rush!

There is another type of salesmanship. We find him standing on the corners playing a mouth organ, or a banjo. He gets the people close, begins to talk about the ills of man and suddenly removes a little box from his bag, announcing that it is a salve put up for the purpose of removing stains from a man's character. Then he takes out of his pocket a little bottle and tells you about that. By and by you begin to feel pains all over, and then you get so interested you get a little closer, and he will sell you a liquid put up in a bottle for one dollar, and which you can buy from your druggist for twenty-five cents. He has the ability to attract men and to move them. He gets the people to think as he thinks, gives them a vision.

Word Picture of a Man

There is a special type of man necessary in this world. I have here a picture of a man, and if you fail to use this illustration you fail to master the supreme opportunity. First thing to do is to find the man, the capable man, the trustworthy man, the reliable man, the honest man, and when we have him we keep him at work. Here is a word picture of a man, and the first thing I shall call your attention to is this word "CHEERFULNESS."

How do you rise in the morning? Feeling good? Do you meet every person with a feeling of good-will as you step out in the day's business? You and I and everybody else love to look into a pleasant face. It is that person's face, that power of personality that draws. It is the thought that you and I radiate in our actions. So let us take cheerfulness as a part of our life.

Then we have "HOPE." Hope is the anchor of the soul.

Next "AMBITION." I don't like that word. Ambition is a splendid word when it is properly directed, but I like the word "ASPIRATIONS"—the man who aspires to something, who has a brain full of ideas, and something he wants to accomplish in life.

Then we have "RELIABILITY." The man upon whom we can rely is a splendid type for business success. Here we have that large influence on man's actions, which involves the environment in which you and I live. Some live down in slums where the sun never shines, but the successful man is the man who lives on the mountain tops, where the sun shines all day.

Next we have "CONFIDENCE." A confidence in your corporation, in yourself, in your house, and in your line.

"TRUTHFULNESS." Why truthfulness? Just to tell the truth, because it sells more goods? No, because it is right. Get that first in your mind. It is right. That is why we should tell the truth. Don't ever be carried away by the idea that you have to just cut the corners a little bit in order to accomplish your purpose; it will defeat you in the end. Tell the truth because it is right, even if it hurts.

"ENTHUSIASM." Be on fire about the thing you are doing. Enthusiasm is thought set on fire.

"REASON." Just carry the word "JUDGMENT" right up here (indicating brain). Reason before you act. It is necessary to your success that you do that. How are you going to do that with the different types of men? If you have been studying human nature you may be able to determine from the different lines of face, its shape between the jaw, or by the ears, whether he is sensitive, or whether he is a keen listener whether he has reason or not. Then analyze the individual. When you have studied the science of salesmanship and human nature you are able to do that. When you are from six or eight feet from him you would know the first word to say to him.

"KNOWLEDGE." Have you a knowledge of yourself? What is your present worth?—fifteen cents, half a dollar, or what is your business worth? You and I can never analyze anybody unless we are able to analyze ourselves, therefore the science of dealing with human nature reveals a method by which we may acquire that knowledge of ourselves, and a knowledge of our competitor, his goods, his line and methods of transacting business.

After we have knowledge, we want something better; we want to exercise that knowledge, to put that knowledge to work, and here is another word that comes in at this point. "GRIT." When you find the road hard, when you find that it is almost impossible to accomplish the thing you desire; just sprinkle a little sand on the way and take a new grip; that will pull you across the line.

Six Types of Men

We have six types of individuals. The first one you know. He is the pure white one hundred per cent. man.

Next is the red, the darkness of life.

We are subject to fifty-four negative traits of character. There is one that is working in some of you men to-day, and it is going to put you out of business unless you stop it; and that is worry. Don't do it, you can't think, you can't act, you can't sleep, you can't eat, you can't enjoy life. Get it out of your system, or you will be a red man.

The third is blue; the dawning, the breaking, the gentle spirit. Supplant worry with cheerfulness.

When you organize your brain for services, don't you think it makes a strong man? It is the man with an organized brain who has power, physically and mentally.

The fourth is the yellow. Maybe some of you have a yellow streak running up your spinal column. You will find that fellow sitting in the park, a Piccadilly collar, red necktie, his head in his hand, and he says, "Oh, gee, I wish I had a job." The trouble with that fellow is his wishbone is where his backbone ought to be.

Fifth, we have the green. He is the grouch, whose liver is always out of order, who knows more than anybody. You have got that man to contend with.

Sixth is the black. The black man is the fellow who will do anything to accomplish his purpose.

Three Elements in Sale

Three are three elements or three steps in a sale. They are: Securing the attention, getting confidence, and creating a desire.

If you have taken the first step successfully, how are you going to create a desire in the man's mind? First of all, you have got to get favorable attention. Your personality is going to have something to do with it. Some man said, "That's all right, but what is the first thing a salesman can do?" The first thing is to find a customer, then show your line. Let us see how it works. This man said to me, "I haven't any trouble at all in attracting favorable attention. I know I can, and in doing so I arouse an interest in the man's mind." "All right, in what then?" "Can you get his confidence?" "Certainly, no trouble." "Can you create a desire?" "Yes." "Did you close the deal?" "Why no, I didn't." "Then you didn't get the sale?" "No." "Why?" "I don't know. He is a splendid fellow, treated me nicely, fell in love with my line." "But didn't get the order?" "No." "Why?" "I don't know why."

He had not been a student of the fundamental principle of sales. He was not able to determine the condition of that man's mind. He just thought he knew him, because the man treated him nicely; but somehow or other he was unable to land the business. All right. Let us go a little farther. This is what happens. He makes a call, and he is wondering in his mind if he is going to sell; he is inviting defeat. Nothing will defeat the man who wills to do. Of course, he will not create a desire, nor will he get the confidence of his listener. All he is able to do is to attract favorable attention. The real salesman attracts favorable attention, and then rouses an interest in the man's mind concerning his goods, step by step, until he has worked that up, and then he inspires a confidence in himself and in his line; and then he creates a desire by his ability to reason and analyze his line. He gets the customer's signature on the lower line and, in doing so, he takes a pencil and hands the gentleman the blank order and says, "Lower line, please." The sale is made and he knows it.

Essential Qualifications

You must have persistence. You cannot divide your energies and thoughts; you must have thorough concentration in everything you do if you want success.

You should have well anchored persistence, because you are striving for the goal of success and you cannot reach it without persistence.

Then you must have a faith compelling will. That is the thing that you and I and every other man likes. The fact that we have accomplished the thing we want to do gives us faith, and it is the qualified man who can do things.

You must have courage, in order to stick to the plans that you want to carry through.

You should be cheerful; you should arise in the morning in the proper spirit and go out to your work with a word of cheer to all the people you meet.

Be attractive. Why not have an influence that is magnetic, that is attractive? That will draw people to you.

Have an alert will. That is, have your attention always at hand.

Have a tactful will. It is a wonderful asset. Know its real value, and it will pull more business across the carpet than any other thing I know of in salesmanship—that little word, "Tact."

Develop an appropriate conduct. Your conduct in your business has an influence upon the house. Don't forget that.

Then you have an inspirational will. Control the situation. First you inspire him, then you control him. What is inspiration? It is thought on fire, on flame. It is the force that is ready for action.

Have an adjustable will; the ability to adapt yourself to the problem of rightfully using your customers. In selling a man the first thing to do is to discover his desire. Have a diplomatic will, in order to know what to do. Have a rounded will; that is, finish whatever you start. The man who succeeds is the man who says, "I will—I know I can."

Co-operative Delivery in Goderich

Another Town Where This System Has Been Tried and Proved Successful—Some of the Difficulties it Overcame—A Word Regarding Some Details of the Scheme.

THE system of co-operative delivery has been in operation in Goderich, Ont., long enough for the merchants to feel assured of its success. More and more in fact has this system become the thing in the villages and medium sized towns and cities. It solves so many of the difficulties that present themselves in connection with delivery, and solves them on the whole in a most satisfactory manner.

In Goderich as in other towns for the sake of conveniences the town is divided into four sections, to each of these sections, there are four deliveries daily. Two in the morning and two in the afternoon with an added delivery on Saturday evening. The deliveries leave at a certain specified hour, and housekeepers have grown accustomed to the fact that after this hour has passed there is no chance of them getting their goods delivered till the next delivery. They have gone even farther than that and have encouraged customers to conserve the energies of the store as far as possible so that a great deal of the abuse of delivery rigs calling at one house two and three times a day is eliminated.

The delivery business is conducted as a separate enterprise entirely disassociated from any of the grocery stores. Once the goods leave the grocer the delivery company assumes entire reponsibility for their safe arrival.

Four rigs are used in the delivery. One for each section of the town. They differ little from the ordinary delivery rigs, except that they have three decks, which enables carrying a greater number of orders than the average, single grocery delivery would require.

The grocers generally acknowledge that this delivery system is a great improvement on the old method. It does away with the persistent deliveries that the merchant, when conducting his own delivery system, finds it difficult to refuse. Moreover, in Goderich as in many other towns. Getting men is one of the serious items in any undertaking. Of course there are men driving these co-operative delivery rigs but, it is considerably easier to get four men than two or three times that number.

Now as to the matter of cost the news system also has something on the old. There is of course a sliding scale depending on the business that the merchant is doing, but for a merchant in a good type of business the weekly cost of the delivery amounts to $10.00 which is considerably less than even the salary of a delivery boy in these days, and that is only one of the many charges involved in the delivery problem. In Goderich, as in most other sections where the system has been tried, the co-operative delivery is voted a success.

NEW HARDWARE GOODS

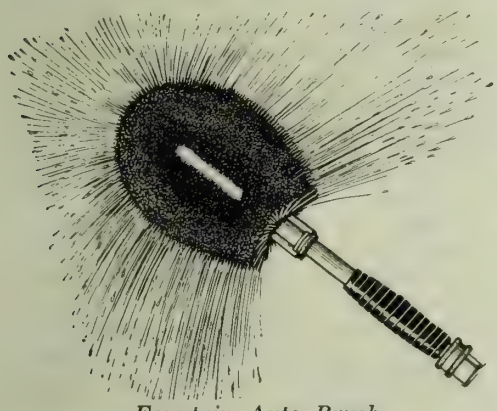
OFFERED TO CANADIAN HARDWAREMEN

FOUNTAIN AUTO BRUSH

Sanitax Brush Co., 2331 South Wabash Ave., Chicago, offers to the trade the Fountain Auto Brush, here illustrated.

The brush is automatic in action and it is claimed, removes the hardest clay, mud or grit from the surface to which it is applied almost instantly, without a scratch or streak.

The constant stream of clear, running water passing through the brush from



Fountain Auto Brush.

an ordinary garden hose, not only loosens the mud it is said, but washes it away. The sand, grit or mud will not stick on the hair, the water flushes it off instantly. As a result grit, gravel or sandy particles, that become imbedded in the pores of an ordinary carriage sponge the makers claim, never find lodgement in the Sanitax.

Further details will be supplied upon request.

HARTFORD ELECTRIC CLOCK

Dotts Specialty Co., 1834 Broadway, N.Y., is marketing the Hartford self-winding electric clock, here illustrated. The makers state that the clock in principle and operation is simplicity itself. Current from the storage battery or four dry cells creates a tension on the main spring which winds the clock every minute.

It is so finely balanced according to

Hartford Self-winding Clock.

the makers, that the amount of current required is practically nothing. For instance the storage battery may be so low that it will not run starter or lighting system but the clock will run just the same.

The clock is described as containing a seven-jewelled, compensated watch movement which is mounted on a patented hard rubber composition base which in turn absorbs all vibration and thoroughly insulates the watch movement from the electrical attachment. It is also immune to heat, cold and dust. There are eight separate parts to the electric attachment which simple construction it is said, prevents any possibility of clock getting out of order.

The constant winding tension on the main spring insures accuracy.

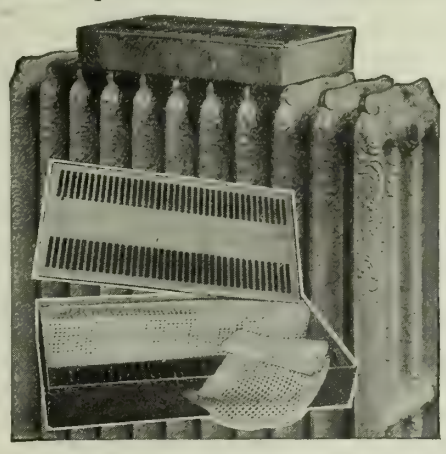
The clock is supplied in all nickel or all black with black or silver dial. It sets flush into the dash and harmonizes well with the other instruments.

The makers state that they will replace or repair, free of charge, any Hartford Self Winding Electric Clock that proves defective within one year from the date of purchase, if returned to the factory with the seal unbroken.

MOISTENS DRY HEAT

The Buddington Humidifier, shown herewith, is designed especially for the purpose of adding moisture to the dry, artificial heat in winter, and evaporates gallons of water, where it is said other devices evaporate pints.

The Buddington Humidifier is attached on top of the coils of either flat or round top radiators. It is described as



The Buddington Humidifier.

neat and dignified in appearance, and looks like a part of the radiator.

It is designed along scientific lines. A water container runs through the centre. From this, wings extend on each side. These wings have a row of slotted holes throughout their length. Wicks, of specially woven material, dip down into the water, and rest over the slotted wings. These wicks act like a lamp wick, drawing the water up over the slots, through which the rising heat drives the moisture out into the air.

Complete details will be furnished by the Reid-Geisler Mfg. Co., 326 W. Madison St., Chicago, Illinois.

THE FYR-FYTER

The Fyr-Fyter fire extinguisher is being marketed in Canada by the Canadian Fairbanks Morse Co., Montreal. The extinguisher is described as consisting of a strongly built cylindrical brass reservoir, inside of which is mounted a high efficiency, manually operated air pump and a sensitized gravity valve and pick-up mechanism that insures the discharge of the liquid contents in a solid stream,

The Fyr Fyter.

free from entrained air, in whatever position the extinguisher may be held. The pump capacity is so much greater than the liquid discharge that not only is a powerful stream quickly brought into action it is said, but continuous pumping is also made unnecessary. This last feature, together with the easy pumping made possible by the lubricated piston, enables the operator to direct the stream with great accuracy.

The pump handle unlocks by a quarter turn in either direction, thus it is said, making confusion impossible in excited moments. The shut-off valve is opened and closed positively by the sealing button attached to the sealing stem, traveling up and down in the grooved cam

(Continued on page 47.)

EVENTS IN THE TRADE

Business Changes

Langanburg, Sask. — Estate of C. F. Kalass, hardware, has been sold.

Shackleton, Sask.—Heath & Morrey, hardware and implements, has sold out.

Toronto, Ont.—R. J. MacBeth, hardware, has been sold to M. MacBeth.

Speers, Sask.—McRae Bros., hardware, has been succeeded by McRae & Potter.

Lucan, Ont.—R. H. Hodgins is opening new hardware store on premises recently vacated by J. B. Armitage.

Incorporations

Ottawa, Ont.—Dominion Molybdenite Co., Ltd., has been incorporated with a capital of $5,000,000.

Montreal, Que.—Montreal Machine Shop, Ltd., has been incorporated with a capital of $100,000 to deal in metals and manufacture machinery, motors and steam and hot water heaters.

TRADE NOTES.

St. Lambert, Que.—J. J. Girouard and W. Marchand have been registered for St. Lambert Hardware Company.

Kingston, Ont.—John McKelvey has retired after being in the hardware and plumbing business for the past fifty-five years. He is one of Kingston's ex-Mayors.

Clifford, Ont.—H. W. Carter, general store merchant, has disposed of his stock to C. V. Krohler. He is retaining the hardware stock, in which line he will engage.

INDUSTRIAL NOTES

Almonte, Ont.—Kir-Ben, Ltd., stove and furnace manufacturers have sold assets.

St. Jerome, Que.—The Dominion Rubber Co. will build an extension to their factory here.

Toronto, Ont.—Maple Leaf Tires, Ltd., has changed name to Mackintosh Rubber Co. of Canada, Ltd.

Montreal. Que.—Simonds Canada Saw Co. will build an extension to their factory on St. Remi Street.

Port Hope, Ont.—The by-law to give the Nicholson File Co. a fixed assessment carried by a large majority.

Toronto, Ont.—Corporate name of Sterling Iron & Metals, Limited, has been changed to Canada Iron and Metals, Limited.

Montreal, Que.—The American Steel Export Co. of New York, has appointed Woodburns, Ltd., exclusive agents for Ontario and Quebec.

Toronto, Ont.—British Forgings, Ltd., have taken out a permit to erect a steel and concrete shop, to cost $61,000, and a machine shop to cost $9,000.

Hamilton, Ont.—Fire in the tempering plant of the Dominion Steel Foundry on July 30 did about $2,000 damage, which is covered by insurance.

Ingersoll, Ont.—Fire on August 6 destroyed the hardening department of the Ingersoll Machine Co.'s plant, causing damage estimated at about $2,000.

Morrisburg, Ont.—Preparations have already been started on the removal of the machinery at the Morrisburg Tin Plate Works, to Hamilton. The buildings are being demolished.

Winnipeg, Man.—The Auto Parts Co. of Milwaukee, Wis., has written to the Board of Trade, stating its desire to open a factory in Winnipeg and asking for particulars regarding power and sites.

Princeton, B.C.—A large copper company is being financed to build a concentrating mill with three thousand tons daily capacity, at an approximate cost of $2,000,000. The decision to build the mill was encouraged by the results of the flotation test by a mill of fifty tons daily capacity on Copper Mountain.

Sydney, N.S.—The Jones & Laughlin Steel Co. have started up the 128-in. 3-high plate mill, which the company bought late last year from the Dominion Iron & Steel Co. This mill will roll sheared plates up to 120 in. wide, and will have a capacity of 15,000 to 18,000 tons of plates per month.

Durham, Ont.—The National Portland Cement Co.'s plant here, one of the largest industries of its kind in Ontario, which has been idle for the past year, will commence operations next week. Workmen have been busy during the past few months repairing the buildings and installing new and up-to-date machinery.

Hamilton, Ont.—Alex. M. Snyder, a former well-known Hamilton man, has returned from Detroit to organize a $5,000,000 corporation, to be known as the Canadian Hession Tiller and Tractors, Ltd. The new company will manufacture a rotary tiller, which will be attached to an especially constructed gasoline tractor. The head office of the concern will be located in Toronto, temporarily, with Mr. Snyder as general manager. Mr. Snyder states that Hamilton is being considered as a location for the factory.

PERSONALS

J. D. Rowland, hardwareman of Mt. Albert, Ont., spent a day in Toronto.

H. S. McIntosh, general merchant, Locust Hill, Ont., made a short business trip to Toronto.

James Dandie of Streetsville, Ont., hardware merchant, spent a day in the city on business.

C. R. Pfeifer of the Luther, Grinder Manufacturing Co., Milwaukee, was in Montreal this week on business.

N. Eade of the Aurora Hardware Co., Aurora, Ont., spent Friday last in Toronto, making some business calls.

J. J. Mooney of the Grand Rapids Hardware Co., Grand Rapids, Mich., was a business visitor in Montreal this week.

Mr. Foster, of the Foster Hardware Co., Orono, Ont., successors to William Bacom, spent Thursday of last week in Toronto.

Louis Simms, President of the T. S. Simms Company, St. John, N.B., manufacturers of brooms and brushes, was in the city during the week on a business trip.

Samuel C. Moxcey of the Dominion Whip Company, Hamilton, was in the city during the week calling on local wholesalers.

E. L. Sauder, Managing Director of the Winnipeg Paint & Glass Co., Ltd., Winnipeg, Man., is confined to his home with typhoid fever.

G. Palmer Howard, manager of the Phoenix Bridge & Iron Works, has left Montreal for Washington. Mr. Howard has been chosen to act on the British Imperial Munitions Board.

C. Wheeler, for the past two years general superintendent of the St. Lawrence Iron Foundry, and also the St. Lawrence Machinery Co., recently incorporated, has resigned his position.

Charles G. Knott, manager screw department Toronto office, Steel Company of Canada, is spending his vacation on a motoring trip in the Eastern States.

N. F. La Sauvage, traffic manager at the Montreal office of the Steel Company of Canada, has been in Toronto for several days on a business visit.

C. Royer, for several years manager of the L'Air Liquide Society, Montreal, has severed his connection with the firm. He contemplates starting as a consulting engineer in the oxy-acetylene process of cutting and welding in general engineering practice.

The marriage took place this week of R. F. Cockburn, of the staff of Caverhill, Learmont & Co., wholesale hardware, Montreal, to Miss Knowles of Longueil, P.Q. The very best good wishes of many friends in the trade are extended to both bride and groom, and the staff of Caverhill, Learmont & Co. (with whom Mr. Cockburn has been for upwards of twenty years) made their wedding gift to the young couple a

handsome cabinet of silver. Mr. and Mrs. Cockburn are at present on their honeymoon trip.

THE BROOM CORN OUTLOOK DISCOURAGING

The very high prices that have prevailed for brooms during the past year seem likely to continue. It was hoped that this year's crop of broom corn would be of such a successful character as to warrant a decrease in price. Unfortunately this is not the case. A considerable portion of the corn crop in Oklahoma has been damaged to such an extent by drought and hot winds that it is beyond recovery.

The broom corn market of the entire United States is based on the Oklahoma crop, this state growing about three-fourths of the country's supply. For two years in succession the crop has been short and as a result many broom factories are closed and will remain so until new corn is available.

Unfortunately for the consumer, the situation promises but little, if any, relief in the way of lower prices for brooms. Even though broom corn should ease up slightly in price, other materials are steadily advancing and manufacturing costs continue to increase.

TRAVELLING SALESMENS' CONVENTION.

Forty-two salesmen representing Carpenter-Morton Co., Boston, Mass., manufacturers of high-grade paint and varnish specialties, assembled at the Boston City Club this week for their annual convention. The convention was presided over by M. Elton Vose, Vice-President and Sales Manager of the Company, and addresses were made by Geo. C. Morton, Treasurer and General Manager, and by H. K. Stroud, of Stroud & Brown of New York City, advertising counsellor for the company.

At the convention the salesmen are given selling and advertising information in regard to the 1917-18 campaign for Campbell's Varnish Stain, Colorite and Cow-Ease, three products manufactured by this concern.

On Wednesday, the men enjoyed an outing to the North Shore, making the trip in automobiles, followed by a dinner in the evening.

COAL GAS FOR AUTO FUEL

Scarcity of Gasoline has Been Solved by Introduction of Gas in Great Britain.

In England the gasoline situation is so acute that coal gas similar to that burned for illumination, is now being used for propelling automobiles. Many automobiles are now equipped with four uprights supporting a platform or top carrying a flexible gas holder usually about twelve feet long; the diameter, when fully inflated, five feet, and filled with two hundred feet of gas costing 12 cents, sufficient to run the average car with five passengers seventeen miles over all kinds of roads.

One Tramway Company has fitted some of its fleet of motor busses with flexible gas holders, holding 600 cubic feet and requiring twelve and one-half minutes to fill. No alteration to the carburetor was necessary except to fit a butterfly valve in the air-intake pipe in order to enable the driver to regulate the air supply as required, and it was found that the best results were obtained with the valve nearly half closed.

Experience with one class of automobile showed a reduction of fuel cost per mile run from 9 cents to 3 cents, with gasoline at 52c per gallon and gas at 60c per 1,000 cubic feet. It is reckoned that gasoline will have to fall to 14c per gallon, or a reduction of 271 per cent. from the prevailing cost before it can compete with gas, and some companies intimate that they may retain gas even after petrol prices return to the normal level. In order to use the gas permanently it would necessitate the sacrifice of the top deck on the buses, but the enlargement of the single deck type would solve the problem.

Among the advantages of gas over petrol are the following: 1. The engine keeps cleaner and the valves do not require grinding as frequently. 2. Choked jets, punctured floats and other carburetor troubles are eliminated. 3. The lubricating oil in the engine keeps in better condition and lasts longer.

CHANGE OF ADDRESS.

The Dominion Sewing Machine and Phonograph Co. moved to their new offices and show rooms at 300 Notre Dame Ave., cor. Notre Dame Ave. and Princess Street, Winnipeg, on Aug. 15. In a letter to the trade they state that on account of increased business, they found it inconvenient to have their offices at 80-82 Lombard Street. Their new offices are now in the centre of the wholesale district.

LAKE SUPERIOR IRON ORE

Lake Superior iron ore shipments in July totaled 10,241,633 tons, exceeding the best previous month's record, in August, 1916, by 391,493 tons. On account of very late opening of navigation on account of the ice, the April and May shipments were less than those of a year earlier, but June and July have made up part of the deficit, and with 26,376,768 tons shipped to August 1st the deficit as compared with last year is only 2,988,956 tons. It is possible that half of this can be made up in the remainder of the season, which would make the year's shipment by water and all-rail about 65,000,000 tons. Recent studies of the situation made in ore and furnace circles indicate that a movement of 60,000,000 tons would probably carry the furnaces safely to the opening of navigation in 1918.

NEW ZEALAND STEEL

A company has recently been formed in New Zealand, with a capital of $340,000, with the object of producing iron and steel from magnetic titaniferous iron sand, of which there is a large deposit on the coast at Taranaki, near New Plymouth, where the works are to be erected. The initial plant will be capable of dealing with 70 tons of iron sand weekly, but plans have been drawn up for the installation at a later rate of an additional furnace capable of dealing with 200 tons weekly. The production of steel is also contemplated, and it is intended later to form a company to carry out this development.

STEEL-MAKING IN CHILI

A steel industry has recently been inaugurated in Chili, a plant, on a small scale, having been put down at Santiago for the purpose of making steel from the old iron formerly exported to Europe, the high price of steel, since the war broke out, being the real cause of the new enterprise. At first great difficulty was experienced in finding workmen, but eventually Spaniards were imported from Bilbao, who instructed the Chilian apprentices under them. There are now over 100 workers employed, and Chilian coal, another form of economy, is used. The products of the mill include bars, plates, tees and angle iron, and there is an immediate market for all that can be produced.

CATALOGUES & BOOKLETS

NATIONAL CHAMPION STRETCHERS, ETC.

The Holmquist-Swanson Co., 2526 to 2536 South Western Avenue, Chicago, Ill., have prepared a recent catalog of their National Champion line. Considerable space is devoted to the illustration of the latest designed curtain stretchers with adjustable pins and attached easels. This curtain stretcher is claimed to be the only one on the market that automatically squares itself when opened up and remains rigid while being used. Other lines illustrated in the catalog include porch gates, ironing tables, baby swings, wash benches, clothes bars, ash sifters, etc. The booklet is well illustrated and contains complete specifications and price lists of the National Champion lines.

WAKYTE PRODUCTS

Catalog No. 3 of the Wakyte Products has been issued by the Wakyte Manufacturing Co., 259-261 Stanley Street, Winnipeg, Man. Barrel trucks designed to greatly facilitate the movement of barrels and other heavy packages are illustrated as of value to retail stores throughout Canada. The Wakyte truck is designed for three purposes, viz.: hoist, truck and permanent stand for holding barrels of liquid. The Wakyte Sanitary chemical closets embodying latest improvements and in a number of varying styles are shown, as are also the Wakyte sanitary washstands, grain scoops and coal and wood chutes.

WHAT OTHER PAPERS SAY

UNCERTAINTY AND TAXES.

From *Financial Post.*

There is a saying that there is nothing surer than death and taxes. It must surely have been coined during a time of peace. It would be difficult to imagine anything more uncertain than the tax situation which Canadian industry has had to face during the past couple of years. There was the excess profits tax following the increase in the tariff and stamp assessments. There was moderate assurance given that it would not be increased. It was doubled. The income tax was at that time avoided as unsuitable. Recently the income tax has been adopted. It was intimated that the doubled war profits tax would be for one year alone. Now it is stated that war profits taxation will again be considered in the next parliament.

All this is very unsettling to business at a time when it is desirable that there shall be a maximum of production. No one will envy Sir Thomas White his burdens in framing his budgets. He has had to deal with difficulties which could not be foreseen. However, we do believe the Minister of Finance should, if possible, give some more definite idea of what may be expected next year if he has the deciding of the taxation program. If the war continues we should have certain obligations to face. If it is concluded the obligations should not be so heavy. Some more definite intimation of the government policy might be given to accord with either condition of affairs.

The future is dark and industries do not develop well in the dark.

BUSINESS MEN AND BUREAUCRATS

From *The Ironmonger*, England.

While the war is in progress it stimulates rather than hinders trade, and its effect in mortgaging the future financial resources of the nation is as yet disregarded, but all the same merchants everywhere are complaining, and with good reason, that their businesses are being ruined and their goodwill destroyed. The cause of this trouble lies mainly in the alarming growth in this country, since the beginning of the war, of Bureaucracy, an evil thing formerly almost unknown in England. Bureaucracy is the offspring of Government interference with the private concerns of citizens. and with every addition to the powers of the Government more trades are brought under its blighting influence and the vitality of the country is correspondingly lowered. Almost every trade and industry is at present under the control of some official Department; and each Department, in striving to show off what it can do in the way of astonishing the natives, is issuing absurd and contradictory edicts day by day. There can be no return to healthy conditions of commerce, no revival of industry, and no renewal of national prosperity until these nests of bureaucrats, swarming with ignoramuses who interfere with every section of commercial life, are cleared out, or, if that be impossible during the war, are restricted to their proper functions; but the only way to achieve that object is for business men of all classes and trades to bring combined pressure to bear upon Parliament, so that the working of the Defence of the Realm Act may be examined, and limits put upon what may be done under it. At present the people who are administering this Act are above the law and no one can touch them. Parliament alone can curb their excesses. When the tremendous power of the Defence of the Realm Act was placed by Parliament in the hands of the Executive Government it was assumed that the Act would be interpreted reasonably and used merely to assist the prosecution of the war. As a matter of fact it has been shamefully abused, and has been extended to matters that have nothing to do with the war. The time has come when it should be revised and modified.

BEFITTING THE MAN, THE TRADE, AND THE TIMES

From *American Paint Journal.*

"We should increase our community work to do more things on an altruistic basis. Our local paint clubs are co-operating with the civic organizations in their communities; but too much of this work cannot be done for the benefit of both the paint industry and the country at large."

Thus speaks President Howard Elting, of the National Paint, Oil and Varnish Association, in outlining his president's address for the Chicago convention, and emphasizing one of its several especially timely and important subjects.

That is a high-minded utterance and it not only befits the man and the meeting, but the times as well; for one of the many compensations for the present world horrors is the clarification of men's minds and souls, for their devotion to the higher things in and through their daily occupations. Throughout our beloved America, in these sacrificial days, the evil spirits are being cast out, the selfish and sordid, the petty and ignoble, the jealous and intriguing and domineering natures are being ashamed and quelled and crowded out of men's hearts, for the inflow of soul, of ideals, of altruism or "otherness." The Man, made in His image, is being developed anew individually and in groups and trades, as perhaps never before, in all preceding generations.

That was a wise Chicago woman, a prophetess of the times, who said "This war is God's laundry."

THE POWER OF SUGGESTION.

From *Hardware Age.*

The power of suggestion is one of the greatest factors in business to-day. It influences the buyer from the time the merchandise leaves the factory until it is safely in the hands of the consumer. Even then a suggestion to the effect that styles have changed may land the merchandise in the discard. It is the greatest buyer bait in existence, and one of the most powerful assets of the aggressive salesman.

However, suggestion has in some cases been overdone, and has reacted to the disadvantage of business, particularly along retail lines. It is one of the main factors in the enormous increase of customers who murmur "Send it out, please," whenever a sale is completed. The delivery nuisance—the forced delivery of small, insignificant parcels—is in many cases the direct result of misplaced suggestion. For years the salesmen in retail stores have employed a form of question that leads the customer to believe that he is doing the store a favor by having his parcels sent to his home. In nine out of ten stores when a sale has been completed the obliging salesman will say: "May I send it out for you?" or "Do you wish it delivered?"

The effect of that question is undoubted. It suggests delivery as the only method of getting the parcel home. Naturally the customer replies in the affirmative, and the store perhaps loses money in delivering a package that the customer would willingly have taken home himself. Gradually the delivery habit has grown until hundreds of small five and ten-cent articles are annually delivered at an actual loss to the merchant.

A change in the salesman's question is imperative first of all. A form like the following can be used, without causing the customer to think that you do not want to deliver his package: "Will you take it with you, Sir"—a slight pause—"or shall we send it?"

Department stores in the city of Chicago are already employing a similar form of question, and reliable reports indicate that the deliveries of small packages have greatly decreased in the last few weeks. If it is successful in Chicago there is no reason why it should not be equally successful in other places. Nobody can possibly be offended by the change in questions and nobody is going to be induced to carry home a wash boiler or a kitchen range because of it. It is doubtful if one out of twenty even notice the difference, but many will unconsciously be induced by the suggestion to carry home parcels they would otherwise request the clerk to have delivered for them.

PERSONAL ACCOUNTS

From *Hardware Dealers' Magazine.*

Don't mix your business affairs with your personal matters. For example, when you need cash to pay bills for groceries, furniture for your home, clothing, shoes, or other personal and home needs, don't run to your cash drawer and take out the amount needed to pay the bills. The best way to handle these matters is to draw your salary regularly and pay the bills with that money. If you find that it is insufficient to meet your needs you can draw a certain sum and charge the amount to capital withdrawn. Or, if you find that your salary accumulates you can re-invest it in the business.

Whenever you take an article out of stock for personal use or the use of your family, you treat the transaction exactly as you would a sale made to a customer. You make out a sales slip for the amount, and if you do not wish to pay cash you file it away until such time as you decide to pay the bill. Of course, this sales slip can be made out at the cost price of the article, if you wish, and no profit will be shown on the sale. But a sales slip should be made out every time because if it is not your inventory will not check when you take it.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICE changes in hardware lines have again been quite numerous during the week and embrace such important lines as churns, bit stock drills, straight shank bits, wood boring brace drills, wheelbarrows, bucksaw blades, grindstones, saw sets. A general advance has been recorded by one large stove manufacturer on all heating and cooking stoves and ranges and hot air furnaces. There is a possibility that the United States will place an embargo on pig-iron coming into Canada and it is asserted the manufacturers of the Dominion will be hard hit if such takes place. There are not sufficient furnaces in Canada to supply the demand, especially in iron of high silicon which cannot be had in this country. In order to make good castings it is stated to be necessary to have high silicon. Canadian steel mills have been given instructions that they must devote all their energies toward the production of shell steel during the month of August and allow domestic merchant trade shipments to remain in abeyance. The trend of iron and steel prices generally is very uncertain, due to the peculiar conditions that have arisen both in the United States and Canada. Lesser lines in which price changes in an upward direction have been made include cattle spray, floor extension thimbles, asbestos floor thimbles, wire stretchers, wrought floor hooks, lard or sausage stuffers, carpet beaters, tin roofing caps, furniture casters, tubular rivets, paraffine wax, aluminum paint. Business has been seasonably good.

MONTREAL MARKETS

MONTREAL, Aug. 16.—The week has been quieter than usual as regards alterations in prices, but there are some interesting changes to record. Washing machines, churns, and some of the lines of shelf goods are advanced. Field fencing is firmer. There are some strong upward tendencies to the sheets and plates, owing to continued scarcities. File brushes have again advanced, and are more than double their price before the war. In the metal markets some of the old metals are easier in price, and there have been some shadings in the ingot metals, both upwards and downwards. Indications are towards higher-priced gasoline, but not very definitely as yet. Rope and twine are in firm market. A note from a wholesale firm handling glass is to the effect that all prices must be taken as "ex store" not delivered. This indicates the firmness in this line, but prices of glass are not altered.

Shelf Goods Show A Few Advances

Montreal.

SHELF GOODS, ETC.—This has been a very quiet week as to changes in shelf goods. Change list men have breathed a sigh of relief after continued toil at the lists in previous periods of activity as to alterations. The holiday season is to some extent responsible for the quietness, also uncertainty in the United States metal markets and manufacturing centres.

File Brushes Advance

One important advance is found in file brushes. These are now $9.60 per dozen. Before the war they used to cost $4 per dozen.

Bamboo Rods Again

Bamboo rods are showing more firmness. The 12-ft. size is now $11 per 100; 14 ft., $15 per 100; 16 ft., $20; 18 ft., $25, and 20 ft., $30 per 100.

Field Fence Up

"Invincible" field fence is up to net list. This line used to be quoted at 5 per cent. off list.

Churns Advanced

Revolving barrel churns are quoted discount 22½ off f.o.b., Montreal, Ottawa and Kingston. The same are quoted 25 per cent. off f.o.b., Toronto, Hamilton, London and St. Mary; while f.o.b. St. John, New Brunswick, they are quoted 20 per cent. off.

Paris Green Firmer

Paris green in papers is quoted 61c a pound by one firm. It is hard to get this in any other package now.

Washing Machines Up

Washing machines have been advanced to 45 per cent. off list, notification having been made this week in Montreal.

Padlocks Advanced

As predicted last week, padlocks have advanced again. American manufacturers have advanced these 10 per cent. Most manufacturers state that the advanced cost of materials and labor is accountable for the advance.

Nails And Wire In Steady Market

Montreal.

NAILS AND WIRE.—There have been no changes in the quotations for nails and wire this week as compared with last week's figures. Standard steel wire nails are still at $5.50 base. Cut nails are $5.75, and wire is quoted at $6.50 base. The various other lines are quoted in current quotations. The outlook is firm, but no hint is heard of advances immediately impending.

Tinned Iron And Terne Plate Firm

Montreal.

SHEETS, PLATES, ETC.—There is continued firmness in the market for sheets and plates. Black sheets, while not altered in price since last week, are scarce and firm, and advances in these would not be surprising. Terne plate is worth $21 for the I.C. 20 x 28-112 sheets, as quoted in Montreal. This line is very scarce. Tinned iron is a good deal higher priced now. For up to 24-gauge, 72 x 30, in case lots, $23.50 is quoted in Montreal, and $24.50 for 26-gauge. There is marked scarcity in tinned iron in Montreal at present. American cokes are again firmer, and quoted 50c higher per box base price for the 14 x 20 I.C. This makes the quotation $16.50, and it would be quite likely to find prices still further advanced before long.

MONTREAL—	100 lbs.	Montreal Range 100 lbs.
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Rope And Twine Steady And Firm

Montreal.

CORDAGE.—There is still no change in the market for rope and twine, although the raw materials used in the manufacture of the principal ropes, sisal and Manila, are firm in price. Scarcity is also possible in some of these products, due to the shortage of ships and cars. Manila is still quoted at 37c base;

sisal and lathyarn at 26½c base. There is a good demand for binder twine from local district consumers, the distant orders having been despatched long ago. Cotton rope and twine are in firming market.

Gasoline And Coal Oil Firm

Montreal.

GASOLINE AND COAL OIL.—The market for gasoline is unaltered, with quotations at 32½c per Imperial gallon. Coal oil is also unchanged in price at time of writing, Royalite being quoted at 17c and Palacine 20c. It may be noted, however, that crude oil is advancing in the Middle West, and further that regulations restricting the use of gasoline in automobiles for pleasure use are contemplated in the United States. These are signs of impending scarcity and possible advances.

Market In Stoves And Wares Steady

Montreal.

STOVES, ENAMELLED WARE.—The week has developed no new tendency in stoves and ranges. The feeling is that prices are at high levels already, and it is probable that further advances will not take place without extra pressure on manufacturers of the costs of production. Developments in the electric stove line may be expected with fuel problems intensifying towards winter. There is no new development as regards enamelled ware. This line is having reasonably good demand at present.

Iron And Steel Are Expectantly Steady

Montreal.

IRON AND STEEL.—There are no alterations to report in the market for iron and steel, and the tone of the market is not definitely decided enough to predict further advances meantime. Still the next changes to be looked for are more likely to be advances than declines. It is believed that mills in the United States are filling previously placed orders while waiting to see the effects of the States' entry into the war on domestic commerce, and for the time being the story of rapid advances in iron and steel stops, leaving the market simply firm and in watchful mood. Following prices are quoted as last week:

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95
Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Lead Products In A Steady Market

Montreal.

LEAD PRODUCTS.—There have been no changes in the quotations for lead products, pipe, sheet lead, traps and bends, etc., since last week. Demand is said to be dull at present in these lines. There is very little new building going on, and the call for alteration and repair work is small. Following are the prices:

MONTREAL—

Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.19	....
Lead sheets, 3 lbs. sq. ft.	0.17¾	....
Lead sheets, 3½ lbs. sq. ft.	0.17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Some Easier Notes In Old Metals

Montreal.

OLD METALS.—The market for the old metals is still quiet. There is little or no demand, people who buy at all buying only their immediate requirements, and making no special inquiry for the future. Supply is not especially abundant, but with demand as it is prices are weaker rather than stronger. Possibly changes to firmer levels may be coming, but there is no indication as yet. Heavy lead pipe is quoted a shade lower this week at 9½c, instead of 9¾c. Heavy copper is lower by a cent, and is quoted at 24c. Old cast iron is quoted at $25 per gross ton, also a decline. Auto tires are now worth 0.06 cents, a decline of half a cent. Following are the quotations:

MONTREAL—

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	25 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Ingot Metals Show But Slight Change

Montreal.

INGOT METALS.—The market for the ingot metals is still quiet. No particular strength is developed in any metal, though some slight shadings are noticed. Lack of definite news regarding United States doings in a national sense no doubt affects the market, but the holiday feeling is also present.

Tin a Shade Easier

TIN.—Without any pronounced market factor to which to attribute the tendency, tin eased off a shade locally, and is being quoted at from 63 to 64 cents.

Copper Also Easier

COPPER.—A very slight shade easier in tone this week, copper is quoted at from 34c to 35c. Some figures as low as 33c for large orders were heard of, and 36c for smaller orders.

Lead Peculiarly Placed

LEAD.—There is no primary market reason for the slight shadings found in the lead market locally, but demand is very low, and the easier tendency may be towards stimulating demand. From 14c to 15c are the prices quoted.

Spelter Quite Steady

SPELTER.—Steady and unchanged in price since last week, spelter is quoted at 11c to 12c.

Antimony a Little Firmer

ANTIMONY.—In New York there was found a slight tendency to firmness for spelter, but locally there was no change in the price last quoted, viz., 20c per pound for this metal.

Aluminum is Firmer

ALUMINUM.—There is a slightly stronger tone to aluminum, and the range of prices quoted, 64c to 65c per pound, is an appreciable advance over the 63c of last week's quotation.

TORONTO MARKETS

TORONTO, Aug. 16.—Price movements continue in an upward course. Churns, both hand and power, is one of the important lines to show an increase in price. Grindstones, bucksaw blades, bit stock drills, straight shank drills, one-half inch shank drills, wheelbarrows, are among the lines which have also been advanced. Other lines in which advances have been recorded include floor extension thimbles, wire stretchers, wrought floor hooks, saw sets, lard and sausage stuffers, carpet beaters, tin roofing caps, furniture casters. Holiday time is getting over with wholesale houses and business is settling down to a normal way of running once more. It will be noted that the list of advances comprises quite a number of important commodities.

Floor And Wall Extension Thimbles Up

Toronto.

THIMBLES. — Higher prices were made effective during the week on floor and wall extension thimbles. For the standard 7-inch pipe floor extension thimble, 8 to 16 inches, the price is now $7,20 per dozen, and for the wall thimble, 4 to 8 inches, the new price is $5.40 per dozen. Asbestos fireproof floor thimbles are now quoted as follows, which also represents an advance: 8 in., 07.80 per

doz.; 10 in., $8.40 per doz.; and 12 in. $9 per doz.

Cattle Spray And Certain Paints Up

Toronto.

SPRAY PAINT—An advance of approximately 10 per cent. has been made in Crenoid spray for cattle and horses. In half-gallon tins the price is now $5.50 per doz., and for the one-gallon tins, $7.75 per doz. For less than dozens the price of gallon tins is 85c each. Everjet paint in gallons has also been advanced approximately 10 per cent., gallon containers now being quoted at $7.75 per doz., as compared to the former price of $7. In less than dozen lots the price is 85c each. In barrel lots the price is 45c per gallon.

Wire Stretchers And Floor Hooks Advance

Toronto.

WIRE STRETCHERS, FLOOR HOOKS—An increase of 10 per cent. has been made in the price of wire stretchers, the Ohio now being quoted at $2 each, and the Royal Blue at $2.10 each. Wrought floor hooks have been advanced 7½ per cent. during the week, ⅝-inch by 6-inch is now quoted at 75c per doz., and ¾-inch by 7-inch is now quoted at $1.20 per dozen.

Saw Sets And Bucksaw Blades Higher

Toronto.

SAW SETS, BUCKSAW BLADES—Lincoln saw sets have been advanced to $6.90 per doz., and Whiting saw sets have been moved to $5.25 per doz., which in both instances is an increase of 10 per cent. Bucksaw blades have been moved to higher levels following the recent advance on crosscut saws. Happy Medium, 30-inch bucksaw blade is now quoted at $4.90 per doz., Maple Leaf at $5, and Prince Rupert at $7.15 per doz.

Prices on Crosscut Saws.

Advances announced in the various lines of crosscut saws last week have been made effective and net prices on Premier, Racer, Improved Racer and Toledo, are as follows: 5-foot, $4.50; 6½-foot, $5.30; 6-foot, $6; 6½-foot $7.25.

Lard Or Sausage Stuffers Increase

Toronto.

SAUSAGE STUFFERS—New prices were put into effect on Enterprise lard which provides for an increase in price. No. 25 is now quoted at $10.85 each, and No. 35 at $13.20 each. Extra plates for No. 25 are quoted at 75c each, and for No. 35, at $1.30 each. In this line, as with so many other lines, the increased cost of raw materials is given as the cause for the advance.

Carpet Beaters And Tin Roofing Caps Up

Toronto.

CARPET BEATERS, ROOFING CAPS. — Following advances recently made in wire products, carpet beaters is one of the kindred lines which has been affected during the week. No. 1 are now quoted at $1.10 per doz., and No. 6 at $1.35 per doz. Tin roofing caps is also one of the lines to register an increase in price, being now quoted at $9.50 per hundred pounds, and 10c per pound in less than hundred pound lots.

Grindstones Go Up 10c Per Hundred

Toronto.

GRINDSTONES.—An increase of 10c per hundred pounds was made in the price of grindstones. For those over 40 pounds and 2 inches thick, the price is now $1.90, while those under 40 pounds are quoted at $2 per hundred pounds. Bi-treadle grindstones also have been advanced, the range of prices being $5.15 and $5.85. Sterling or Victor, having ball-bearing frame, are quoted at $5.75 each, while Peerless grindstones with tubular frame are quoted at $7.15 each.

Tubular Rivets And Furniture Casters Higher

Toronto.

RIVETS, CASTERS.—An advance of 10 per cent. has been made effective during the week on the price of tubular rivets and prices now quoted are as follows: 5-16-inch, $1.20 per thousand; 6-16-inch, $1.30 per thousand; 7-16-inch, $1.45 per thousand; 8-16-inch, $1.55. In cartons tubular japanned rivets are quoted at 75c per carton. Furniture casters is also another of the lines to score an advance during the week, plate and stem being quoted at an increase in price of approximately 10 per cent.

Wheelbarrows And Lawn Swings Move Upward

Toronto.

WHEELBARROWS, LAWN SWINGS.—An increase in garden wheelbarrows with steel wheel was made effective during the week, being now quoted at $51 per dozen, as compared with the former price of $47.40. Light garden wheelbarrows are now quoted at $37.20 per dozen, the former price being $33 per dozen. Four-passenger lawn swings have been advanced to $7.75 each, the former quotation being $7.20 each.

Lawn Mowers May Not Be Affected By Embargo

Toronto.

LAWN MOWERS.—One of the Canadian manufacturers of lawn mowers states that Canadian manufacturers of these goods have orders placed for steel with mills in the United States and that he understands that the U. S. embargo on steel will not affect lawn mower steel. In view of this, manufacturers anticipate there will not be any difficulty in obtaining their usual supply. The situation with respect to pig iron is a more serious one, and one prominent manufacturer puts the situation as follows: Should the United States Government place an embargo on pig iron, it will hit the Canadian market pretty hard, as there are not sufficient furnaces in Canada to supply the demand, and it is really necessary to import pig iron, especially iron of high silicon, which cannot be had in this country. To make good castings we must have high silicon, and if this is unprocurable, it may mean that many of the hardware lines will not come up to the standard. However, it is no use crossing the bridge until we come to it." On the other hand it is said that munition making may be curtailed to a great extent in Canada, thus releasing quantities of certain grades of pig iron.

New List Prices On Bit Stock Drills

Toronto.

DRILLS.—New List prices have been issued on bit stock drills, straight shank drills, one-half inch shank drills and wood boring brace drills. Discount remains the same as formerly at 40 per cent. off list, but new list prices provide for increases. Following are the list prices:

Bit Stock Drills.

2/32 inch	$ 2 50	11/32 inch	$ 8 00
3/32 inch	2 70	12/32 inch	8 50
4/32 inch	3 00	13/32 inch	9 25
5/32 inch	3 50	14/32 inch	10 50
6/32 inch	4 00	15/32 inch	11 75
7/32 inch	4 50	17/32 inch	13 00
8/32 inch	5 00	18/32 inch	15 50
9/32 inch	6 00	20/32 inch	18 00
10/32 inch	7 00		

Straight Shank Drills.

4/32 inch	$ 1 60	11/32 inch	$ 2 00
5/32 inch	1 65	12/32 inch	2 25
6/32 inch	1 70	13/32 inch	2 50
7/32 inch	1 75	14/32 inch	2 75
8/32 inch	1 80	15/32 inch	3 00
9/32 inch	1 85	16/32 inch	3 25
10/32 inch	1 90		

Half-inch Shank Drills.

1/8 inch	$ 5 40	3/8 inch	$ 9 60
3/16 inch	6 00	13/32 inch	10 20
7/32 inch	6 50	7/16 inch	10 80
1/4 inch	7 20	1/2 inch	12 00
9/32 inch	7 80	9/16 inch	13 20
5/16 inch	8 40	5/8 inch	15 60
11/32 inch	9 00	11/16 inch	18 00
		3/4 inch	20 40

Above prices all subject to 40 per cent. discount.

Discount On Churns Has Been Changed

Toronto.

CHURNS.—An increase in the price of churns has been made effective during the week, amounting to approximately 7½ per cent. through the changing of the discounts. Where the discount was formerly 30 per cent. off list for Toronto, Hamilton, London, St. Mary's, it is now 25 per cent. off list. The discount f.o.b. Montreal, Kingston is now 22½ per cent. as compared with the former discount of 27½ per cent.

St. John, N.B., is now quoted f.o.b. 20 per cent. off list.

Lace Leather Goes Up 5c To 10c Pound

Toronto.

LACE LEATHER.—Owing to higher prices which manufacturers have had to pay for hides, they have been compelled to increase the price of side lace leather and cut lace leather. The former is now quoted at $1.40 per pound, where it was formerly quoted at $1.35, with the range as high as $1.65 per pound. Cut lace leather in lower quotations has been advanced 10c per pound, and is now quoted at $1.60 per pound. Manufacturers have recently had to purchase hides at higher prices to provide for their future needs and advances were such that increased prices are stated to be necessary. Belting is holding in steady market, extra quality being quoted at 30 and 5 per cent. off list, while standard quality is quoted at 40 per cent. off list. Tap soles and top lifts are also in steady market, no change having taken place in this commodity since November last.

Storing Of Gasoline Anticipating Embargo

Toronto.

GASOLINE, COAL OIL. —Oil dealers report an inclination on the part of those who have storage space for gasoline to anticipate their needs for some time in the future. This desire to stock up has apparently been caused through the intimation in the United States that the use of gasoline for pleasure cars may be curtailed. Should this take place in the Republic, the action would undoubtedly have weight with the Canadian authorities. There is a firmness in the market for gasoline due to advances in the crude oil of various kinds. Canadian refiners have not been advised as yet of an increase in the price of the mid-continent field crude oil, but anticipate that such action would not be improbable in view of the advancing tendency of other oils. The mid-continent field is the one in which the Canadian refiners have the greatest interest, as they get the bulk of their supplies from that quarter. Gasoline still holds at 31½c and 32c per gallon, and benzine 1c under these prices. Coal oil is quoted at prices given in current quotations.

Nail And Wire Market Holds Steady

Toronto.

NAILS, WIRE.—There is a steady position in the market for nails and wire, the inclination to advance having been stayed for the present at least, in view of the condition in the iron and steel market in the United States. There is a generally hesitant condition in all steel products as the course of the market is considered uncertain, due to the waiting for report by the Federal Trade Commission on the costs problem. Standard steel wire nails are quoted at $5.45 base, and cut nails at $5.80 base. Wire prices will be found in current quotations.

Galvanized Sheets Accumulating A Little

Toronto.

SHEETS, PLATES.—There is no improvement with respect to the accumulation of stocks on black sheet, as dealers assert any supplies that are now arriving are being taken as fast as they arrive on account of old orders. This does not permit the accumulation of any spot stock. With respect to galvanized sheets, the situation is reported to be a little better with respect to the accumulation of stocks over and above that required for orders. One large dealer reported that stocks for spot requirements have had a chance to grow somewhat. There is no improvement, however, with respect to future orders as mills will not take any orders for shipment for several months in the future. Prices on sheets and plates held steady during the week.

TORONTO—

BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	**Per 100 lbs.**	
10¾ oz.	.....	$12 00
U.S. 28	.....	11 70
U.S. 26	.....	11 40
22 and 24	.....	11 25
18 and 20	.....	11 10
16	.....	10 95
14	.....	10 85

Corrugated Sheets Still Very Firm

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There is still a very strong situation in the market for corrugated sheets. Dealers asert that an advance is due, and would probably have been made effective before this had it not been for the disposition to wait and see what is going to come out of the American situation. Eavetrough and conductor pipe held steady during the week at a discount of 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Not Allowed To Supply Canadian Merchant Trade

Toronto.

IRON AND STEEL. — Instructions have been given to Canadian steel mills that during the month of August they must turn their attention exclusively to the production of steel on account of Government contracts, and that in furtherance of this they will have to forego shipments to the merchant trade. This amounts to an embargo so far as domestic trade shipments are concerned. Dealers view the situation with more than passing interest, as they look forward to congestion of orders when the Government again permits the mills to look after the Canadian domestic trade. There is no intimation that the regulation may not extend longer than the month of August. Prices are in a halting market, waiting to see what developments are likely to take place in the American market.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Hold In Steady Market

Toronto.

BOILER TUBES. — There was a steady market in boiler tubes during the week, with the demand for goods showing an improvement. It is anticipated there will be a heavier demand for fall installations and repair work from now on.

TORONTO—	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead And Zinc Products In Stationary Position

Toronto.

LEAD AND ZINC PRODUCTS. — The market for lead and zinc products held stationary during the week. Ingot lead is quiet, spelter is stagnant, and tin shows a disposition toward an easier tone. In view of this condition, there was no inclination to disturb prices. Demand is reported fairly good.

TORONTO—

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 17	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 42	....
Solder, strictly, lb.	0 39	....
Solder, commercial, lb.	0 38	....
Solder, wiping, lb.	0 38	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Rubber Goods Decline ¼c Pound

Toronto.

OLD MATERIALS. — Prices being paid by dealers for old rubbers, boots and shoes were reduced by ¼c per lb. during the week, making the price 8¼c. Other commodities in the old material market held at the quotations of last week. Mills are not buying and there is less being offered by the small dealers to the wholesalers. Conditions as to the future are characterized as difficult to forecast.

TORONTO—		
Tea lead	$ 0.08¼	.....
Heavy lead pipe	0.10¾	.....
Yellow brass	0.14¾	0.15
Red brass	0.22	.....
Light brass	0.09½	0.10
Heavy zinc	....	0.07½
Heavy copper	0.25	0.26
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.06
Bicycle tires	0.03½	.....

Stoves And Ranges Advance 5 To 10 Per Cent.

Toronto.

STOVES, ENAMELWARE.—Manufacturers of the Gurney-Oxford line of stoves and ranges announce an advance in price on their complete line of cooking and heating stoves, both coal and wood, ranging from 5 to 10 per cent. This advance follows a recent advance by other manufacturers announced in these columns, and which amounted to approximately 10 per cent. Prices have been readjusted on hot air furnaces and provide for an average increase of approximately 5 per cent. On hot water systems and radiators there has been no change as yet, but manufacturers assert that if the embargo on pig iron shipments from the United States into Canada is made effective, that available supplies of pig iron will be at a premium in Canada and prices may go to almost any figure. Gas and electric ranges of the above make have not been affected by the change. Oil cookers and heaters have been in very brisk demand, but prices on these lines remain unchanged. Fall shipments of stoves and ranges are now going forward, together with shipments of furnaces. Retailers are beginning to realize that manufacturers will be restricted in their output through the raw material situation and evince a readiness to take their orders in stock as soon as they are avilable. Enamelware held steady in price during the week.

Good Crops Made Big Twine Demand

Toronto.

CORDAGE, TWINE. — The abundant crops in Ontario has caused a good sorting trade on binder twine. Dealers in twine and cordage find the bulk of their inquiries for this class of goods. Business in other rope lines is somewhat quiet. There is anticipation of a further advance in the sisal fibre, due in large measure to the destruction of a large quantity at Progresso, in Yucatan, by fire, when the fibre was in warehouse. The amount destroyed is estimated at $1,500,000 worth. Should an advance in the fibre take place, it is reasonably sure that an advance in sisal rope will also follow, as cordage men assert the position is already one of firmness. Prices of the various lines of cordage held steady during the week at figures given in current quotations.

Ingot Metals Inclined To Steadiness

Toronto.

INGOT METALS.—For the most part ingot metals were in steady position during the week. Tin in the primary market in London was down during the week, due in large measure to report of visible production in Penang and Singapore of 8,600 tons for month with estimated shipments at 6,000 tons.

COPPER.—The market shows a disposition to mark time, prices remaining unchanged at 34c for electrolytic and 32½c for casting copper.

TIN.—Prices held steady in the local market at 64c to 65c per pound, but as noted above there was an easier tone in the primary market.

SPELTER.—Quotations remained unchanged at 11c per pound. The primary situation is quiet and stagnant, very little interest being manifested in buying.

LEAD.—The market for lead is quiet, but firm, and prices held steady locally at 13½c to 14c per pound.

ANTIMONY.—Conditions in this commodity are very quiet and prices held unchanged at 20c. per pound.

ALUMINUM.—There is little interest in aluminum at present. In the primary market there were free offerings, but no buyers. Locally prices continued to be quoted at 64c to 65c per pound.

PIG IRON.—There is much interest centred around the pig iron situation at present owing to the possibility of the United States placing an embargo on shipments into Canada. If this takes place it will hit the Canadian market hard as there are not sufficient furnaces in Canada to supply the demand, and it is really necessary to import pig iron, especially iron of high silicon, which cannot be had in this country. To make good castings manufacturers assert they must have high silicon. Locally the situation remains unchanged so far as domestic producers are concerned, prices being still withdrawn.

LONDON MARKETS

LONDON, Aug. 16.—Business here continues good, with summer lines still moving out well. Binder twine is in good demand and stocks are very low. Prices are all firm, with advances on curry and wool cards, washing machines, canvas belting, barrel churns, Winchester rifles and shotguns, and another increase on linseed oil. Collections are good.

Curry And Wool Cards Advance

London.

CURRY AND WOOL CARDS.—Advanced prices have been recorded on curry and wool cards during the week, bringing present quotations to $1.50 per doz. for No. 04 curry cards, and $2.15 per doz. for No. 4 cards. Wool cards are selling at $11 per doz.

Washing Machines

An advance of 5 per cent. has also been made on washing machines during the week, bringing present discounts to 45 per cent. off standard lists.

Rifles And Shot Guns Up 10 Per Cent.

London.

WINCHESTER RIFLES AND SHOTGUNS.—One of the biggest recent advances has been that during the week on Winchester rifles and shotguns, which have increased 10 per cent. The new price adds 15 per cent. to list, as compared with the old price of 5 per cent. added to list.

Electric Toasters and Irons

Canadian Beauty electric irons are quoted now at $3.38 each, and Canadian Beauty electric toasters also at $3.38 each.

Barrel Churns And Belting Advance

London.

BARREL CHURNS.—Advanced prices are recorded this week on barrel churns, bringing present quotations to 25 per cent. off standard list. Some of the new net prices figured at the new discount are as follows: No. 0 churns, $6.75 each; No. 1, $6.75 each; No. 2, $7.50 each; No. 3, $8.25 each; No. 4, $9.75 each; No. 5, $12 each.

Canvas Belting

Prices on canvas belting have also been revised during the week, and higher prices now being quoted are based on a discount of 35 per cent. off list.

Paris Green And Rope Prices Firm

London.

PARIS GREEN.—With a continued good sale, Paris green is firm and unchanged in price during the week, and previous quotations are prevailing as follows: ½-lb. packages, 59¼c per lb.;

1-lb. pkgs., 57¼c per lb.; 25-lb. drums, 55¼c per lb.; 50-lb. drums, 55c per lb.

Rope Also Firm

Rope prices are also firm during the week at 37c base per lb. for pure Manila; 31c per lb. for British Manila; 31c per lb. for New Zealand hemp, and 26½c for sisal.

Rubber Hose And Nozzle Prices Firm

London.

RUBBER HOSE.—With a good demand for all summer lines, prices on corrugated rubber hose and nozzles remain steady at the following quotations: ½-inch hose, 14c per ft.; ¾-inch hose, 19c per ft.; 1-inch hose, 28c per ft. These prices are less 5 per cent. in full reels. Gem hose nozzles are being quoted at $4.75 per dozen.

Nails Unchanged

Nail prices are also firm during the week at unchanged quotations of $5.45 base for wire nails and $5.75 base for cut nails.

Lanterns; Globes; Screen Wire, Etc.

London.

LANTERNS.—Prices on lanterns with short and long globes are $12 per dozen, with lantern globes of the long and short type selling at $1 per doz. in 1 doz. to the case; 90c per doz. in 3 doz. to the case, and 85c per doz. in 6 doz. to the case.

Screen Wire

Black painted screen wire remains unchanged this week at previous quotations of $3.25 per 100 ft. for 100 ft. rolls; $3.30 per 100 ft. in 50-ft. rolls, and 14c per sq. ft. for bronze wire.

Poultry Netting

Poultry netting is unchanged this week at 30 per cent. off list.

Lawn Mowers

Lawn mower prices are steady this week at 40 per cent. off list.

Carbon Remover; Wax; Good Sellers

London.

CARBON REMOVER AND WAX.—Two good selling lines for automobiles are the carbon remover and prepared liquid wax. Carbon remover is sold at 67c each for ½-pints; $1.17 each for 1 pints, and $2 each for 1 qts.

Liquid Wax

Prepared liquid wax is sold at 35c each for ½-pts.; 55c each for 1 pts.; and $1.05 each for 1 qts.

Spring Hinges

Spring hinges, No. 20, are steady at the recent advance, with a price of $13.20 per gross and $1.15 per doz.

Linseed Oil Up Again; Turpentine

London.

LINSEED OIL.—An advance of 5c per gallon on linseed oil is recorded this week, and marks further the fluctuating nature of this market. The new advance brings present prices to the following:

	Raw.	Boiled.
1 to 2 bbls.	$1.50	$1.53 per gal.
3 to 5 bbls.	1.49	1.52 „ „
6 to 9 bbls.	1.47	1.50 „ „

Turpentine

Turpentine prices show no change during the week at 63c per gal. in 1 bbl. lots; 62c per gal. in 2 to 4 bbl. lots, and 70c per gal. in 5-gal. lots.

White Lead And Putty Unchanged

London.

WHITE LEAD IN OIL.—Prices on white lead in oil have remained firm during thet week at previous quotations of $19 per 100 lbs. in ton lots for pure lead, and $19.30 per 100 lbs. in less than ton lots.

Putty

Putty prices have also remained firm during the week at previous quotations as follows: Standard, 100-lb. drums,$4.35 per 100 lbs.; 25-lb. drums, $4.45 per 100 lbs.; pure, 100-lb. drums, $5.35; 25-lb. drums, $5.45; bladder, bbls., $4.60; less bbls., $5.

Glass Prices Firm; Spades And Shovels

London.

GLASS.—Glass prices have undergone no change during the past week, and are steady at recent quotations of 50 per cent. off standard list for cases of single and double diamond glass, and 40 per cent. off list for cut lights.

Spades and Shovels

Prices on spades and shovels are also unchanged this week at previous quotations of 30 per cent. off for 1sts, 20/2½ per cent. off for 2nds, and 5 per cent. off for 4ths.

Harvest Tools

Harvest tools are unchanged at 25 per cent. off list.

WINNIPEG MARKETS

WINNIPEG, Aug. 16.—Late advices last week contained news of a decided advance in the price of linseed oil—a 20c jump—the biggest single increase to take place in months. As HARDWARE AND METAL pointed out only two or three weeks ago, a sudden change in the price of flax would influence prices either up or down—the change was an enormous advance in the price of flax—the result as noted above. The new prices now being quoted on linseed oil are excessively high, and with the prevailing high prices on white lead, it becomes a question as to whether painting will not be curtailed considerably. Mixed paints must now retail at from $4.50 to $5 per gallon, and although it is undoubtedly false economy to let one's buildings go without paint, it will require keen salesmanship to dispose of paints at present prices. Quotations now in effect, as represented by this latest advance are: Raw, $1.65 per gal. bbl. lots; boiled, $1.68 per gal. bbl. lots.

Turpentine And White Lead In Oil Steady

Winnipeg.

TURPENTINE, WHITE LEAD IN OIL.—With all the changes going into effect on the other lines connected with paint, it is rather interesting to note that turpentine pursues the even tenor of its ways, and has for several months past in the local market. Prices being quoted still remain at the following level: 85c per gal. bbl. lots; 88c per gal. ½-bbl. lots; 90c per gal, 5 and 1 gal. lots.

White lead remained steady for the week at $19.55 per 100 lbs. in ton lots, and $19.90 per 100 lbs. in less quantities for decorators' pure. Decorators' special is selling at $1 per 100 lbs. less.

Big Advance In Pipe, Agricultural Wrenches

Winnipeg.

WRENCHES.—A big advance is noted in the prices being quoted on wrenches, agricultural and Stillson and Trimo pipe undergoing a decided revision upwards. The new quotations being made are as follows:

Agricultural wrenches take a discount of 40%, revealing following net prices: 6 in., $6 doz.; 8 in., $7.20; 10 in., $8.40; 12 in., $10.80; 15 in., $14.40.

Stillson pipe wrenches are now selling at 50% from list, making following best net prices: 6 in., $1 each, 8 in., $1.13; 10 in., $1.25; 14 in., $1.75; 18 in., $2.50; 24 in., $3.60; 36 in., $6.75.

Trimo pipe wrenches are being quoted at 42½% discount to make the following prices: 10 in., $1.45 each; 14 in., $2; 18 in., $2.90; 24 in., $4.15.

New Discount On Jack Screws Effective

Winnipeg.

JACK SCREWS.—Jack screws is another line to advance in price during the week, a new discount of 10% being announced, which makes net prices as follows: 1¾ x 8, $4.50 each; 2 x 10, $6.05; 2 x 12, $6.75; 2 x 14, $7.40; 2 x 16, $8.30.

Decline In Building Papers Announced

Winnipeg.

BUILDING PAPERS. — One of the surprises in store for merchants generally is the news of a decline in building papers. This comes rather unexpectedly, and although no promise exists that the new prices will be maintained for any length of time, the change will be a welcome one

in the midst of continued advances on other lines. The cheaper lines have not been affected. The better grades are selling up to 15c per roll less than formerly. Prices now being quoted on the various lines of building papers and sheathing are given below:

Building Paper, plain, 80c to $1.45 per roll, 400 sq. ft.; tarred, $1.10 to $1.60 per roll, 400 sq. ft.

Sheathing, 36 in., $3.75 to $3.90 per roll, 400 sq. ft.; 72 in., $7.50 to $7.80 per roll, 800 sq. ft.

Wall and Deadening Felt: 24 oz., 36 in. wide, $4.50 per 50 yd. roll.

Red Felt: $3.50 per roll, 450 sq. ft.

Green Felt: $3.50 per roll, 450 sq. ft.

Carpet Felt: 16 or 20 oz., $5.50 per 100 lbs.

Ready Roofing: 1 ply, $1.55 to $2.25 per sq.; 2 ply, $1.95 to $3.15 per sq.; 3-ply, $2.25 to $3.85 per sq.

Wall Board: Less than 5,000 sq. ft., $34.50 per 1,000 sq. ft.; 5,000 sq. ft. or over, $33 per 1,000 sq. ft.

Cotton Wrapping Twine Up.

There has been a further advance in the prices applying on cotton wrapping twine, as will be noted by the following quotations: 3-ply, 52½c lb.; 4 ply, 55c.

Wrought Iron Pipe Market Holds Firm

Winnipeg.

WROUGHT PIPE. — Prices on wrought iron pipe remain steady at advanced figures put into effect about a month ago, and no sign of weakness is evident. As a matter of fact, if anything, this market shows a firmer tone and higher prices would not be surprising. The present scale of quotations is as follows:

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

Saw Sets, Rivets, Bits And Blowers All Higher

Winnipeg.

SAW SETS, RIVETS, BITS.—Many other lines have come under revision during the week, the new prices being quoted, representing advances in each case. Familiar lines to the trade are:

Whiffletree hooks—No. 107, 20c lb.; No. 207 and 307, 18c lb.

Royal blowers, $31.50 each.

Taintor Saw Sets, No. 7, $13 doz.

Steel Shoe Rivets, ⅜ in., 29c lb.; 3½/8 in. 29c.; 4-8 in. 26c; 4½/8 in., 26c; ⅝ in. 25c; 6/8 in, 24.

Cast Well Wheels, 8 in, $5.20 doz.; 10 in., $6; 12 in., $7.20.

Drill Bits, ½ in., round shank, 25 %.

Bench And Broad Axes Move Upward

Winnipeg.

AXES.—Bench axes continue to advance and new quotations are being issued at decidedly higher figures, Present net prices are given herewith, based on a discount of 15 %: No. 2, $10.60 doz.; No. 3, $11.45; No. 4, $12.25; No. 5, $14. Broad axes have also advanced and are now selling up to $35 doz.

Padlocks And Night Latches Have Advanced

Winnipeg.

PADLOCKS, LATCHES. — Products of the Miller Lock Co., such as padlocks and night latches show further advances and new prices now being made on some of the more familiar lines are:

Night Latches, 64, $6.85 doz.; 178 C, $10; 137 C, $15.80.

Padlocks, 4, $13.90 doz.; 18, $2.75; 21, $3.80; 105, $4.40; 500, $2.50; 700b, $4.65; 1805, $2.20; combination 34, $19.

Horseshoes Holding In Very Firm Market

Winnipeg.

HORSESHOES.—It is some time since any change in horseshoes has been made, the market holding firm at the quotations noted below. These quotations are based on a recent 50c advance and may soon undergo further revision upward. Today's prices are as follows:

Iron, No. 0 to 1, $6.75 per 100 lbs.; No. 2 and larger, $6.50.

Snowshoes, 0 to 1, $7; 2 and larger, $6.75.

Steel, No. 0 to 1, $7.20; 2 and larger, $6.95.

Featherweight, $8.35.

Logging Chain At Higher Levels

Winnipeg.

CHAIN.—Following on the trail of coil chain, which advanced last week, comes advice of a similar advance, $1.25 per 100 lbs., on logging chains.

The new basis of prices as provided for by this increase is given herewith: 5-16 in., $11 per 100 lbs.; ⅜ in., $10; 7-16 in., $9.85; ½ in., $9.75.

IN RUSSIA THROUGH THE REVOLUTION.

(Continued from page 27.)

had become commonplace. You might be talking to a merchant when the conversation would be broken by a tremendous outbreak of rifle fire in a near-by street.

"Oh!" he would say, "I wonder who it is rioting to-day. Do you suppose, now, that it would be the Anarchists to-day?"

It probably was; but before it was finished with, other factions would join in. The anarchists, most of them from America, would take a hand, and, of course, the soldiers would step in.

(To be continued in next issue.)

THE FYR-FYTER

Continued from page 37.)

on handle, thus drawing up sealing disc tight against cork disc when handle is in locked position, and pushing it away when handle is unlocked.

Extinguishers are filled with Fyr-Fyter fluid, a specially prepared liquid, having carbon tetrachloride (CCL4) as a base, to which has been added non-injurious chemicals to preserve and depress freezing point.

The liquid will not deteriorate with age, or damage the most delicate fabrics, metals or finishes. It is an absolute non-conductor of electricity, by reason of which it is peculiarly adapted for extinguishing electrical short circuits or other fires around electrical machinery.

Further details with prices will be supplied upon request.

CANADIAN STEEL IMPORTS

It is interesting to note the importations of various steel and iron products into Canada from the United States, and their relative values as compared with last year. The importation of steel billets and ingots was nearly twise as much this year as last, but the value of this year's importations was over three times as much as those last year. The importations of wire goods was nearly twenty million pounds less this year than last, but owing to the higher price obtainable, the value of the importations was actually more this year than last, as can be seen in the following comparisons:

	1917.	1916.
Tin plates, tern plates and taggers, tin, lbs..	135,622,492	117,364,108
Value	$7,718,619	$3,979,069
Wire and wire goods, lbs.	109,212,971	129,894,358
Value	$3,925,421	$3,674,850
Steel billets, ingots, etc., Value	$13,499,356	$3,733,393
Steel rails for railways, tons	72,547	11,106
Value	$2,725,475	$369,650
Sheets and plates, lb....	561,088,568	518,710,230
Value	$21,026,003	$11,423,948

If all fixed selling agreements were made illegal, it would mean a hardship

When you accept goods on consignment, make sure that the agreement is shipshape, waterproof and sound.

Too much service is almost as bad as too little. Both lead in the direction where sheriffs and bailiffs lurk.

Increase the dividends that you draw from your display space by making every available square inch of display space work.

WEEKLY PAINT DEPARTMENT

Why Didn't He Tell Him?

IN a recent conversation, on the train, with the head of the exporting department of a large Eastern concern, the talk turned to painting, and the man said to the writer, "My country home needs painting, but I am putting it off until prices are lower."

Then he launched into a recital of the difficulties in the export trade, concluding with the statement that marine insurance rates were from five to ten times higher than normal.

"Do you insure every shipment?" the Paint Man innocently asked.

"You bet your boots we do."

"But you don't insure your home?"

"Oh yes; against fire and tornado and burglary."

When paint as insurance was suggested, he had "never thought of that," but he conceded the point at once—and a dealer or painter could have closed the contract with that owner, for the painting of that country home right there and before he had listened rather listlessly, to the explanation that even a hundred per cent. price increase on painting material would add hardly ten per cent. to the total cost of painting his house.

Suddenly he turned savagely and demanded,

"Why didn't the dealer tell me these things when I asked him about the paint for my house? Instead he began talking about the high price of paint before I asked him the price and probably I wouldn't have asked the price if he hadn't brought up the subject. Anyway I wouldn't have known whether it was high or low. I'm paying him higher prices for everything else he sells and there's no conversation about it, but when he seemed so ashamed to take my money for paint it scared me off. Why did he do it?"

"Why?" the Paint Man asked. "Why were you scared off from buying paint insurance at say a ten per cent. advance, when every day you are paying five and ten times more for marine insurance than before the war?"

"He didn't tell me that either—about paint being insurance; though I suppose that's part of the A B C of paint selling. But what I want to know is, *why* didn't that dealer tell me these things? He is my neighbor, in my own home town. Why didn't he tell me?"

But the Paint Man didn't know.

* * *

Now the significant and important thing about this casual conversation is not that there is anything *unusual* in this house-owner delaying painting; nor in his attributing his neglect to the higher prices; nor in the Paint Man's simple argument or fact that convinced him of his folly; nor in the dealer's unexplained folly that prevented a sale profitable to both; nor even in the house-owner's disgust that the dealer, in his Paint Department, neglected the first principles, the A B C, of merchandising and of paint knowledge.

The significance and importance of all these things is in the fact that they are USUAL and common and prevalent almost anywhere, probably in your town, and perhaps even in your own trade!

* * *

Sell paint on its value; not on its price.

Once the customer appreciates paint's value—and probably he has a sufficient appreciation when he asks for paint—the price is such a minor and incidental matter that it easily can and should be made to cover an honest profit.

If it develops that the customer has such slight appreciation of paint that the slight additional cost per job makes him hesitate, *then* is the time to begin giving him information about price advances in raw materials and manufacturing, and about the economy and necessity of paint insurance.—*American Paint and Oil Dealer.*

A Bulls Eye That Counts

The moment you decide to handle **Jamieson's Pure Prepared Paints** exclusively you make a bull's-eye that counts in dollars and cents in your favor.

Handle our paints and varnishes and new business will come your way and stay your way.

Jamieson's line gives the consumer good value for his money, with good profit for the dealer.

R. C. Jamieson & Co.
LIMITED
MONTREAL, CANADA
Est'd. 1858
Branches: CALGARY and VANCOUVER
Owning and operating P. D. Dods & Co., Limited

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Aug. 16.—Linseed oil and putty are the two especially interesting features in the paint market this week. These products are more inclined to activity than any of the others. The market as a whole is dull, and not a great deal of movement is recorded. Mixed paints are still reported in good demand for this season. The holidays are having the effect of quieting business activity quite noticeably in Montreal and district. Harvest operations in the country prevent country people from much buying for the time being. Activity is expected in a few weeks from now.

Linseed Oil Firm; Market Irregular

Montreal.

LINSEED.—The market for linseed oil is still exceedingly firm. Reports from crushers are to the effect that the seed is still advancing in price, and the oil is being correspondingly advanced in car lots. The reason for the advancing market for seed is said to be a delayed crop, and grave doubts as to whether the remains of last season's yield will carry the market over the last week or so before new crop is available. Supplies of seed come very slowly and intermittently to Montreal, and in small quantities. News from the Northwest is to the effect that while greater acreage was sown, the chances are that drought and disappointing circumstances may so militate against the perfection of the harvest, that only about the same yield may be expected this year as last year. Argentine reports indicate little chance of any material relief from that quarter, though some shipments of Argentine seed may be expected in due time. As regards the local market to the retail trade, there is irregularity. The prices quoted last week prevail unchanged, although the car load lots may be trending higher in price. Some paint manufacturers are not in the market to sell linseed oil at all. They are disposed to conserve their stocks, noting that the market is going firmer, and noting that at the same time certain firms are able to dispose of small quantities of oil at lower prices than the general range. This irregularity of market is a source of dissatisfaction frequently, both to customers and to the trade in a wholesale way, as complaints arise through the variation of quotations made, and a more even market would probably be more acceptable to a considerable number of merchants concerned.

Linseed Oil—1 to 4 bbls., raw, $1.39-$1.43-$1.46-$1.47; boiled, $1.41½-$1.46-$$1.49-$1.50 per Imp. gallon; 5-9 bbls., raw, $1.38-$1.42-$1.45; boiled, $1.40½-$1.45-$1.48 per Imp. gallon.

Turpentine Firm And Very Steady

Montreal.

TURPENTINE.—The market in turpentine is steady, but with a suspicion in some quarters that further strength may develop with increased demand. The range of quotations remains as mentioned last week, and business is reported quiet and uneventful in this particular line. Some doubt exists as to the chances of getting turpentine in from the South in regular and sufficient supply, but so far there is not any actual trouble to record in this way. Quotations are as follows:

Turpentine.	Per Imperial Gallon			
1-4 bbls.	$0.60	$0.65	$0.66	$0.69
5-9 bbl.	0.58	0.64	0.65	....

Putty Has A Slight Firming Tendency

Montreal.

PUTTY.—With the distinctly firmer tendency note of late in linseed oil, and an outlook which is regarded as very likely to produce eventually still higher prices, the tone as regards putty is one which inclines to advances. There is no absolute definite suggestion made that putty prices will advance, but here and there are heard hints that putty might advance, and the factors bearing on the product are certainly of a nature to support the idea. For instance, not only is linseed oil higher in price, but the supplies of whiting are exceedingly uncertain, and stocks in manufacturers' hands are not over-abundant. It is recalled also that putty did not share in the latest advances made in paint products, and probabilities are towards the coming of putty's turn to advance next. Meantime quotations remain for standard bulk putty in bbls. $3.60 per 100 lbs., in less than one ton lots, and for 100 lb. drums, $4.05 per 100 lbs.

No Change Recorded In White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—There is no alteration in the quotations for white lead in oil this week, and though linseed oil is showing firming indications, there are no specially marked indications towards extra strength for white lead in oil. The metal has hints of possibly greater strength in the future, but has been passing through an uneventful market period. With the resumption of business activity in the Fall, more activity may be anticipated for white lead in oil, and the needs of Fall painting may bring about increased demand. The quotations remain at $18.80 per 100 lbs. for 1 ton lots, and $19.10 per 100 lbs. for less than tons.

Mixed Paints In Unaltered Market

Montreal.

MIXED PAINTS.—The market for mixed paints maintains in condition unaltered from that described last week. There is business being done, more business than had been anticipated for the height of the holiday period, when conditions generaly are dull. Further business is expected towards the Fall, and though prices have been firm, buying on the part of the retail trade and consumers has been little reduced in consequence. The probabilities are by no means towards reduced prices for mixed paints, rather towards advanced prices before the end of the year. Raw materials cause little concern to manufacturers, and should linseed oil, turpentine and lead make any firmer advances there might very soon be advances in store for mixed paints.

TORONTO

TORONTO, August 16.—Trade conditions in linseed oil show a greater firmness during the week so far as prices are concerned. One concern, however, was quoting lower than their quotation of last week. Advances were recorded in some quarters. Turpentines leaving the United States must be by way of permit from the United States Government. It is understood this provision as yet is not being strictly enforced. Shipments to Canada by way of New York have been shut off, but are still permitted to come via Boston. This entails greater length of time for stocks to arrive. Ground glue shows a firmer tendency. Some jobbers have advanced the price of aluminum paint. A change has been made on the amount order on plate glass that calls for free shipment. Business in paint lines is reported quiet by some manufacturers, while others assert the demand still keeps up well.

Linseed Oil Gives Evidence Of Firmness

Toronto.

LINSEED OIL.—Greater firmness was

Nearly 200 Years on the Market

Brandram's B.B. Genuine White Lead

This reliable brand has been sold continuously for nearly 200 years.

Protective, durable, it is up to all expectations because it is properly corroded and properly ground.

Its unblemished record for sterling worth is its best recommendation to you.

Write for current market prices.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

manifested in the linseed oil market during the week if the disposition to move prices upward on the part of the majority can be taken as a criterion. Jobbers who last week were quoting at $1.45 per gallon for raw in single barrel lots have advanced to $1.50. In another instance where $1.39 was quoted last week the price was increased to $1.49. Another concern that had been quoting at $1.49 last week returned to $1.42. The result of these various shifts in the market, however, has left the range of quotations still the same as last week, namely, from $1.39 to $1.52 per gallon in single barrels for raw linseed oil. There was an easier tendency in flaxseed for October shipment during the week, quotations on Wednesday of last week being at $3.24½ per bushel at Winnipeg as compared with $3.20 on Wednesday of this week. On Monday of this week the October option was quoted up as high as $3.33 per bushel. Shipments of seed in the West are few, there being only 42 cars of all grades inspected during the week. Government reports give the acreage for Western Canda this year as 695,000 acres, as compared with 615,000 last year, or approximately a 16 per cent. increase. There is no estimate as yet as to the probable yield. Demand for oil is not heavy at the present time.

1 to 2 bbls.	$1.39-$1.52	$1.41-$1.55
3 to 5 bbls.	1.38- 1.51	1.40- 1.54
6 to 9 bbls.	1.37- 1.50	1.39- 1.53

Turpentine Now Requires A Permit

Toronto.

TURPENTINE.—Advices received by local jobbers during the week state the United States Government now insists that shippers secure a permit for shipment of turpentine into export. It is understood the provision is not being enforced rigidly as yet. Shipments of turpentine from Savannah to New York by boat have been shut off, but they can still come to Canada via Boston. This entails greater time in delivery. Prices in the local market held uniformly steady. Dealers assert it is now costing more for freight and insurance. In the primary market prices held almost stationary during the week.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Aluminum Paint Marked Higher By Some

Toronto.

PAINTS.—Aluminum paint showed a tendency toward higher prices during the week largely on account of the increased cost of tins. One jobber quoted the following prices: 1 gallon tins, $7.25 each; ½ gallons, $3.65 each; quarts, $1.85; pints, $1; half points, 55c.; quarter pints, 30c; eighth pints, 17c. Enamels in certain quarters have also been advanced and prices quoted by one manufacturer are as follows: Art enamel, $3.30 gallon; carriage and auto enamel, $3.35 gallon; floor enamel, $2.60 gallon; Lac shades of stain, $2.50 gallon. Household enamel in gallons is quoted at $4.25 and quarts at $1.10. Aluminum paint was quoted in another instance at $7.45 per gallon. Mixed paints held in steady market during the week. Demand is reported quiet in some quarters, while others again assert business is keeping up well.

White Lead In Oil Remained Unchanged

Toronto.

WHITE LEAD IN OIL.—The situation with respect to white lead in oil remains in a stationary position. Linseed oil is in firm market, but there is no marked activity in pig lead, prices in the latter commodity drifting along fairly uniform for some little time past. Demand for white lead in oil is reported light. Prices hold at $19 per hundred pounds in ton lots and $19.30 in less than tons.

Plate Glass Has Recorded Slight Change

Toronto.

GLASS, PUTTY.—A slight change has been made in selling arrangements on plate glass. In Toronto, Hamilton, Kitchener and London the discount is now 20 per cent. off list. All other points in the province are 10 per cent. off list. If the gross amount of sale is under $75 the prices are f.o.b. warehouse, but where gross list purchase is over $75 freight is paid. There is no charge for packing in either instance. A temporary arrangement recently in force provided for free delivery on all amounts over $35. Window glass and fancy glass remain unchanged in price, the former being quoted at 50 per cent. off list, but instances are recorded where lower prices are quoted.

Putty is again in firm position and some closely identified with the trade assert their belief that prices are likely to go higher. Supplies of whiting are becoming scarcer and advances are considered not improbable in this line. Prices during the week held at those given in current quotations.

Paint Remover, Wax And Glue Go Higher

Toronto.

PAINT REMOVER, WAX, GLUE.—An increase of 12½ per cent. was made effective on the Solvo line of paint and varnish remover during the week, which now makes the selling price $2.40 per gallon. Paraffine wax has also been advanced 4c per pound in certain quarters, being now quoted at 16c per pound. No. 2 ground glue has been moved to higher levels. In 112-lb. bags it is quoted at 23½c per pound and in less than bags at 25c per pound. Other brands of glue are holding firm in price with supplies limited.

RETAIL ADVERTISING

(Continued from page 34.)

said "We believe in advertising, but think that the country editors are more to blame for poor advertising among retail dealers than the dealer himself, as to using proper type and display. This indicates that the merchant who leaves the arrangement of his advertising in the hands of country editors does not stand much chance of getting the best results from his publicity.

At the same time the reply of the large company indicates that the dealer who takes care of the details of his advertising himself, can impress readers to a far greater extent than otherwise and will not be a mixture of words designed to fill the space only. It is easy to pick out the latter type of dealers by a comparison of ads appearing in the town papers, for some bear all the earmarks of the big city newspaper advertisements that bring results because of their attractive layout.

It is unquestioned that advertising will bring results if it is correctly designed and if the required effort is put forth. The dealer or one of his employees should be made responsible for the advertising copy and strict attention should be paid to its appearance and matter, making the newspaper publicity attractive in appearance, containing text matter that is informative and creating of desire, and containing specific quotations.

This same large hardware company states further that the great majority of retail merchants take too few trade papers and what few they take they read too little. This firm subscribes to four trade papers. They have been in business for forty years and with an absolute conception of the value of the trade press, they urge each retail merchant to avail himself of the valuable data given therein.

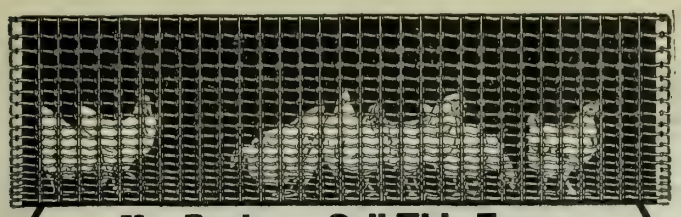
ONTARIO FALL FAIR DATES

(Continued from page 31.)

Waterdown	Oct. 2
Waterford	Sept. 27
Watford	Oct. 2 and 3
Welland	Oct. 1-3
Wellesley	Sept. 11 and 12
Weston	Sept. 14 and 15
Wheatley	Oct. 1 and 2
Wiarton	Sept. 25 and 26
Wilkesport	Sept. 27
Williamstown	Sept. 19 and 20
Winchester	Aug. 29 and 30
Windham Centre	Sept. 25
Windsor	Sept. 24-27
Wingham	Oct. 9 and 10
Wolfe Island	Sept. 18 and 19
Woodbridge	
Woodstock	Sept. 19-21
Woodville	Sept. 13 and 14
Wooler	Sept. 6 and 7
Wyoming	Oct. 4 and 5
Zephyr	Oct. 2
Zurich	Sept. 19 and 20

ASBESTOS IN NORTHERN ONTARIO

The Slade-Forbes Mining Co. is reopening its asbestos property in Deloro township this week. The owners of this property expect to resume the shipment of the high grade asbestos at once, and another 100-ton shipment will go forward at an early date. The erection of a small mill will take place in the near future. A number of excellent samples of asbestos were brought in recently by prospectors from the northern part of Quebec Province where a number of veins of the mineral are in evidence, some of which are four feet in width—high grade asbestos.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

PEERLESS THE ALL AROUND FENCE

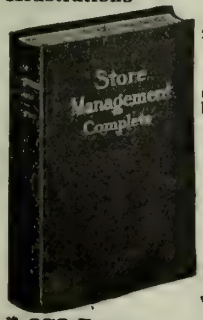
HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

Berry Brothers' varnishes, enamels, stains, etc.

are easy to sell because among architects, painters, home builders, house owners, and other varnish buyers the "Berry" label is a recognized voucher of quality and the utmost in varnish value.

Write for descriptive price list and interesting dealers proposition.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of grey, gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

WALKERVILLE ONTARIO

Factories:
Detroit, Mich.; Walkerville, Ont.; San Francisco, Cal.

(589)

If interested, tear out this page and keep with letters to be answered.

Current Market Quotations

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can Frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench No. 2, doz.		11 35
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 12 to 60c lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.65
Cut Lace Leather, lb.... 1.60- 1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅝ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 55
Tubing, seamless base	0 60
Tubing, iron pipe size, 1 in. base	0 54
Copper E.P.S.	0 58

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$57 00
Plain sheets, 14 oz., 14x28 in., 14x60 in.	56 00	58 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, 14x60 base	64 00	59 00
Braziers' in sheets, 6x4 base	55 00	57 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 25	$10 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning each	1 05
Lookout	1 35

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov, 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Paying Strict Attention to Deliveries

We are paying the same attention to **deliveries on time** as we did before the war. That is, we are doing our utmost. But the extraordinary conditions existing to-day often retard us, in spite of all our efforts, and if at any time orders are "held up" it is due to conditions over which we have no control. We ask the trade to kindly bear with us in this matter.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

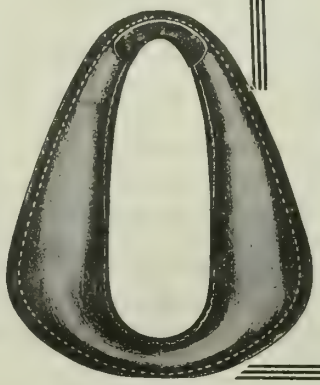
By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

If interested, tear out this page and keep with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class C and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 30-35%; cast bushings, 32½%; unions, 30 to 42½%; plugs, 27½% off list. Net prices malleable fittings: Class B black, 23c lb.; Class C black, 15c lb.; galvanized, Class B, 32¼c lb.; Class C, 23c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Mounted No. 115, each	4 50
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 50%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Steel Point	$11 50
Lightning	10 00
Heath's	10 00

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 15	$3 95
No. 3, per doz.	3 25	4 50
No. 4, per doz.	3 35	5 10
Little Giant	5 00	....
Burden	5 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	....	3 25
Cold blast, common ruby	....	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½+.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', rd. hickory	2.00-2.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2¾ inch.....15c
1 inch.....$1	3 inch 10c
1⅛ inch.....$1	3¼ inch ...10c
1¼ inch.....65c	3½ inch ...10c
1½ inch.....40c	4 inch 5c
1¾ inch.....40c	4½ inch ... 5c
2 inch.....30c	5 inch base.
2¼ inch.....30c	5½ inch base.
2½ inch.....15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

RAMSAY'S CARRIAGE AND WAGON PAINTS

A PROFITABLE LINE TO SELL

Dividends for Dealers: RAMSAY'S Carriage and Wagon Paints.
Dividends for Customers: Well Painted Carriages, Wagons and Farm Implements protected with RAMSAY'S PAINTS.

A. RAMSAY & SON CO., MONTREAL

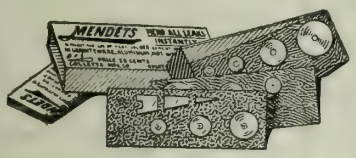
In Business 75 Years. **Branches: TORONTO and VANCOUVER**

Every Housewife is a Sure Buyer of

MENDETS

A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company

Collingwood, Ont., Canada

TERRY'S

Assorted boxes of high-grade Washers

EACH box contains 1 gross well assorted, high-grade washers. Sizes from ¼" to ⅝" holes.

Single Coil Spring Lock Nut.

	Each
215—Light square pattern..	4/–
832—Light wide pattern....	5/–
834—Heavy square pattern.	4/6
624 Heavy wide pattern...	6/–

Double Coil.

211—Light pattern	6/6
623—Heavy wide pattern...	10/–
Engineers' plain	3/–
"Girder" section pattern...	5/–
"Grip" pattern	6 6

Plus 10% and subject.

Selected with care—well and accurately made — they prove valuable in repair shop or tool box—as they meet general engineering needs. Why not order samples at once.

HERBERT TERRY & SONS, LTD

The Spring and Press-work Specialists

REDDITCH, ENGLAND

Established 1855 and entirely British.

If interested, tear out this page and keep with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	8 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black Per 100 feet	Galvanized Per 100 feet
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	88 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.
4½" and larger, 40%.
4" and under, running thread 25%.
Standard couplings, 4" and under, 35%.
4½" and larger, 15%.
Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount
F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	45
8" soil pipe	35	35
Medium and extra heavy fittings, 6" and under	50	50

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	25%
Cistern Pumps	25%
Set Lengths	20%
Brass Lined Cylinders	10%
Brass Body Cylinders	net list

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.
Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
Pluvius, 1-ply	1 45
Pluvius, 2-ply	2 00
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 55
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 05
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.
B. & A. emery cloth, 5% to 20% on list.
B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$ 9 50
Golden Clipper	10 50
Little Giant	11 50
Little Giant Genuine	12.50-13.50

F.o.b. Toronto, London.

SNATHS
Discount 20%.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾oz.	.....	.....	13 50

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

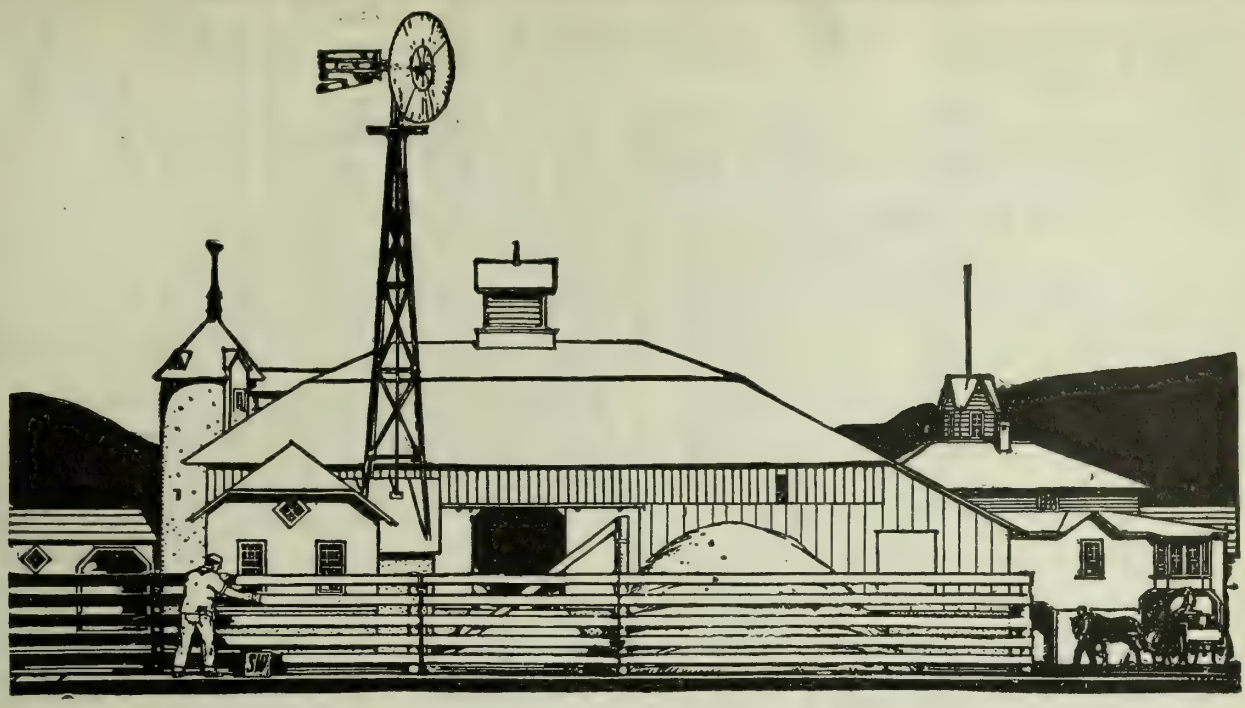
Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.



The Farmer Needs This Paint

When your customers, from the farm, want paint, they want paint that will combat the attacks of weather to which farm buildings are subjected.

Bear this in mind when selling paint to the farmer.

SHERWIN-WILLIAMS
Commonwealth
Barn Red

is the one paint that will give the proper protection to barns, roofs, fences, corn cribs and outbuildings.

Commonwealth Barn Red combines everything necessary in a paint for farm use.

Be sure you are fully stocked for the fall painting.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

MONTREAL TORONTO WINNIPEG VANCOUVER LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.50	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.00

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's
Boudoir .....Doz. $36 00
Champion Nic. 30 00
Champion Jap. 23 00
Univ. japd., cyco bearings.. 30 00
Univ. N.P., cyco bearings.. 34 00
Grand Rapid, japd., ball-bearing 32 00
Grand Rapid, N.P., ball-bearing 36 00
Princess, N.P., ball-bearing. 37 00
Elite, ball-bearing 41 00
Am. Queen, N.P., ball-bearing 39 00
Parlor Queen 42 00
F.o.b. Toronto, Hamilton, London.

SWEEPERS (Vacuum)
Grand Rapids Vac. ....doz. $81 00
Household Vac 67 00
Superba Vac 96 00
F.o.b. Toronto, Hamilton, London.

SWINGS, LAWN
Ontario, 4-passenger, each....$7 75
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount
Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)
O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz.
Victor No. 1 ..... $1 65
Jump, No. 1 ..... 2 15
Hawley & Norton, No. 1... 2 50
Newhouse, No. 1 ..... 3 45
F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.
500 ft. $0 19½
550 ft. 0 20
600 ft. 0 20½
650 ft. 0 21¼
In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)
3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS
No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %
Ground work 50
Compression work, standard.. 52
High grade 45
Cushion work 46
Fuller work, standard 50
High grade 43
Basin cocks, No. 0 standard.. 46
High grade 46
Bath cocks 53
Flatway stop and waste cocks, standard 53
High grade 50
Roundway Stop and Waste Cocks, standard 53
High grade 50
Brass Steam Cocks, standard 10
Radiator valves, standard.... 15
High grade 7½
Globe, angle and check valves, standard 15
Do., high grade 7½
Patent quick opening valves.. 45
F.o.b. Toronto

WARES, ETC.
Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON
Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS
Navvy, steel wheel, doz..... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS
F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire
No. 18 ..... 7 20
No. 19 ..... 7 70

Hay Wire in Coils
No. 13 ..... 6 80
No. 14 ..... 6 90
No. 15 ..... 7 05
No. 16 ..... 7 20

Smooth Steel Wire.
Nos. 0-9 gauge, base 6 50
Extras over base sizes on smaller gauges are as follows:
No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.
Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and papering, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire
List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

	Extra net
List of extras in 100-lb. lots, net.	
Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

ZINC
For zinc products and zinc sheets

Oiled and Annealed Wire
No. 10 ..... $6 66
No. 11 ..... 6 72
No. 12 ..... 6 80

Wire Bale Ties
No. 12 ..... $6 75
No. 13 ..... 6 85
No. 13½ 6 90
No. 14 ..... 7 00
No. 15 ..... 7 20
No. 16 ..... 7 45

Fence Wire. Toronto
Barb $6 95
No. 9 pl. galv. 6 55
No. 12 pl. galv. 6 70
No. 13 pl. galv. 6 85
No. 9 coil sp. 6 60
No. 12 coil sp. 6 80
Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples
Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples
Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.
Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire
Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth
Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods
Discounts apply to list adopted Nov. 20, 1916.
Bright Screw Eyes Suits, A.B.C.M. 82½%
Bright Iron Gate Hooks and eyes 82½%
Bright square cornered screw hooks, and stove pipe eyes 82½%
Brass, screw eyes suits, A.B.C. 70%
Brass Screw Hooks 70%
Brass Gate Hooks and eyes 70%
F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS
Royal Can., 11 in., doz. list $84 72
Eze, 11 in., per doz. 91 80
Trojan, 12 inch 185 00
Favorite 511E 105 80
Unexcelled, 1041E 129 60
Easy Work 90 50
Challenge, 3111E 94 30
Gem, 141E 91 80
Sunlight, 111E 82 80
Ottawa, 341E 103 30
Empire, 11 in. 93 80
Superior, 11 in..... 84 80
Majestic, 11 in. 88 00
Perfect, 11 in. 97 50
Bicycle, 11 in. 103 30
Daisy, No. 2 ..... 114 72
Daisy, No. 1 ..... 105 84
Maple Leaf No. 2 ..... 103 20
Maple Leaf No. 1 ..... 94 32
Sun 78 90
Rapid 82 80
Universal 63 00
Eureka, 10 in. 65 00
Eureka, 11 in. 71 00
Eclipse 97 70
Discount off above list, 40%.
Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

Col. MacLean was in Germany When War Broke Out

HOW he got out, what he saw, heard, learned and concluded, he tells in the August number of MACLEAN'S MAGAZINE. Colonel MacLean knows Europe thoroughly. He knows high-up men in all the great political and commercial capitals of Europe—diplomats, bankers and great merchants. These men told him freely and plainly many startling things about Germany and her intentions.

In a contribution of truly sensational interest, abounding in most startling facts, Colonel MacLean points out "The Dangers Ahead." His aim is to arouse Canadians out of their unwarranted confidence and out of their content. You will find in this article by Colonel MacLean strange, even shocking revelations, and things hard to believe—and you ought to read "The Dangers Ahead" in order that you may help in their avoidment by Canada and her people.

MacLean's for August Is a Midsummer Number

The August MACLEAN'S is excellently balanced, as you will see from these contents:

CONTENTS

The Dangers Ahead. By John Bayne MacLean.

The Menace of Canadian Titles. By Joseph Martin, M.P.P.

Rev. C. A. Eaton—A Canadian Who Speaks Out. By Beatrice Redpath.

Frenzied Fiction for the Dog Days—(Done by the Dipperful.) By Stephen Leacock.

The Human Side of Conscription. By H. F. Gadsby.

Winning the War in the Air. By Agnes C. Laut.

A Circus Story. By L. B. Yates.

Mam'selle Butterfly. By Arthur Beverly Baxter.

The Captain of the Susan Drew. By Jack London.

An Andy Doolin Yarn. By Hopkins Moorhouse.

A Detective Story. By Robert E. Pinkerton.

The Gun Brand. By Jas. B. Hendryx.

Canada's First Woman Member.

Economy in Preserving and Canning.

Women and Their Work—A New Department. Review of Reviews—Regular Department.

Yates who writes the Circus Story, was born in Hamilton. He wrote those stories about Paragon Pete and The Singin' Kid in the **Saturday Evening Post.**

Leacock is excessively humorous in his Dog Days Sketch, in which he talks about summering and simmering.

Miss Laut fancies that the war may be won by the birdmen, and if Uncle Sam produces 100,000 planes, she may be right.

Gadsby sits in the Press Gallery at Ottawa, and writes brilliantly always. His "Conscription" article is in order.

Pinkerton who writes the detective story, "Old Twilight," knows how to write this class of story.

By the way, Lord Northcliffe has promised an article for the September MACLEAN'S.

You can see that MACLEAN'S for August is just the right type for August.

At All News-Dealers 15 cents

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg	15-22
Burnt Umber, 100 lbs	15-22
Raw Sienna, 100-lb. kegs	15-22
Burnt Sienna, 100-lb. kegs	15-22
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	2½-3¾
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2¼-3¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls	2 -2¼
Super magnetic red	2¼-2½c
Canadian red oxide, bbls	0 01¾

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS Gal.

Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90

GLUE Per lb.

French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½
Do., No. 2, less than bags	25

GLASS Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 10%; 35 cases and over, open.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.50-$1.56 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 00
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN	Per 100 lbs. Munro's	C.P. Co.	Bergers
Prices withdrawn.			
600-lb. bbls.	..		
250-lb. kegs	..		
100-lb. drums	..		
50-lb. drums	..		
25-lb. drums	..		
1-lb. 100s, papers	....	60 00	....
½-lb. 200s, papers	....	62 00	....

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY	Standard Montreal	Less than tons Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons	$2 10 $2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

Works Like LIGHTNING and Stays Wet

No more hard labor—LINGERWETT fairly eats up old paints and varnishes. There is nothing like it, it saves work and it saves time. Recommend it and sell it and you will make good profit and fast friends.

The Dougall Varnish Co., Limited, Montreal

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	28 00	31 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $7.75 base; other sizes, $5 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.30 per lb.; cut, $1.45 per lb.; rawhide, sides, $1.25; cut, $1.40.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.75 per roll, according to quality; plain, 80c to $1.60.

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $8.50; Logging, 5-16, 9¾c; ⅜, 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 30%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.35; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

20% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set.....$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2. plain $12 50
No. 55. Dash-board 15 50
Short Globe, doz. 12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $3.05; Silkstone, $3.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box. half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt..... 5 30
1½-lb. tins 0 09

RIVEVTS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10. 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12. 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge $11 25
12 gauge 11 25
14 gauge 11 50
16 gauge 11 50
18-20 gauge 10 80
22-24 gauge 10 85
26 gauge 10 90
28 gauge 11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.50 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $7.75 base; other sizes, $5.50 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C. $30 00
20 x 28 I.X. 32 00
20 x 33 I.C. 35 40
20 x 33 I.X. 37 45
Terne plates 24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.....$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 15% on list; full boxes, iron, 10% on list.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

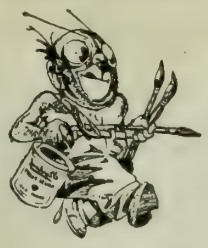
Brass snare wire, per lb., 80c.

WIRE ANNEALED

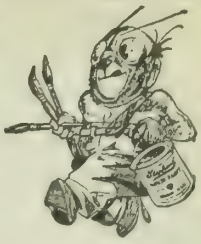
No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.



SILKSTONE



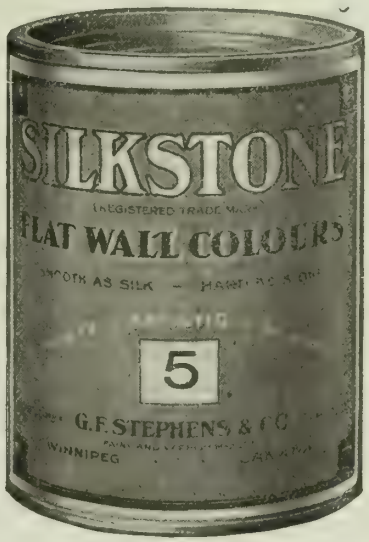
(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Increase Your Paint Business Through Its Selling Power

Once tried, Silkstone Flat Wall colours never fail to prove their true and superior merits. And they naturally attract customers to your store for other Stephens lines—all of which represent the best value in paints and colours in Western Canada.

Stephens



House Paints, Floor Paints, Barn, Roof and Elevator Paints, Structural Iron Paints, Interior Enamels, Wa-Ko-Ver Stains and Carriage Paints—these are the Stephens lines that will make your paint business grow year in and year out.

They contain lasting qualities, go a long way, and give perfect satisfaction to the most particular customers. They are the popular paints of the West.

You should handle this agency. You'll realize big returns. Write for proposition.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG AND CALGARY

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal-Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton

Auto Accessories
Auto. Products Co., Bridgeburg, Ont.
Canadian National Carbon Co., Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Buffalo Specialty Co., Bridgeburg, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Trimont Mfg. Co., Roxbury, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Hyslop Bros., Ltd., Toronto.
Spielmann Agencies, Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Auto Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.
Valentine & Co., New York and Toronto.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Standard Mfg.-Sales Co., Montreal.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hoyt Metal Co., Toronto.
Lewis Bros., Ltd., Montreal.
Plewes Ltd., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton.

Bake Boards
Stratford Mfg. Co., Ltd., Stratford.

Bale Ties
Beauchamp, J. E., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg.
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mills, London, Ont.
Steel Co. of Canada, Hamilton.
Wilkinson & Kompass, Hamilton.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Dillon Mfg. Co., Oshawa, Ont.

Barn Door Track
Beatty Bros., Ltd., Fergus.
Canada Steel Goods Co., Hamilton.

Barn Door Hardware
Canada Steel Goods Co., Hamilton.

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.

Barrel Stands
Wakyte Mfg. Co., Winnipeg.

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg.
Canadian Carbon Co., Toronto.
Canadian National Carbon Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Hyslop Bros., Ltd., Toronto.
Line, Hansen & Kimball, Moose Jaw.
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Balers, Steel
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg.

Bats, Baseball
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Ltd., Toronto.

Bevels
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton.
Plewes Ltd., Winnipeg.
Prairie City Oil Co., Winnipeg.

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bicycles
Hyslop Bros., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd. Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Bits
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal.
Irwin Auger Bit Co., Wilmington, Ohio.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Screw Driver
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal.
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bells
Northern Electric Co., Ltd., Montreal.

Belt Fasteners
Dominion Belting Co., Hamilton

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Northern Bolt & Screw Co., Owen Sound.
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
The Stanley Wks., New Britain, Conn.

Brass Goods
Jas Cartland & Son, Ltd., Birmingham, England.
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Brass Sheets
Tallman Brass & Metal Co., Hamilton.

Brass Rods
Tallman Brass & Metal Co., Hamilton.

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Block Planes
National Machinery & Supply Co., Hamilton.

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt.

Boiler Compound
Prairie City Oil Co., Winnipeg.

Boiler Taps
Wells Bros. of Canada, Galt.

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal.
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
The Stanley Works, New Britain, Conn.

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Bread and Cake Makers
Thos. Davidson Mfg Co., Ltd. Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Brushes
Boeckh Bros. Co., Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John.
Walter Woods & Co., Hamilton.

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio.

Buckles
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Caverhill, Learmont & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, England.
The Stanley Works, New Britain, Conn.

Burrs
The Stanley Works, New Britain, Conn.

Builders, Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford.
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal.

Butter Boxes
Walter Woods & Co., Hamilton.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Butty Bros., Ltd., Fergus.

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bullock, Gananoque.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton.
The Stanley Wrks., New Britain, Conn.

Butts and Hinges
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal.

Calipers and Dividers
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. C. Starrett Co., Athol, Mass.

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Calks
D. Ackland & Son, Winnipeg.

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford.

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Canada Plate
Dominion Sheet Metal Co., Ltd., Hamilton.
Manitoba Bridge & Iron Works, Ltd., Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cant Hooks
Lachute Shuttle Co., Ltd., Lachute Mills, Que.

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford.

Car Movers
Dillon Mfg. Co., Oshawa, Ont.

Canvas Belting
Plewes Ltd., Winnipeg.

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Lewis Bros., Ltd., Montreal.
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg.

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg.

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto.

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casseroles, Ramequins, Etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto.

Centre Reamers
Wells Bros. of Canada, Galt.

Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.

Chains
B. J. Coghlin & Co., Montreal.
Andrew B. Hendryx Co., New Haven, Conn.

Chain Drills
Goodell-Pratt Co., Greenfield, Mass.

Chairs
Beauchamp, J. E., Montreal.
Walter Woods & Co., Hamilton.

Chamois Skins
Evans & Co., Montreal.

Chasers
Pratt & Whitney Co., Ltd., Dundas.

Cheese Cutters
Walter Woods & Co., Hamilton.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton.

Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.

Clamp, Steel Bar
National Machinery & Supply Co., Hamilton.

Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.

Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.

Closets
Wakyte Mfg. Co., Winnipeg.

Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton.
Stratford Mfg. Co., Ltd., Stratford.

Clothes Lines
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton.

Clothes Reels
Cummer-Dowswell, Ltd., Hamilton.

Clothes Racks
Walter Woods & Co., Hamilton.

Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.

Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal.

Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.

Coal Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto.

Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto.

Coffee Mills
Landers, Frary & Clark, New Britain, Conn.

Coffee Percolators
Thos. Davidson Mfg. Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Coffee Urns
Wrought Iron Range Co., Toronto.

Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto.

Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville.
Pedlar People, Limited, Oshawa.

Commutator Stones
Cleveland Stone Co., Cleveland, Ohio.

Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.

Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Conductor Hooks
Wheeler & Bain, Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Thos. Davidson Mfg., Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.
Wheeler & Bain, Toronto.

Coping Saws
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.

Copper Ingots
Tallman Brass & Metal Co., Hamilton.

Copper Sheets
Tallman Brass & Metal Co., Hamilton.

Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Corrugated Fasteners
G. E. Beauchamp, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.

Corn Brooms
T. S. Simms & Co., St. John, N.B

Corn Planters
Eureka Planter Co., Woodstock.

Cotton Waste
Prairie City Oil Co., Winnipeg.

Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Counters
Cameron & Campbell, Toronto.

Countersinks
Goodell-Pratt Co., Greenfield, Mass.

Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal.

Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock.
C. S. Norcross & Sons, Bushnell, Ill.
Pull Easy Mfg. Co., Waukesha, Wis.

Cuspidors
Thos. Davidson Mfg., Co., Ltd., Montreal.

CLASSIFIED LISTS OF ADVERTISEMENTS

Crowbars
B. J. Coghlin & Co., Montreal.

Cut Nippers
Brown, Boggs Co., Ltd., Hamilton.
L. S. Starrett Co., Athol, Mass.

Cutlery
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
McGlashan-Clarke Co., Niagara, Falls, Ont.
Lewis Bros., Ltd., Montreal.

Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.

Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Cutlery, Pearl Handle and Silver
Landers, Frary & Clark, New Britain, Conn.

Cotter Pins
Wilkinson & Kompass, Hamilton

Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg.

Crimped Iron Sheets
Wheeler & Bain, Toronto.

Cut Nippers
L. S. Starrett & Co., Athol,

Cylinder Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.

Dies
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas.

Display Racks and Stands
Cameron & Campbell, Toronto.

Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.

Door Bolts
The Stanley Works, New Britain, Conn.

Door Checks
Canadian Yale & Towne, St. Catharines.
Wm. Newman & Sons., Birmingham, Eng.

Door Hangers
Canada Steel Goods Co., Hamilton, Ont.

Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.

Door Pulls
The Stanley Wks., New Britain, Conn.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Wm. Newman & Sons., Birmingham, Eng.

Driers
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
real
Martin-Senour Co., Ltd., Mont-
A. Ramsay & Son, Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg

Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain.
Wilkinson & Kompass, Hamilton

Dies, Threading
Wells Bros. Co. of Canada, Galt.

Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg.

Disinfectant, Powder
Wakyte Mfg. Co., Winnipeg.

Die Stocks
Wells Bros. Co. of Canada, Galt.

Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto.

Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Dusters
Channel Chemical Co., Toronto.

Dry Colors
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto.
Canadian H. M. Johns-Manville Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Line Hansen & Kimball, Moose Jaw.
Great West Electric Co., Ltd., Winnipeg.
Maytag Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal.

Eave Trough
Metallic Roofing Co., Toronto and Winnipeg.
Pedlar People, Limited, Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal.
Pedlar People, Limited, Oshawa.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Electric Fans
Northern Electric Co., Ltd., Montreal.
A. C. Gilbert Co., New Haven, Conn.

Egg Beaters
Collette Mfg. Co., Collingwood.

Electric Flashlights
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Fixtures
Barton Netting Co., Windsor.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal.

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Plewes Ltd., Winnipeg.

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Envelopes
Walter Woods & Co., Hamilton.

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmongham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto.

Feed Cookers
Wheeler & Bain, Toronto.
James Bros. Co., Perth.

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Ltd., Hamilton.
Montreal.

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd. Hamilton.
Caverhill, Leamont & Co., Montreal.
McGregor-Banwell Fence Co., Ltd., Walkerville.
Lewis Bros., Ltd., Montreal.
Standard Tube & Fence Co., Woodstock.

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville.
Standard Tube & Fence Co., Woodstock.

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto.
Delta File Works, Philadelphia.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal.
Benjamin Moore Co., Ltd., Toronto.

Filters
Thos. Davidson Mfg. Co., Montreal.

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Extinguishers, Fire
Northern Electric Co., Montreal.
Gutta Percha & Rubber, Toronto

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fireplace Furnishings
Barton Netting Co., Windsor.

Flashlights, Electric
Canadian National Carbon Co., Toronto.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Interstate Electric Novelty Co., Toronto.
Great West Electric Co., Ltd., Winnipeg.
Metal Specialties Mfg. Co., Chicago.
Northern Electric Co., Montreal.
Spielmann Agencies, Montreal.

Flint Cloths
John Oakey & Sons, London, Eng.

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Floor Paints
Benjamin Moore & Co., Ltd., Toronto.

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford.

Food Choppers
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Fire Alarm Apparatus
Northern Electric Co., Montreal.

Farm Lighting Outfits
Northern Electric Co., Montreal.

Floor Oil
Prairie City Oil Co., Winnipeg.

Force Cups
Canadian Consolidated Ruber Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Fore Planes
National Machinery & Supply Co., Hamilton.

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co., of Canada, Ltd., Hamilton.

Fruit Jars
Walter Woods & Co., Hamilton.

Friction Taps
Northern Electric Co., Ltd., Montreal.

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

CLASSIFIED LISTS OF ADVERTISEMENTS

Furniture Polish
Buffalo Specialty Co., Bridgeburg.
Channel Chemical Co., Toronto.

Gages
L. S. Starrett Co., Athol, Mass.
Wells Bros. Co. of Canada, Galt.

Galvanized Iron Cornices
Metalic Roofing Co., Toronto and Winnipeg.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal.

Galvanized Steel Tanks
Pedlar People Limited, Oshawa.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Galvanizing
Thos. Davidson Mfg. Co., Montreal.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto.

Gasoline
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Gasoline Drums
Wininpeg Ceiling & Roofing Co., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.

Garage Hardware
The Stanley Works, New Britain, Conn.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. Samuels, Toronto.

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.

Garages, Portable
Winnipeg Ceiling & Roofing Co., Winnipeg.
The Pedlar People, Oshawa.

Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville.

Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville.

Glass
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Plate
Toronto Plate Glass Imp. Co., Toronto.

Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto.

Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto.

Glass, Stained
Toronto Plate Glass Imp. Co., Toronto.

Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.

Glass Benders
Toronto Plate Glass Imp. Co., Toronto.

Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.

Glues
R. C. Jamieson & Co., Ltd., Montreal.

Grain Scoops
Wakyte Mfg. Co., Winnipeg.

Granaries, Portable Metallic
Pedlar People Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Granary Lining
Metallic Roofing Co., Toronto and Winnipeg.

Grease Cups, Pressed Steel and Brass
Canadian Wrinkley Co., Windsor

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Generators
Northern Electric Co., Montreal.

Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto.

Glass, Window
Excelsior Plate Glass Co., Toronto.
Toronto Plate Glass Imp. Co., Toronto.

Glass, Windshield
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Greases, Transmission
Prairie City Oil Co., Winnipeg.

Gloves, Rubber
Northern Electric Co., Montreal.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Guns
Remington Arms-Union Metallic Cartridge Co., Windsor.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.

Hack Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works Ltd., Hamilton, Ont.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.

Hammers
Stanley Rule & Level Co., New Britain, Conn.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Hammer Handles
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Handles
The Stanley Works, New Britain, Conn.

Handles, All Kinds
Wilkinson & Kompass, Hamilton
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus.
National Machinery & Supply Co., Hamilton.
F. E. Myers & Bro., Ashland, Ohio.
The Stanley Wks., New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton.

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt.

Handscrews
National Machinery & Supply Co., Hamilton.

Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton.

Hand Vises
Goodell-Pratt Co., Greenfield, Mass.

Hardwood Lumbers
D. Ackland & Son, Winnipeg.

Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Hardware, Metal Window
The Stanley Works, New Britain, Conn.

Harvester Oil
Prairie City Oil Co., Winnipeg.

Harness Oil
Prairie City Oil Co., Winnipeg, Man.

Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.

Hasps
Canada Steel Goods Co., Hamilton.

Heaters
Beauchamp, J. E., Montreal.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.

Hinges
Beauchamp, J. E., Montreal.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
Wm. Newman & Son, Birmingham, Eng.
Steel Co., of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., St. Mary's, Ont.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Wks., Ltd., Minnipeg.

Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.

Horse Singers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hose, Mill Fire
Gutta Percha & Rubber Co. Ltd., Toronto.

Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.

Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto.

Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg.

Horse Covers, Rubber
Canadian Consolidated Rubber Montreal.

Horse Shoes
D. Ackland & Son, Winnipeg.
Steel Co., of Canada, Ltd., Hamilton.
Wilkinson & Kompers, Hamilton.

Horse Nails
D. Ackland & Son, Winnipeg.

Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto.

Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton.

Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Limited, Toronto.
Goodyear Tire & Rubber Co., Toronto.

Ice Cream Freezers
Wm. Crane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Scrapers
James Bros. Co., Perth.

Ignition Accessories
Northern Elec. Co., Montreal.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
L. S. Starrett Co., Athol, Mass.

Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.

Instruments of Precision
L. S. Starrett Co., Athol, Mass.

Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.

Iron Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Steel of Canada, Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons, Gas
National Stamping & Electric Works, Chicago, Ill.

Jack Planes
National Machinery & Supply Co., Hamilton.

Japans, Colors
Benjamon Moore, Co., Ltd., Toronto.

Joint Planes
National Machinery & Supply Co., Hamilton.

Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.

Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.

Knives, Cook
John Chatillon & Sons, New York, N.Y.

Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.

CLASSIFIED LIST OF ADVERTISEMENTS

Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Table, Oyster, Carving, Bread, Slicers
Canadian Wm. A. Rogers, Ltd., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.

Ladders, Shelf
Beatty Bros., Fergus, Ont.
McFarlane Ladder Works, Toronto.

Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford.

Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford.

Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.

Lamps, Hand
Canadian National Carbon Co., Toronto.
Interstate Electric Novelty Co., Toronto.

Lamps, Gasoline, Table & Hall
National Stamping & Electric Works, Chicago, Ill.

Lamp Black
L. Martin Co., New York, N.Y.
Wilkes, Martin, Wilkes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lanterns
Thos. Davidson Mfg. Co., Ltd., Montreal.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.

Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Spielmann Agencies, Montreal.

Latches
The Stanley Works, New Britain, Conn.

Latches, Sliding Door
National Machinery & Supply Co., Hamilton.

Lawn Swings
J. E. Beauchamp & Co., Montreal. Winnipeg.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Seats
Beauchamp, J. E., Montreal.
Stratford Mfg. Co., Ltd., Stratford.

Lawn Gates
McGregor Banwell Fence Co., Ltd., Walkerville.

Lawn Settees
Beauchamp, J. E., Montreal.
McFarlane Ladder Works, Toronto.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Sheet
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Belting
Plewes Ltd., Winnipeg.

Levels
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Lines, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto.
Northern Electric Co., Montreal.
Powerlight Co., Winnipeg.

Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg.
Sherwin-Williams Co., Ltd., Montreal.

Liquid Veneer
Buffalo Specialty Co., Bridgeburg, Ont.

Loaded Paper Shot Shells
Remington Arms-Union Metallic Cartridge Co.

Locks
Beauchamp, J. E., Montreal.
Canadian Yale & Towne, St. Catharines.

Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto.

Machines, Hand and Power,
D. Ackland & Son, Winnipeg.

Machinery and Supplies
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.
Plewes Ltd., Winnipeg.

Mantels and Grates
Barton Netting Co., Windsor.

Mantels, Gas, Gasoline
Powerlight Co., Winnipeg.

Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto.

Machine Dies
Wells Bros. Co. of Canada, Galt.

Machine Oil
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Machinists' Vises
National Machinery & Supply Co., Hamilton.
Plewes Ltd., Winnipeg.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton.

Metals
Canada Metal Co., Toronto.
Can. B. K. Morton Co., Montreal-Toronto.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
H. S. Howland Son & Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Metal Polish
Prairie City Oil Co., Winnipeg.

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Mendets
Collette Mfg. Co., Collingwood.

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal.

Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg.

Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg.

Metal Window Hardware
The Stanley Works, New Britain, Conn.

Metal Doors
Pedlar People, Limited, Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas.

Milk Cans
Thos. Davidson Mfg. Co., Ltd. Montreal.

Mirrors
Toronto Plate Glass Imp. Co., Toronto.

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mops, Twine
T. S. Simms & Co., Ltd., St. John.

Mops
Channel Chemical Co., Toronto.

Monel Metal
International Nickle Co., New York

Motor Accessories
Evinrude Motor Co., Milwaukee, Wis.
Canada Dry Cells, Ltd., Winnipeg.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal.
Line, Hansen & Kimball, Moose Jaw, Sask.

Motors, Detachable
Evinrude Motor Co., Milwaukee, Wis.

Motors, Canoes
Evinrude Motor Co., Milwaukee, Wis.

Motors, Electric
Northern Electric Co., Montreal.

Motor Generators
Northern Electric Co., Montreal.

Motor Cars
Hyslop Bros., Ltd., Toronto.

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co., of Canada, Ltd., Hamilton.

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Lewis Bros., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.
Western Wire & Nail Co., London.

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto.

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York.

Nipples
Canadian Tube & Iron Co., Ltd., Montreal.

Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto.

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Stanley Works, New Britain, Conn.

Oils
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg.

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto.
Dominion Linseed Oil Co., Montreal.

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg.

Oils, Motor
Hyslop Bros., Ltd., Toronto.
Prairie City Oil Co., Winnipeg.

Oil, Furniture
Prairie City Oil Co., Winnipeg.

Oil, Road
Prairie City Oil Co., Winnipeg.

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Cups
Canadian Winkley Co., Windsor.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oil Stones
Cleveland Stone Co., Cleveland, Ohio.

Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
McArthur Irwin, Montreal.

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
McGregor, Banwell Fence Co., Ltd., Walkerville.

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
D. Ackland & Son, Winnipeg.

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

THE PROGRESSIVE MANUFACTURING CO.

Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited

LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it makes for a better product. There are added responsibility and written-printed claims to substantiate.

CLASSIFIED LIST OF ADVERTISEMENTS

Paint
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benj. Moore & Co., Toronto.
The Ottawa Paint Wks., Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Bridge
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Spielmann Agencies, Montreal.
Valentine & Co., New York and Toronto.

Paint Brushes
Boeckh Bros., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
McArthur Irwin, Montreal.
Valentine & Co., New York and Toronto.

Paint, Cement Coating
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
Spielmann Agencies, Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Concrete
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
R. C. Jamieson & Co., Montreal.
A. Ramsay & Son Co., Montreal.
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto

Paint, Flat Wall
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Floor
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Galvanized Iron, Metal
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, House Colors
Canada Paint Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Ottawa Paint Co., Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Mixed
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
McArthur Irwin, Montreal.
The Lowe Bros. Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Toronto.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, Marine
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Paint, Oil Colors
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, White Lead
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Valentine & Co., New York and Toronto.

Paint, White Zinc
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Valentine & Co., New York and Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
McArthur Irwin, Montreal.

Park Seats
Stratford Mfg. Co., Ltd., Stratford.

Paper Bags
Walter Woods & Co., Hamilton.

Paper, Wrapping
Walter Woods & Co., Hamilton.

Pens, Bull and Calf
Dillon Mfg. Co., Oshawa, Ont.

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Percussion Caps
Remington Arms—Union Metallic Cartridge Co., Windsor.

Pick Handles
J. H. Still Mfg. Co., St. Thomas. Ont.
St. Marys Wood Specialty Co., St. Marys, Ont.

Pig Iron
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Cotton
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe Thread Gages
Wells Bros Co. of Canada, Ltd., Galt.

Pipe Stocks and Dies
Wells Bros Co. of Canada, Ltd., Galt.

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Lewis Bros., Ltd., Montreal.
Trimont Mfg. Co., Roxbury, Mass.

Pipe, Galv'd, Conductor
Canada Metal Co., Toronto.
Pedlar People, Ltd., Oshawa.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Pipe, Stove
Collins Mfg. Co., Toronto.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.
Metallic Roofing Co., Toronto and Winnipeg.

Pipe Vises
National Machinery & Supply Co., Hamilton.

Planes
Caverhill, Learmont & Co., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton.

Plasterer's Corner Bead
Metallic Roofing Co., Toronto and Winnipeg.

Plates, Felloed, Sheared and Punched.
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock,

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Goodell-Pratt Co., Greenfield. Mass.

Plowshares
D. Ackland & Son, Winnipeg.

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal.

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Ruber, Ltd., Toronto.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal.
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Poultry Specifics
W. A. Jenkins Mfg. Co., London.

Power Apparatus
Northern Electric Co., Montreal.

Primers
Remington Arms-Union Metallic Cartridge Co., Windsor.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto.

Polish, Furniture
Channel Chemical Co., Toronto.
Buffalo Specialty Co., Bridgeburg.
Wakyte Mfg. Co., Winnipeg.

Poultry Netting

Portable Metallic Granaries
Whites, Limited, Collingwood.
Rice, Lewis & Sons, Ltd., Toronto.

Powder
Dominion Cartridge Co., Ltd., Montreal.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto.

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus.
Manitoba Engines, Brandon, Man.
R. McDougall Co., Ltd., Galt.
National Equipment Co., Toronto.

Pump Jacks
Beatty Bros., Fergus, Ont.
Manitoba Engines, Brandon, Man.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield. Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co. Winnipeg.

Write for discount to trade.

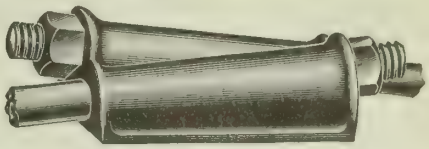
The Owl Metal Co.
Limited
WINNIPEG, MAN.

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

WIRE NAILS

IN STEEL HOOP KEG
Weatherproof

WIRE BALE TIES

For Baling Hay, etc.

FENCE STAPLES
Bright or Galvanized

POULTRY NETTING STAPLES

WIRE

Bright or Annealed

SPECIAL O. & A. WIRE

The Laidlaw Bale-Tie Co., Limited
HAMILTON, ONTARIO

A. T. Diggins, Stair Bldg., Toronto, Ont
H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man.
Geo. W. Laidlaw, Vancouver, B.C.

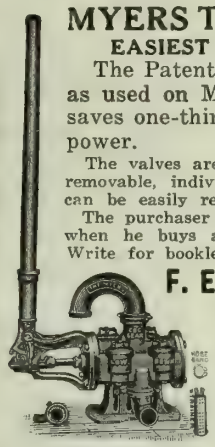
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.
Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,
Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

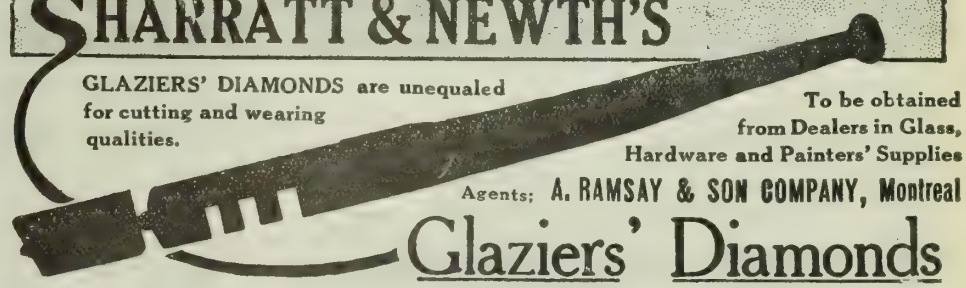
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

Say you saw it in HARDWARE and METAL

CLASSIFIED LIST OF ADVERTISEMENTS

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges, Coal and Wood
Wrought Iron Range Co., Toronto.

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rat Poison
Buffalo Specialty Co., Bridgeburg.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Montreal.

Reamers
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass

Recriprocating Drills
Goodell-Pratt Co., Greenfield, Mass

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal.
James Hutton & Co., Montreal.
Gillette Safety Razor Co.
Landers, Frary & Clark, New Britain, Conn.
Saunders & Co., Montreal.

Refiners of Oil
Dominion Linseed Oil Co., Montreal.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.

Reamers
Wells Bros Co. of Canada, Ltd., Galt.

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Kir-Ben, Ltd., Almonte, Ont.
Pease Foundry Co., Toronto.

Reamers, Pipe
Wells Bros Co. of Canada, Ltd., Galt.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg.

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Rivets
Brown, Boggs Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Robe Rails, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Limited, Collingwood.

Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.

Roofing
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Roofing, Rubber
J. H. McComb, Ltd., Montreal.

Roofing, Felt
J. H. McComb, Ltd., Montreal.

Roofing, Roll
Bird & Son, Hamilton, Ont.

Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Roofs, Silo
Pedlar People, Ltd., Oshawa.

Rope, Cotton
Star Brand—All Jobbers.

Rubber Cement
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Goods
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto.

Rubber Mats
Canadian Consolidated Rubber Co., Montreal.

Rules
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Saddlery Brushes
Saunders & Co., Montreal.
T. S. Simms & Co., St. John, N.B.

Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal.

Sanitary Closets
Wakyte Mfg. Co., Winnipeg.

Sash Cord
"Hercules" Brand—All Jobbers.
"Star Spiral" Brand—All Jobbers.

Saws
Caverhill, Learmont & Co., Montreal.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.

Saws, Crosscut and Hand
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal.

Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.
Simmonds Canada Saw Co., Montreal.
Victor Saw Works, Ltd., Hamilton, Ont.

Saw Sets
Goodell-Pratt Co., Greenfield, Mass.

Saw Sets, Jointers and Guages
Dillon Mfg. Co., Oshawa, Ont.

Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.

Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Screw Plates
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound.
Wells Bros. Co. of Canada, Galt.

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery & Supply Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Screen Door Sets
The Stanley Works, New Britain, Conn.

Screw Drivers
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton.
L. S. Starrett Co., Athol, Mass.

Scrapers
Stanley Rule & Level Co., New Britain, Conn.

Scythe Stones
Cleveland Stove Co., Cleveland, Ohio.
The Carborundum Co., Niagara Falls, N.Y.

Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal.

Shaving Strops
The Carborundum Co., Niagara Falls N.Y.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shears, Garden
Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York.

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg.

Shells, Empty Paper Shot
Remington Arms-Union Metallic Cartridge Co., Windsor.

Shells, Loaded
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Ltd., Montreal.

Shells, Shot
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Shellac
McArthur Irwin, Montreal.
Berry Bros., Walkerville.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Shingles, Asphalt
Bird & Son, East Walpole, Mass.

Shelf Boxes
Cameron & Campbell, Toronto.

Shingles, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.

Shingle Stains
Canada Paint Co., Ltd., Montreal.
McArthur Irwin, Montreal.

Shot
Steel Co. of Canada, Ltd., Hamilton.

Shot Guns
Dominion Cartridge Co., Ltd., Montreal.
Harrington & Richardson Arms Co., Worcester, Mass.
Remington Arms—Union Metallic Cartridge Co., Windsor.
Marble Arms & Mfg. Co., Gladstone, Mich.

Shot Guns, Repeating
Remington Arms—Union Metallic Cartridge Co., Windsor.

Shovels, Snow
Beauchamp, J. E., Montreal.

Silo Roofs
Metallic Roofing Co., Toronto. and Winnipeg.
Pedlar People Limited, Oshawa.

Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.

Smooth Planes
National Machinery & Supply Co., Hamilton.

Sidings, Metal
Metallic Roofing Co., Toronto.
Pedlar People, Oshawa.

Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Sockets
Northern Electric Co., Montreal.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Skylights
Pedlar People Limited, Oshawa, Wheeler & Bain, Toronto.

Solder
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soap Dishes
Kinzinger Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
Interstate Electric Novelty Co., Montreal.
Northern Electric Co., Ltd., Toronto.
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger Bruce & Co., Niagara Falls, Ont.

Sporting Goods
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood.
Thos. Davidson Mfg. Co., Montreal.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.

Spring Dies
Wells Bros. Co. of Canada, Galt.

Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.

Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.

Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

The Road to Bigger Glue Sales is Through "BRANTFORD"

ALL-AROUND

GLUE

The Glue That's Sold in Packages

It's the glue that is put up in the most convenient way to suit the consumer best. Price appeals to consumer too. Big sales—good profits. Put up in ¼, ½ and 1-lb. packages.

Canada Glue Co., Ltd., Brantford, Ont.

GOOD WASHBOARDS AT PRICES THAT SELL

Every one of our washboards is made to give years of satisfaction and service. And the price is attractive.

Our lines:

CANUCK (Glass), SUPERIOR. SOLID GLOBE and COMPETITOR GLOBE in Metal or Zinc. WASH-DAY SURPRISE and ECONOMY in Metal.

Every sale means a good profit.

CANADIAN WOODENWARE CO.

Manufacturers of Washboards in Zinc, Glass and Metal

ST. THOMAS, ONTARIO

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892

TORONTO

5 Queen Street Tel. Main 4308

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Single Spiral

The World's Best

Poultry Leg Bands

LEADER

METAL EAR LABEL For Hogs, Sheep and Cattle

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Coloured Celluloid "Circular" Rings

CHALLENGE

SMITH SEALED

Prices for those shown in cut F.O.B., destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)		1, 1A, 2 & 3	$0.75	$3 00	$5.50
" " " "		4 & 6	1 10	5.00	9.50
" " " "		7 & 8	1 20	5.25	10.25
" " " "		9	1 25	5 75	11.00
Single " " "		1, 1A, 2 & 3	.65	2 25	8.00
" " " "		4, 6 & 7	.75	3.25	5.50
" " " "		8 & 9	.90	3 75	7 00
Challenge and Leader Adjustable and Double Clinch			.65	2 75	5 00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.

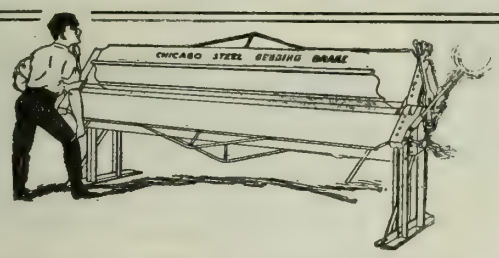
Price on Cattle Markers according to amount of printing required on them.

The Burrill Celluloid Band

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

ARCTIC METAL

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.

HAMILTON, ONT.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Spring Shackle Bolts
Canadian Winkley Co., Windsor.

Squares, Wood and Steel
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Stable Fittings
Beatty Bros., Fergus, Ont.

Stains, Shingle
Brandram - Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Lowe Bros. Co., Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
The Ottawa Paint Works, Toronto.
Sherwin-Williams Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.

Stains, Oil, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Mont-Montreal.

Stains, Wood
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Mont-Montreal.

Stable Fittings, Steel
Dillon Mfg. Co., Oshawa, Ont.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Bars
Manitoba Bridge & Iron Wks., Ltd., Winnipeg.

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg.

Steel Bending Brakes
Steel Bending Brake Works, Chatham.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Steel Co. of Canada, Hamilton.

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Stencils
Hamilton Stamp & Stencil Co., Hamilton.

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton.

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford.

Step-Ladder Chairs
Schutz Bros. Co., Ltd., Brantford.
Stratford Mfg. Co., Ltd., Stratford.

Stock Foods
W. A. Jenkins Mfg. Co., London, Ont.

Stock Specifics
W. A. Jenkins Mfg. Co., London, Ont.

Store Ladders
McFarlane Ladder Works, Toronto.

Storage Batteries
Canadian National Carbon Co., Toronto.

Stoves
Enterprise Foundry Co., Sackville, N.B.
Clare Bros. & Co., Preston.
Findlay Bros., Carleton Place.
Gurney Foundry Co., Toronto.
Record Fdy. & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg.
Northern Electric Co., Ltd., Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Richards-Wilcox Canadian Co., Ltd., London.

Swivel Base Vises
National Machinery & Supply Co., Hamilton.

Tacks
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Tanks, Galvanized Steel
National Equipment Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Taps
Butterfield & Co., Rock Island, Que.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus.
National Equipment Co., Toronto.
Pease Foundry Co., Toronto.
Wheeler & Bain, Toronto.

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas.
Wells Bros. of Canada, Galt.

Tapes, Measuring
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Drill Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Wrought Iron Range Co., Toronto.

Tin Plates
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Thimbles, Builders'
Collins Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Tiling, Walls and Floors
Barton Netting Co., Windsor.

Taps and Dies
Wells Bros. Co. of Canada, Galt.

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Tinsmiths' Snips
J. Wiss & Son, New York.

Tinsmiths' Machinery
Brown Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham.

Toasters, Electric
Landers, Frary & Clark, New
Northern Electric Co., Ltd., Montreal.

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

Toboggans
Beauchamp, J. E., Montreal.

Tools
Buck Bros., Milbury, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock.
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio.

Tools, Harvest
F. E. Myers & Bro., Ashland, Ohio.

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg.

Tools, Carpenters
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton.

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Track, Barn Door
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.
National Machinery & Supply Co., Hamilton.

Track Systems
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Troughs
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio.
Watson John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto.
Prairie City Oil Co., Winnipeg.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Twines
Walter Woods & Co., Hamilton.

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg.
Wheeler & Bain, Toronto.

Valves, Rubber
Gutta Percha & Rubber, Limited, Toronto.
National Equipment Co., Toronto.

Valve Grinders
Goodell-Pratt Co., Greenefild, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville.
Brandram - Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
Dougall Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal
Sherwin - Williams Co., Montreal.
G. F. Stephens & Co., Ltd Winnipeg.
The Ottawa Paint Wks., Toronto.
Wilkinson & Kompass, Hamilton.

Varnish Remover
Dougall Varnish Co., Ltd., Montreal.

Ventilators, Metallic
Metallic Roofing Co Toronto and Winnipeg.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Vises
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal.
National Machinery & Supply Co., Hamilton.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Vulcanizers
Adamson Mfg. Co., Hamilton.
Northern Electric Co., Ltd., Montreal.

Vises, Universal
National Machinery & Supply Co., Hamilton.

Vises, Woodworkers,
Co., Hamilton.
National Machinery & Supply

Vises, Oval Slide
National Machinery & Supply Co., Hamilton.

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HOUSE NUMBERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

A QUALITY LAMP Behind Every Label

MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS

"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

ENAMELLED STEEL BATH

Body made of high-grade galvanized steel, finished on the inside with three coats of Pure White Enamel.
A VERY ATTRACTIVE, DURABLE BATH AT A SMALL PRICE. Write for full details.

The Steel Trough & Machine Co., Limited, Tweed, Ont.

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

Tell Your Customers to do FALL SPRAYING

Spraying promotes a healthy condition in the abodes of poultry and live stock.

As they are indoors most of the time in the winter, and as a healthy state of stock is most essential, the necessity of spraying is easily apparent.

Sell the best and most profitable.

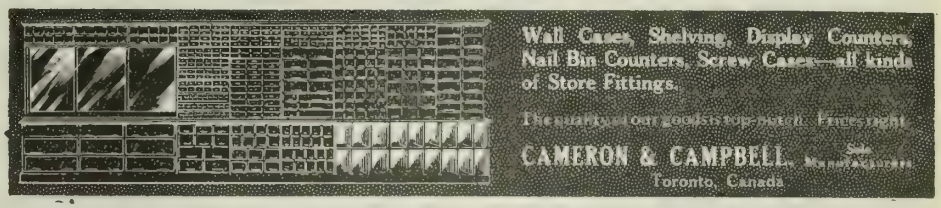
We make Crown Glass Sprayers, Tin Sprayers, Compressed Air Sprayers, etc. Write for complete catalog and prices.

THE COLLINS MFG. CO.
415 Symington Ave., Toronto

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST. NEW YORK



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

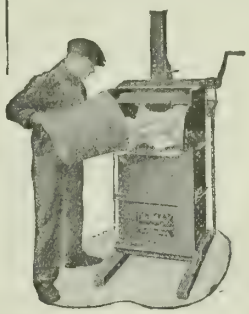
Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

Waste Paper Balers



"CLIMAX"

ALL STEEL

Turn your waste paper into money. 12 sizes. $25. 0 up.

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Waste Co. 75
Adamson Mfg. Co. 16
American Pad & Textile Co... 16
American Shearer Co. 1
Atlas Metals & Alloys Co..... 4

Barnett, G. & H., Co. 63
Banwell-Hoxie Wire Fence Co. 53
Barton Netting Co., Ltd., The. 10
Belleville Hardware & Lock Mfg. Co. 14
Berry Bros. 53
Brandram-Henderson Co. 51
Buck Bros. 10

Cameron & Campbell 77
Canada Foundries & Forgings Co. 21
Canada Glue Co. 75
Canada Metal Co. 55
Canada Steel Goods Co. 6
Can. Consolidated Rubber Co... 22
Canadian Tungsten Lamp Co.. 77
Canadian Warren Axe & Tool Co. 6
Canadian Woodenware Co. 75
Can. Yale & Towne, Ltd..... 1
Cane, Wm., & Son 16
Carborundum Co. 91
Carter White Lead Co. 14
Chatillon & Sons, John 12
Climax Baler Co. 77
Coghlin, B. J., Co., Ltd..... 71
Collette Mfg. Co. 57
Collins Mfg. Co. 77
Crooks, Jonathan, & Son 75
Cummer-Dowswell, Ltd. 10
Curtis, Chas., Co. 10

Davidson, Thos. 4
Dominion Linseed Oil Co. 19
Dominion Sheet Metal Co..... 80
Dougall Varnish Co., Ltd., The 63

Factory Products 16
Farmer's Magazine 20

Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 77
Hendryx, Andrew B. ..... Inside back cover
Hercules Powder Co. 11
Howland, H. S. 7
Hutton, Jas. 55

International Nickel Co., The.. 63

James Bros. 77
Jamieson & Co., R. C. 49

Kinzinger, Bruce & Co., Ltd... 77

Laidlaw Bale Tie Co. 73
Lamplough, F. W., & Co..... 77
Landers, Frary & Clark 2
Lewis Bros., Ltd. 3
London Foundry Co. 18
London Rolling Mills Co. 71
Lufkin Rule Co..Inside back cover
Lyons & Marks 13

MacLean's Magazine 61
Martin, The L., Co. 19
McComb, J. H. 71
McDougall, R., Co. 18
Megantic Broom Co. 20
Metallic Roofing Co. 13
Moore, Benjamin & Co., Ltd.. 49
Morin, J. H., & Co..... 73
Morrison, James, Brass Co..... 8
Myers, F. E., & Bro. 73

National Hardware Co. 77
Nicholson File Co. 12
North Bros. Mfg. Co. 80
Northern Bolt, Screw & Wire Co., Ltd. .....Inside back cover
Nova Scotia Steel & Coal Co. 73

Oakey, John, & Sons 73
Otterville Mfg. Co. 73
Owl Metal Co., Ltd. 73

Parmenter, Bulloch Co., The.. 77
Plewes, Ltd. 77
Pink, Thos., & Co. 80
Port Hope File Mfg. Co. 18
Prairie City Oil Co. 18
Pratt & Whitney 1
Progressive Mfg. Co. 71
Ramsay, A., & Sons 57
Renfrew Machinery Co. 12
Rideau Specialty Co. 75
Russell-Jennings Co. 75

Sharratt & Newth 73
Sherwin-Williams Co. 59
Simonds Canada Saw Works... 8
Stanley Rule & Level Co..... 14
Stanley Works 24
Starrett, L. S., & Co..... 5
Steel Bending Brake Co., of Canada, The 75
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine..... 77
Stephens, G. F., & Co. 65
Still Mfg. Co., J. H. 19

Taylor-Forbes Co. 55
Tallman Brass & Metal Co.... 75
Terry, Herbert, & Sons 57
Toronto Plate Glass Importing Co. 63
Trees, Samuel, & Co. 55

Victor Saw Works, Ltd. 17

Watson, John, Mfg. Co. 77
Western Clock Co. 15
Western Wire & Nail Co. 77
Wheeler-Bain 73
Wilckes-Martin-Wilckes Co. ... 77
Woods, Walter, & Co. 21
Wrought Washer Mfg. Co..... 21

CLASSIFIED LIST OF ADVERTISEMENTS

Varnishes
Valentine & Co., New York and Toronto.

Vises, Household
National Machinery & Supply Co., Hamilton.

Wads
Remington Arms-Union Metallic Cartridge Co., Windsor.

Wall Board
Beaver Companies, Ottawa, Ont.
Bird & Son, East Walpole, Mass.

Washers
Dillon Mfg. Co., Oshawa, Ont.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
McFarlane Ladder Works, Toronto.

Wash Stands
Wakyte Mfg. Co., Winnipeg.

Washing Machines, Electric and Power
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Northern Electric Co., Ltd., Montreal.

Washing Machines, Hand
Beatty Bros., Ltd., Fergus.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Waste, Cotton
Prairie City Oil Co., Winnipeg.
Wilkinson & Kompass, Hamilton

Water Systems
National Equipment Co., Toronto.

Water Bowls
Beatty Bros., Fergus, Ont.
Dillon Mfg. Co., Oshawa, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto.
Canada Paint Co., Ltd., Montreal.

Well Curbing
Pedlar People, Ltd., Oshawa.
Winnipeg Ceiling & Roofing Co., Winnipeg.

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg.

Whitewash Outfits
Collins Mfg Co., Toronto.

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Rice, Lewis & Sons, Ltd., Toronto.
Whites, Ltd., Collingwood.

Whisks
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., St. John

White Lead
Canada Paint Co., Ltd., Montreal.
Brandram - Henderson, Ltd., Halifax, N.S.
Carter White Lead Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa.
Metallic Roofing Co., Toronto and Winnipeg.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
British Aluminum Co., Ltd., Toronto.
Caverhill, Leamont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton.
Western Wire & Nail Co., London.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal.

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cutters
Northern Electric Co., Ltd., Montreal.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Colonial Wire Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
Steel Co. of Canada, Ltd., Hamilton.

Wood Finishes
R. C. Jamieson & Co., Ltd., Montreal.

Wood Screws
Canadian Tube & Iron Co, Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches & Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wrenches, Car
Dillon Mfg. Co., Oshawa, Ont.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt.

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal.
Cummer-Dowswell, Ltd., Hamilton.
J. H. Connor & Son, Ltd., Ottawa.
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa.
Cummer-Dowswell, Ltd., Hamilton.

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg.

Wanted

SITUATIONS VACANT

WANTED—CLERK WITH GENERAL HARDware experience for Toronto hardware store. Box 480, Hardware and Metal.

WANTED—CLERK FOR SPORTING GOODS department, preferably with some experience. Box 481, Hardware and Metal.

WANTED — MAN TO TAKE CHARGE OF builders' hardware department. Must be able to figure from architect's plans. Give references and state salary. McLennan, McFeely and Company, Limited, Vancouver, B.C.

SITUATIONS WANTED

AMBITIOUS YOUNG MAN, TWENTY-FOUR years of age, with nine years' retail hardware experience, desires position in hardware or kindred lines, where energy and industry may pave the way to position of responsibility and authority. Box 482, Hardware and Metal.

MANAGER, HARDWARE STORE, IN SMALL town in Saskatchewan, would like similar position in British Columbia. Age 31, married; 14 years' experience, five years as manager in present position. Can start November 1st. Address Box 483, Hardware and Metal.

FOR SALE

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10,000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

FOR SALE—TINNERS' TOOLS, FOURTEEN machines and necessary shop stakes; closing out business; snap for quick sale. Geo. M. Shepardson, Sombra, Ont.

FOR SALE—WELL ESTABLISHED HARDware business, about 20 miles from Toronto, in good town. Owner retiring. Apply Box 479, Hardware and Metal.

EXPERIENCED HARDWARE AND PAINT salesman desires position as traveling salesman with a good hardware or specialty house. A hustler and can produce results. Best references. Box 484, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

AGENCIES WANTED

MANUFACTURERS' AGENT, HAVING FIVE years' connection with the wholesale hardware jobbers and large retailers in Quebec and Ontario, wishes to represent one other first-class manufacturer on a straight commission basis. Box 476, Hardware and Metal.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the coninent with a condensed advertisement in this paper.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

LINES TO OFFER WHOLESALE OR RETAIL hardware trade—have 25 years' experience with the B.C. trade; have large warehouse and could store stocks if desired; would also undertake collections. References can be given and correspondence invited. W. E. Drake, 234 Cambie St., Vancouver.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

"YANKEE"

PLAIN RIGID DRIVERS

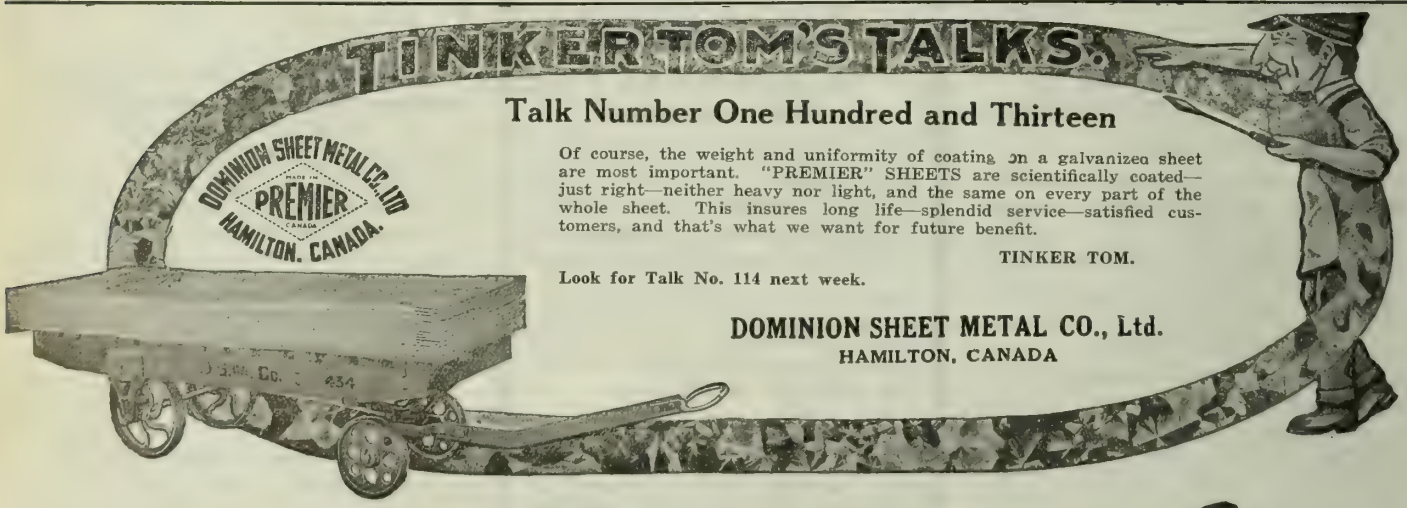
Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Talk Number One Hundred and Thirteen

Of course, the weight and uniformity of coating on a galvanized sheet are most important. "PREMIER" SHEETS are scientifically coated—just right—neither heavy nor light, and the same on every part of the whole sheet. This insures long life—splendid service—satisfied customers, and that's what we want for future benefit.

TINKER TOM.

Look for Talk No. 114 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

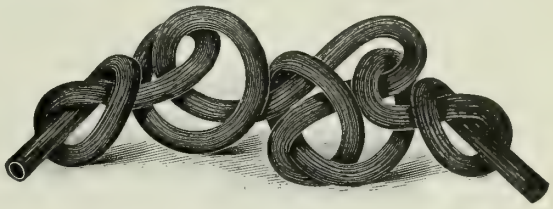
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"



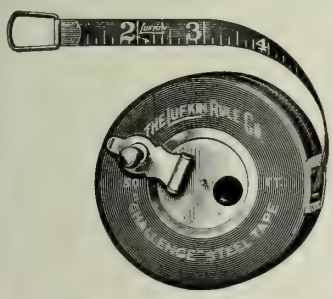
The Garden Hose That Doesn't Kink

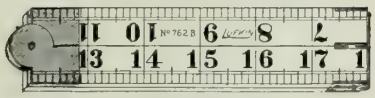
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY

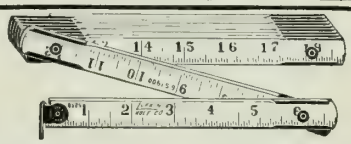
GUTTA PERCHA & RUBBER, LIMITED

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

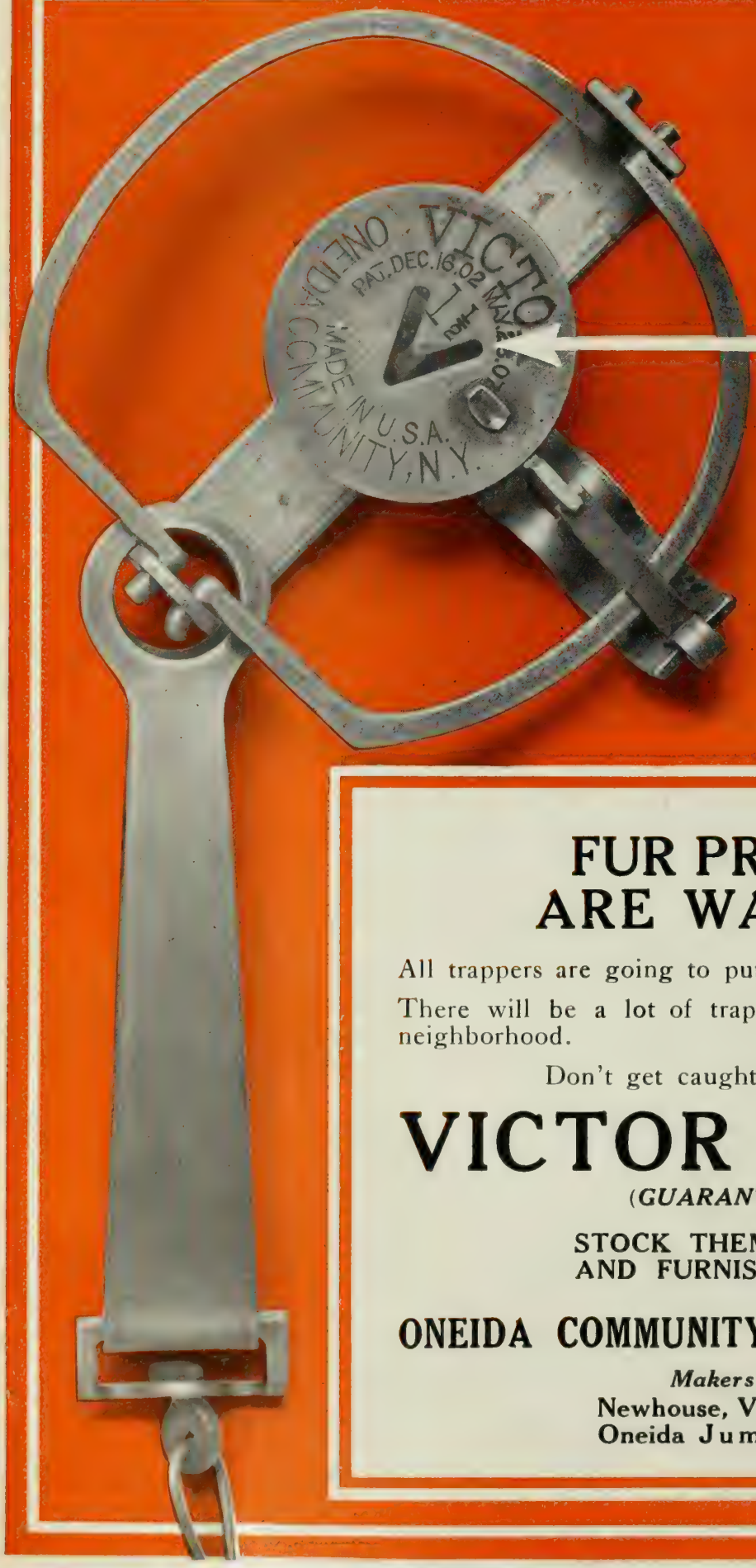
MADE IN CANADA

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.



See the V

FUR PRICES ARE WAY UP

All trappers are going to put out a big line of traps. There will be a lot of traps bought early in your neighborhood.

Don't get caught without the

VICTOR TRAPS

(GUARANTEED)

STOCK THEM EARLY AND FURNISH THEM

ONEIDA COMMUNITY CO., NIAGARA FALLS ONTARIO

Makers of
Newhouse, Victor and Oneida Jump Traps

Hardware and Metal

Vol. XXIX.
No. 34

ANNUAL FALL NUMBER

AUGUST 25
1917

Because O-Cedar Polish "Cleans as it polishes"

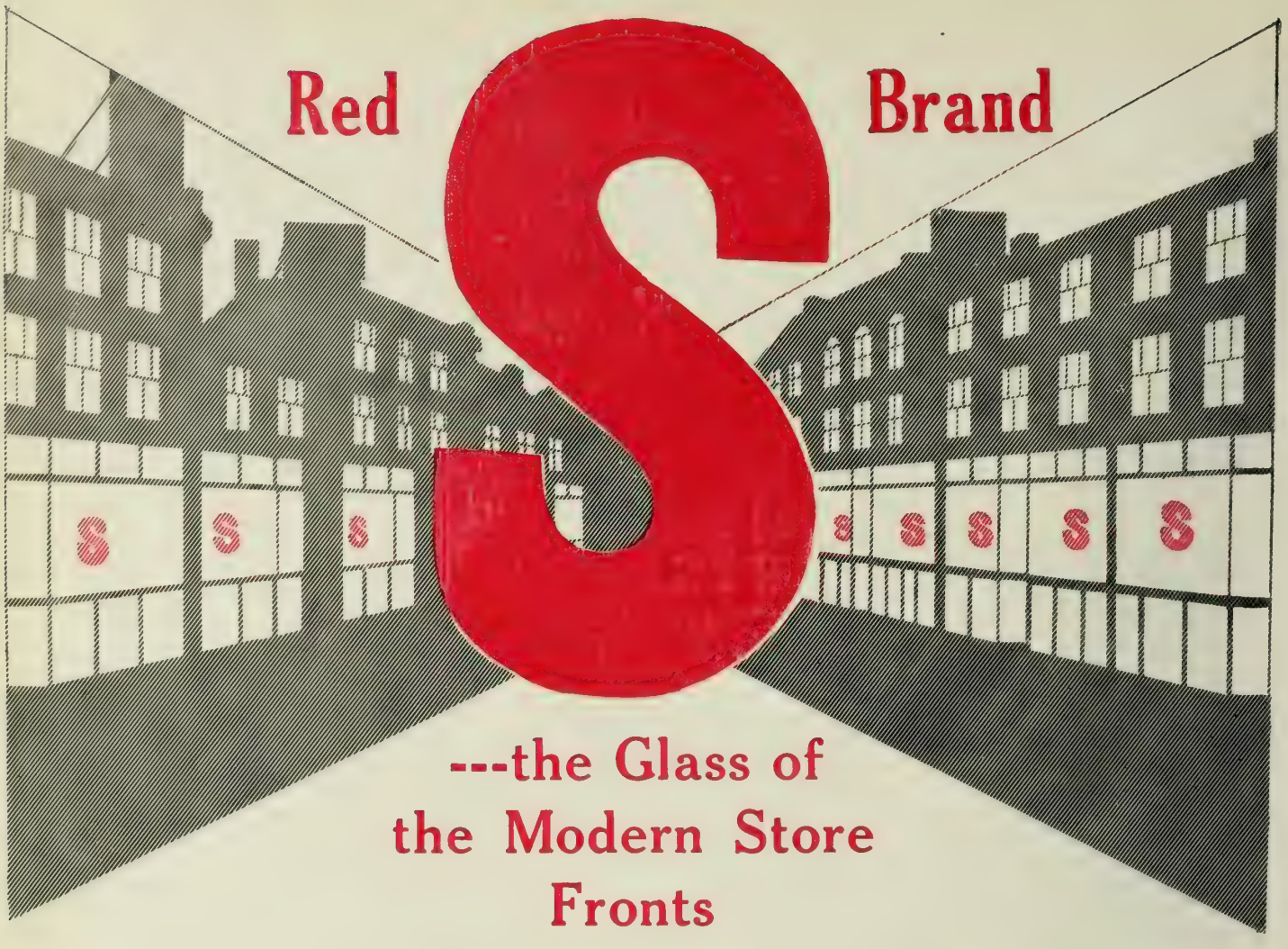
BRIGHTENS the home—lightens housework—makes dusting "dustless." For the renewal of any mop. Contains nothing injurious. May be used, with complete confidence, on the finest furniture or piano. It is a very successful polish for a motor car.

OUR extensive national advertising has made all Canada familiar with these merits—has, in fact, made "O-Cedar" a household word. The demand we have created you may easily direct to your store, if you will use our electros in your newspaper ads.; display O-Cedar (with trims and signs) in your window, and distribute the circulars which we furnish.

SUGGEST O-Cedar to your customers—use the O-Cedar Electric Sign, Counter and Floor Display Stands. Hundreds of merchants are increasing their sales through these displays. When your stand needs stocking, take advantage of the O-Cedar Profit Deals. Ask your jobber's salesman for full information.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO, CANADA

THE MACLEAN PUBLISHING COMPANY, LIMITED, 143-153 UNIVERSITY AVE., TORONTO, CANADA



Only glass of high quality is worth selling. In no other product is high quality more essential than in window glass. Poor quality of window glass looks poor, breaks easily and is costly. That is not the kind you want to sell to your customers. Please your customers and give them good value for their money by selling them our Reliable Red "S" Window Glass.

Our Reliable Red "S" Window Glass

Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass

Keep *Red "S"* Products in mind when quoting on various hardware lines for new buildings, houses, factories, etc. Architects and builders throughout Canada know *Red "S"* window glass and prefer it to all others. Sell it to them and reap substantial profits.

There are new store fronts being installed in your community from time to time. Keep your eye on opportunities for plate glass sales. If you handle the *Red "S"* line you have a powerful argument and a big advantage over your competitors in landing this business.

THE TORONTO PLATE GLASS IMPORTING CO., Limited

GLASS BENDERS TO THE TRADE

DON ROADWAY **TORONTO**

Will Your Customers Favor a Gillette "Canadian Service" Set?

It now seems certain that many thousands of men will be added to the Canadian Expeditionary Forces within the next few months. Every man—and every relative and friend—will thereby become a likely purchaser of a Gillette Safety Razor.

With this in view, we are designing, as a finishing touch to our long series of military and naval advertisements, store cards and posters, a new and distinctive Gillette "Canadian Service" Set. The drawings show a Pocket Edition of the usual type, in a metal case embossed with the composite insignia of infantry, cavalry, artillery, medical corps, engineering and signal corps, and navy—a Dominion coat-of-arms—and a plate on which name and regimental number may be engraved. The inside of the lid is to contain a metal mirror, backed with the usual purple satin.

This "Canadian Service" Set will be a winner, and one of the handsomest of the whole Gillette family. Light and compact, plated with nickel instead of silver, it will stand anything. To the owner it will be much more than a serviceable comfort throughout the war—it will be a priceless, practical souvenir through the years of peace to follow.

What do **you** think of this "Canadian Service" Gillette idea? Give us the advantage of your opinions and suggestions by an early mail, so that we may be in a position to embody them in the new set, which we plan to have ready as soon as possible.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: Gillette Building, MONTREAL

If interested, tear out this page and keep with letters to be answered.

There is Nothing too Good for the Boys at the Front!

Every day deepens Canada's obligation to the gallant lads who for months and years have been fighting our battles in France. They certainly deserve everything we at home can do to add to their comforts.

Early in the war, men who had taken a Gillette Safety Razor with them to the Front endorsed its convenience and comfort so strongly that we decided to do everything in our power to make its use general among the Canadian troops. Since then our advertising and selling efforts have been concentrated on this aim, and with gratifying success.

Tens of thousands of Gillette Safety Razors are "doing their bit" in France. They make it easy for the men, wherever they may be stationed, to maintain their pre-war standards of personal appearance—and this makes smarter, better soldiers. The clean Gillette shave takes its place with the bath-houses and disinfecting plants in checking vermin and resultant disease. Moreover, it decidedly lessens the danger from infected face wounds.

Read this tribute from the trenches, by the author of Englander Schwein, which appeared in the *"Saturday Evening Post"* of July 14th last:

Somewhere in France.

My Dear Reid:—

Thanks for your letter and cigarettes. In reply to your question as to my needs—send me a Gillette Safety Razor. I've discarded my open blade. Time's too valuable, and besides I want to get a clean shave whenever I want it.

At present I am using a Gillette belonging to one of the boys, but would like one of my own.

We've been going pretty hard during the last few weeks, but have not had any of the real stuff—just the usual casualties.

Regards to all,

G. E. PEARSON,
178 P.P.C.L.I.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory: Gillette Building, MONTREAL

If interested, tear out this page and keep with letters to be answered.

LEWIS BROS.,
LIMITED
MONTREAL

Have an Immense Variety of

Contractors' Supplies

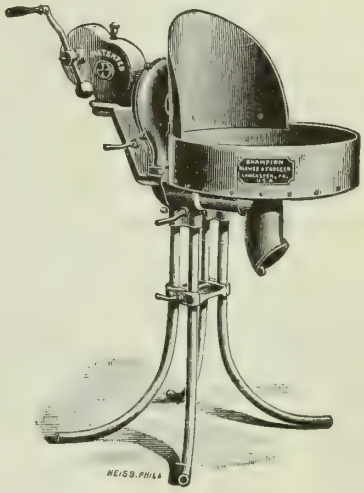
For further particulars please refer to No. 50 Catalogue

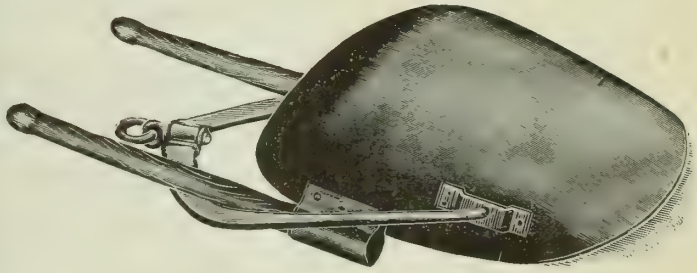
A copy of this book should be in the hands of every live dealer.

Get in touch with us, it will prove profitable

QUICK SERVICE

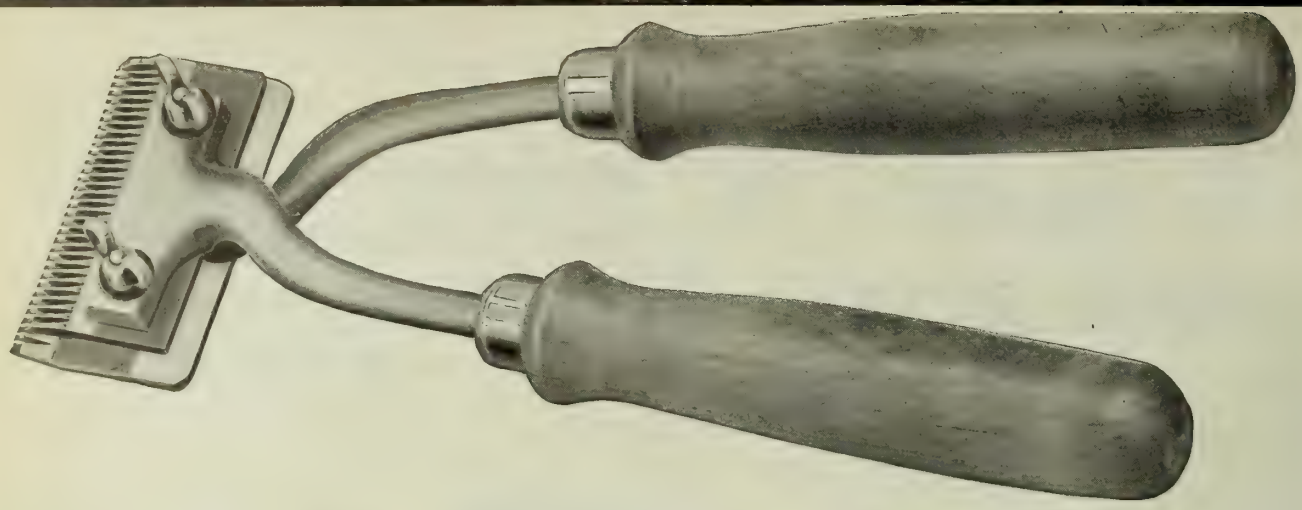
Everything in Hardware, Railway Contractors' and Plumbers' Supplies, Sporting Goods, Cutlery, Prepared Roofing, Paint and Glass





LEWIS BROS.
LIMITED
MONTREAL

If interested, tear out this page and keep with letters to be answered.



Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

P H
TRADE MARK

DEPENDABILITY

IMPERIAL
TRADE MARK

QUALITY FILES

are dependable files. Finest Crucible Cast Steel, expert workmanship, and rigid testing give a triple assurance to your customer. Each file out of the box is as good as the fellow before it.

No seconds, no "duds." Every file must Stand up to it's job or we want to know why.

Canada's Standard Brands **They Cut—and THEY WEAR**

The Only ALL CANADIAN FILES

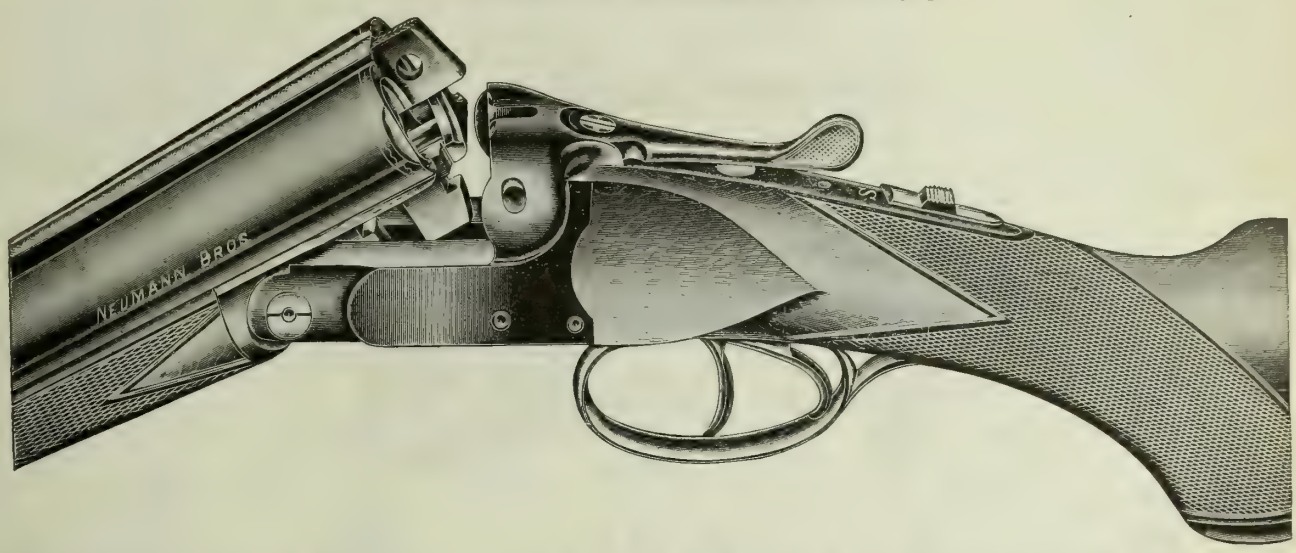
PORT HOPE FILE MFG. COMPANY, LIMITED
Port Hope, Ont.

"ASK YOUR JOBBER"

If interested, tear out this page and keep with letters to be answered.

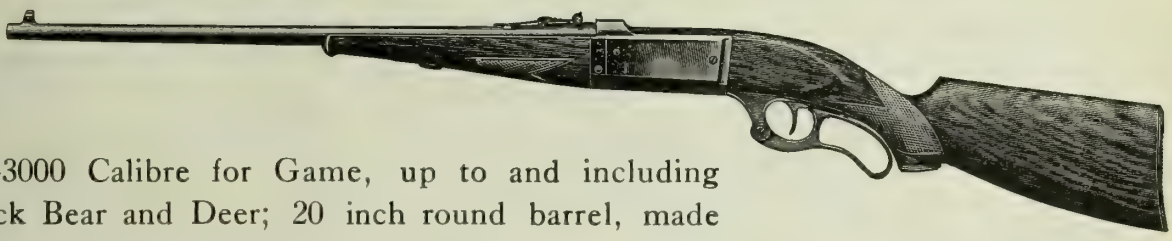
DOUBLE BARREL SHOT-GUNS

No. 500 HAMMERLESS



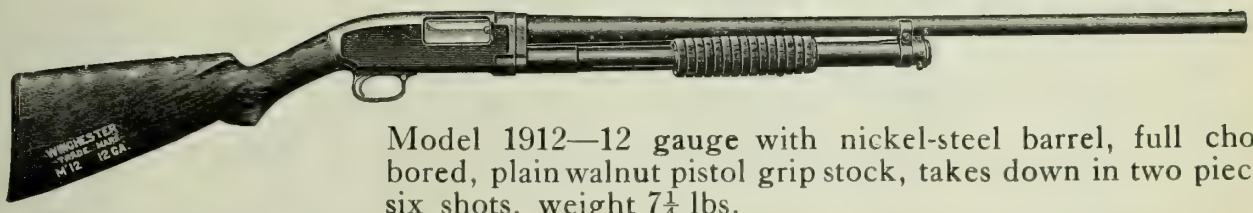
Highest grade fluid steel barrels, choke bored, Anson & Deeley triple bolt action, drop forged frame, fine walnut stock, rubber butt plate, automatic safety 12 gauge, weight 7 to 8½ lbs.

SAVAGE RIFLES

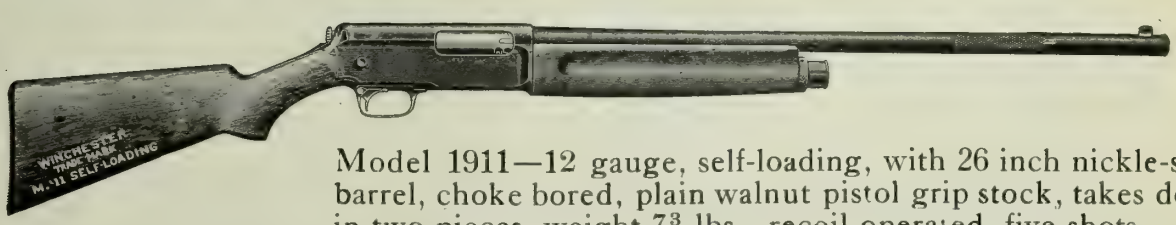


250-3000 Calibre for Game, up to and including Black Bear and Deer; 20 inch round barrel, made of Hi-pressure blued steel, micrometer rear sight, six-shot capacity. Walnut stock.

WINCHESTER REPEATING SHOT-GUNS



Model 1912—12 gauge with nickel-steel barrel, full choke bored, plain walnut pistol grip stock, takes down in two pieces, six shots, weight 7¼ lbs.

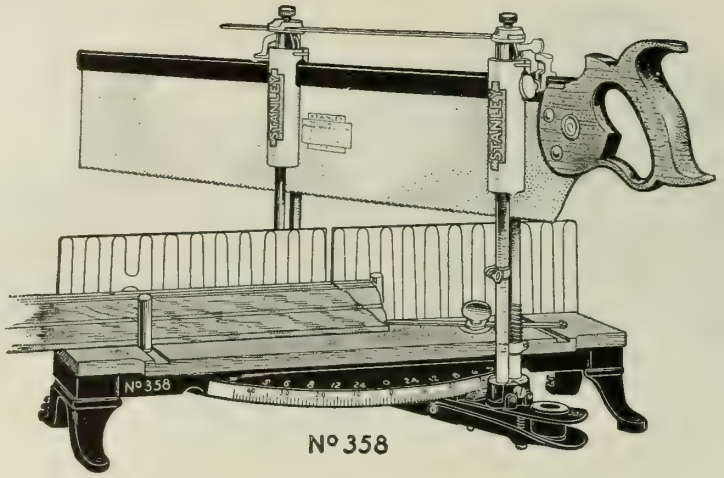


Model 1911—12 gauge, self-loading, with 26 inch nickle-steel barrel, choke bored, plain walnut pistol grip stock, takes down in two pieces, weight 7¾ lbs., recoil operated, five shots.

Caverhill, Learmont & Co., Montreal

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



Nº 358

Stanley Mitre Boxes

STRONG—DURABLE—ACCURATE

A Few Striking Features

Saw is held above work when not in use.
Swivel is automatically locked at any angle.
Two sockets in swivel for use of long or short saw.
Narrow opening in back of frame, especially adapted for small work.
Steel rod uprights for saw guides.
Uprights adjustable for saws of varying thickness and for those that run out of true.
Stock guides for holding work in place.
Extra wide range of work—will saw an angle of 30 degrees.
One-piece frame with detachable malleable iron legs.
Construction thoroughly mechanical; all parts interchangeable and readily replaced if lost.
Quickly and easily put together or taken apart for carrying.

A special made back saw furnished wlth each box

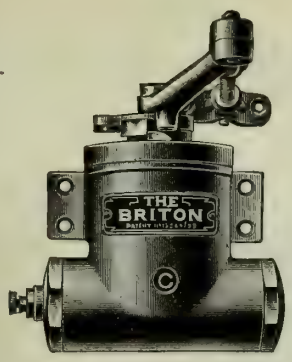
Every mechanic that visits your store will be interested in this up-to-date mitre box. May we send you some special circulars containing complete description?

STANDARD THE WORLD OVER

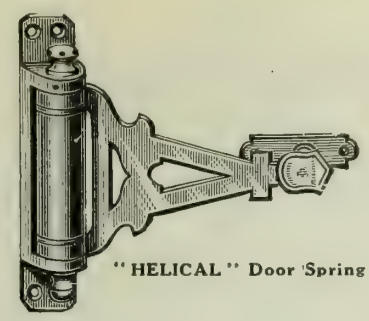
STANLEY RULE & LEVEL CO.
NEW BRITAIN. CONN. U.S.A.

EVERY TOOL GUARANTEED

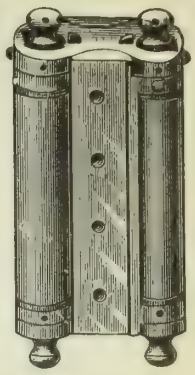
If interested, tear out this page and keep with letters to be answered.



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



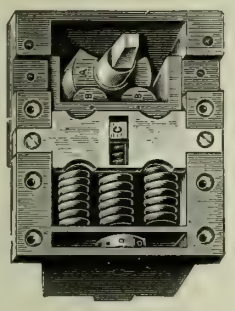
Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now



"Invincible" Floor Spring.

WM. NEWMAN & SONS, Limited

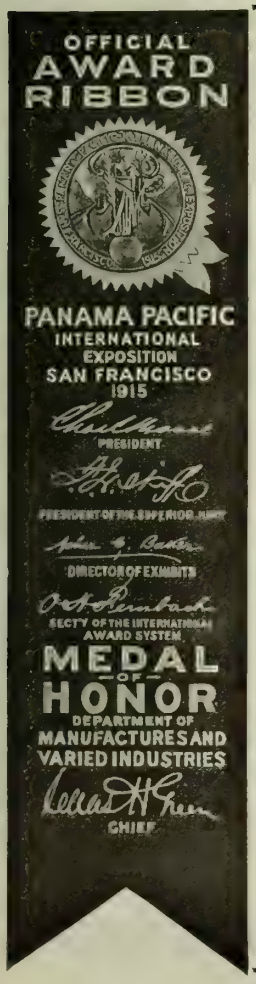
BIRMINGHAM, ENGLAND

Rod Spring

ENQUIRIES TO

FREDERIC SARA & COMPANY

Calgary, Alta.



TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

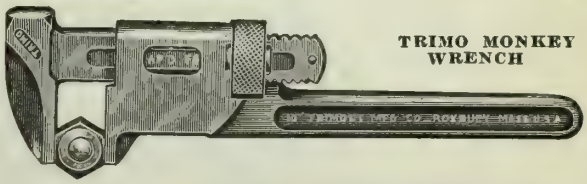
TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER

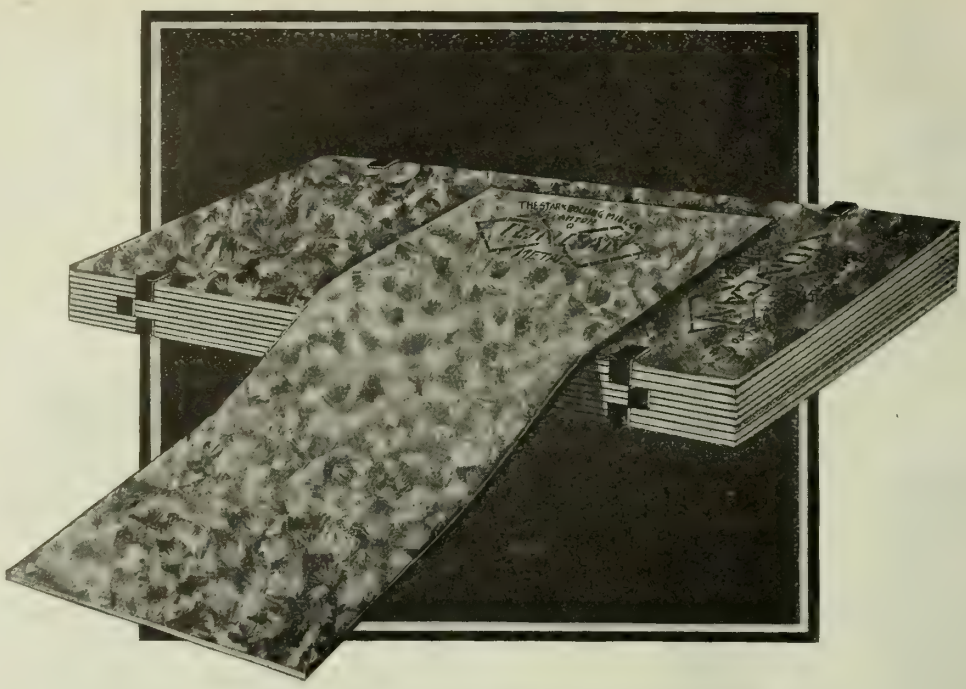


TRIMO MONKEY WRENCH

TRIMO CHAIN WRENCHES

WITH FLAT-LINK OR CABLE CHAIN

If interested, tear out this page and keep with letters to be answered.



The Super-Sheet Metal

FINDING a lost art is seldom an accident. Usually it is the result of years of research by experts.

After more than four thousand years the lost art of durable iron making was recovered. More—it was modernized to the extent that corrosion-resisting sheet metal is produced today in far larger quantities, within less time and at a much lower cost than the old-time iron.

It is called Toncan Metal—truly a super-sheet metal. Pure, homogeneous and scientifically made, Toncan Metal Sheets (Black or Galvanized) are corrosion-resisting to an extent hitherto considered impossible in an iron ore product.

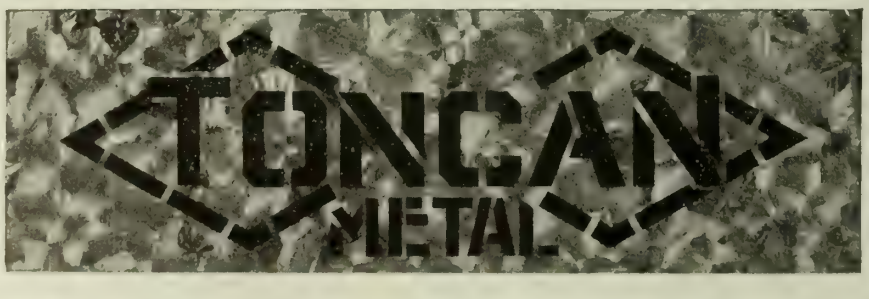
Years of service, the most conclusive test, has proven Toncan Metal's corrosion-resisting properties. This evidence will be furnished on request.

Roofings, Sidings, Eaves Trough, Conductor Pipe, Window Frames, Ventilators, Lath, Tanks, Culverts and countless other products are made from Toncan Metal Sheets.

Write for a copy of "Corrosion—The Cause—The Effect—The Remedy"

THE PEDLAR PEOPLE LIMITED, OSHAWA, ONT., ***Canadian Distributors***

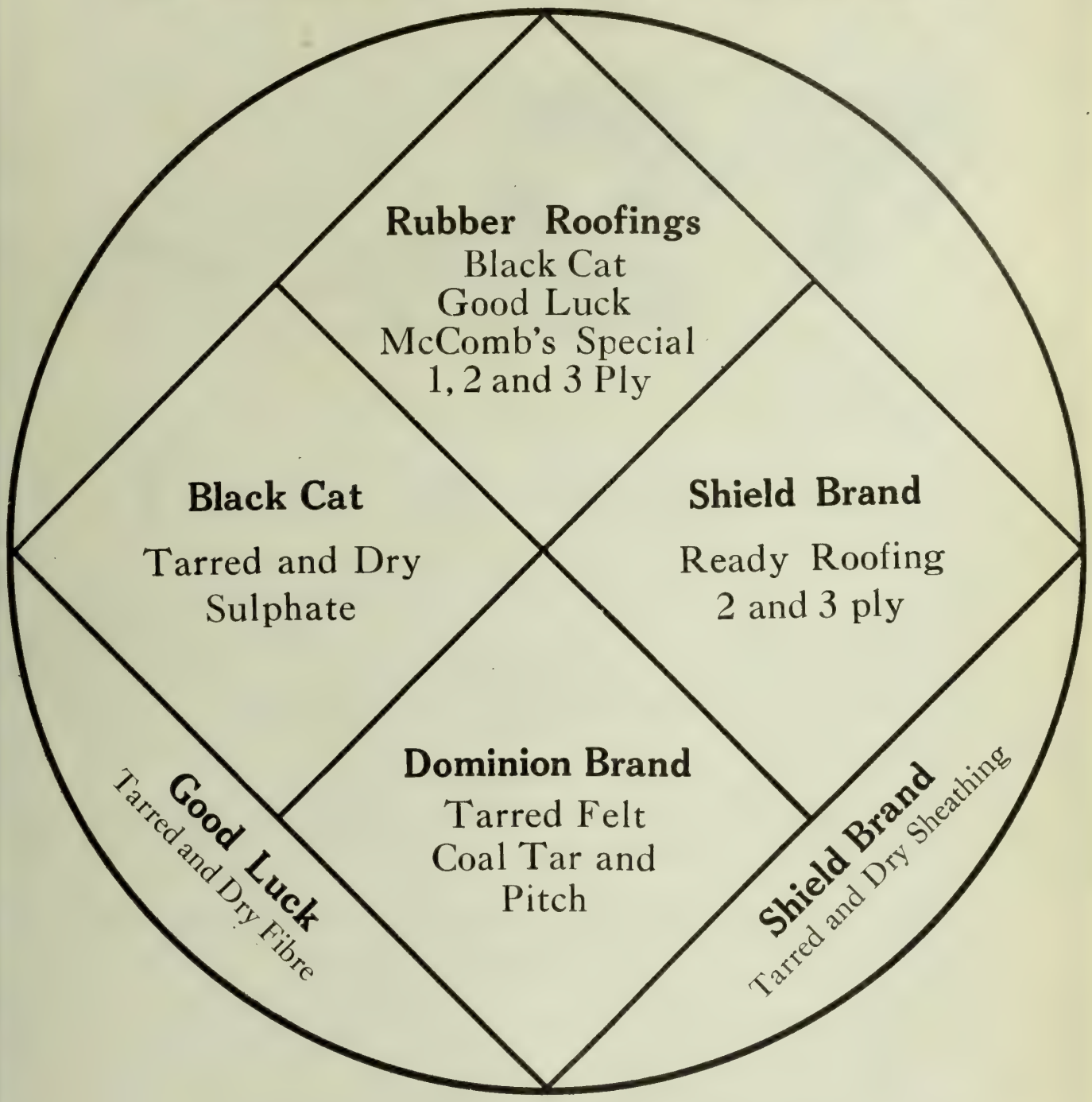
THE STARK ROLLING MILL CO., CANTON, OHIO, ***Sole Makers***



RESISTS CORROSION

If interested, tear out this page and keep with letters to be answered.

Quality Roofing

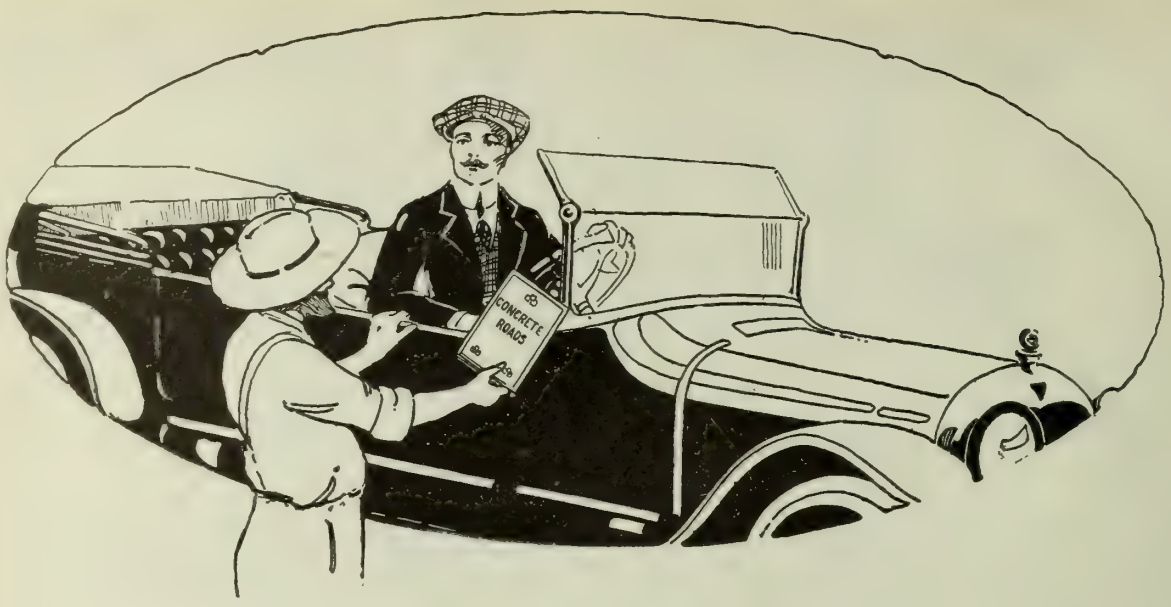


McCOMB'S QUALITY ROOFING is made of materials which long experience and many tests have proven to be best suited to give lasting qualities—this with a moderate price makes QUALITY ROOFING PREFERRED. Sell it and make good profits.

J. H. McCOMB, Limited

MONTREAL, P.Q., CANADA

If interested, tear out this page and keep with letters to be answered.



As Friend to Friend

The big facts about roads are rapidly sinking into the minds of all Canadians. From farmer to motorist—from engineer to layman—the propaganda for good roads is fast spreading. The one tells the other—as friend to friend—how serious is Canada's need of Permanent Highways of Concrete.

We are helping to awaken the Canadian Public to the need of good roads by our advertising campaign.

You can take advantage of this movement by carrying a supply of cement, as it is through our dealers that the demand will be filled.

In some places we are not represented, and are glad to hear from a good dealer.

Address, Publicity Department

CANADA CEMENT CO.
LIMITED

3 Herald Building, Montreal

If interested, tear out this page and keep with letters to be answered.

A Westclox Alarm

An Ideal

THE Western Clock Company began with an ideal: to give the world better alarm clocks. The original community of clockmakers at La Salle, Illinois, was composed of a conscientious group of skilled craftsmen.

They brought new ideals into the industry. Head, heart and hand joined in their work. They wrought with loving care and skill.

So, this little band of clockmasters set out to dignify the alarm clock. Before a clock could bear the symbol, A Westclox Alarm, it had to meet certain exacting requirements.

For, is not an alarm clock designed to guard man's hours; to measure sleep; to start the day?

Accordingly, they built their clocks to be equal to the task—to be worthy of man's trust.

And, always, this ideal has remained the ideal of the Western Clock Company.

Every Westclox Alarm, regardless of its price, must be worthy.

And loyalty to such an ideal has safeguarded Westclox quality. And always will.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

If interested, tear out this page and keep with letters to be answered.

No. 310—Black Enamel Case
Pint Vacuum Bottle

The Best Work

is always done by well-nourished men and women. A cold lunch to be carried from home must have a hot or cool drink to lend it the proper zest and enjoyment.

Universal Lunch Kits keep the food sweet and appetizing, and have always a refreshing drink in the Vacuum Bottle contained within the cover.

UNIVERSAL LUNCH KIT UNIVERSAL

The sale of Universal Lunch Kits greatly exceeds that of all other like equipment. The neatness of their attractively enameled cases make customers where others fail. Advantages in wear and sanitation over paper or cardboard boxes are obvious.

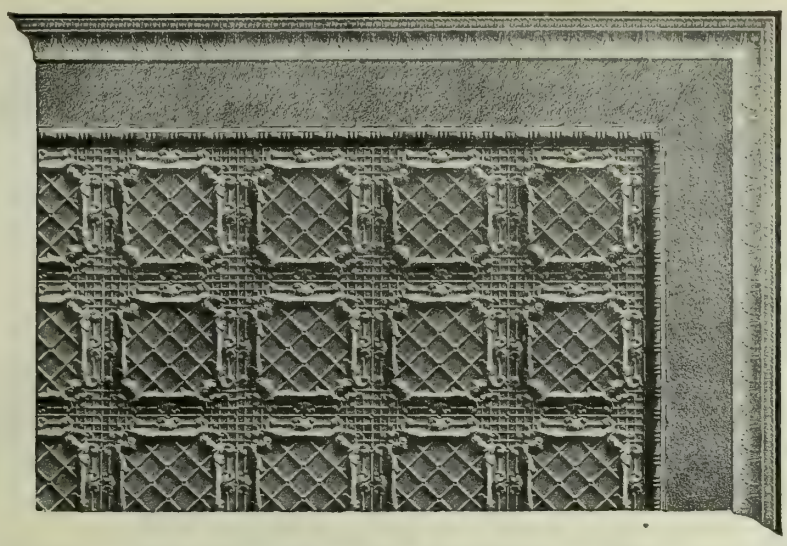
A finished, snappy appearance is borne out in every detail of construction from genuine leather handles to patent snap fastenings.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN, U.S.A.

A. Macfarlane & Co., Limited, Montreal, *Canadian Representatives*

If interested, tear out this page and keep with letters to be answered.



Metallic Ceilings and Wall Plates Get Profitable Business

They are in big demand for improvements, alterations and repairs in every community in Canada—large and small. Every storekeeper is a prospect. Every town hall, school and other public building, to say nothing of private dwellings is ready to listen to the arguments for "M. R. Co." Ceilings and Walls. They are so easy to put on, so clean, sanitary and fire-proof and durable. Why not get after this trade in earnest? We help you.

We will help you close business.

We are heavy advertisers and we refer enquiries to our customers.

We supply you full outfits of handsome catalogues, samples, counter helps, etc.

We send cuts and suggest copy for your local advertising.

We make up estimates on jobs for you and if necessary send a man to help you close the order.

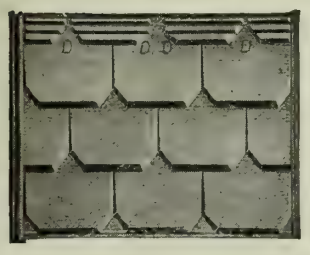
METALLIC

M-R Co. Trough—10 ft. lengths; die-stamped; joints absolutely snug.

M-R Co. Pipe—10 ft. lengths; straight and true; wide, tight seam.

M. R. Co. Trough and Pipe

Die-stamped straight and true. Easy to put on. Saves you time and money at every joint.



"Eastlake" Galvanized Shingles

We are the pioneers in the metal shingle business and our special lock and other distinctive features have never been equalled. The push of big, continuous advertising is always behind "Eastlake" Shingles and you'll find them bring good, new business to your store.

Let us send you prices, catalogues and particulars of our proposition to-day.

WE MANUFACTURE:

- "Eastlake" Shingles
- Metallic Sidings
- Corrugated Iron
- Metallic Ceilings and Walls
- Metallic Lath
- Metallic Corner Bead
- Ventilators
- Skylights
- Barn Roof Lights
- Silo Roofs
- Ornamental Roofing Tiles
- Roof and Tower Finials
- Weathervanes
- Eavetrough and Pipe, Ridges, Valleys, Hips, Flashings
- All-Steel Conductor Hooks
- Portable Steel Granaries
- Galvanized Cornices
- Special Galvanized Iron Work
- Fireproof Doors and Windows
- Pressed Zinc Ornaments
- Sash Operator

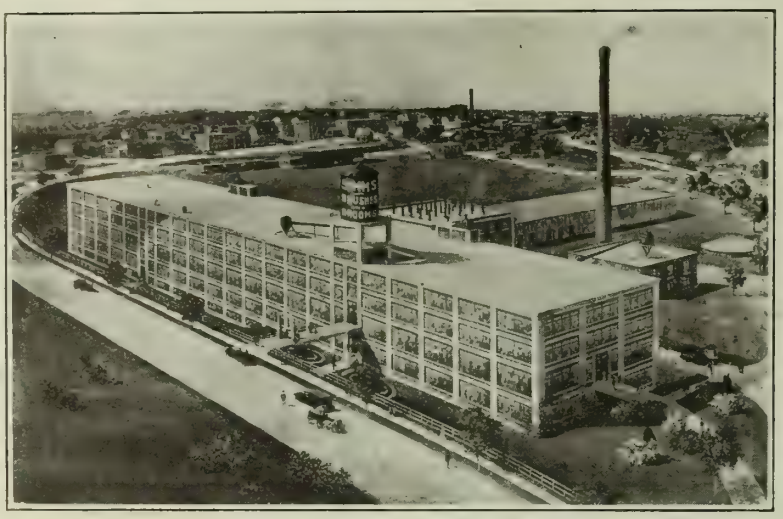
Metallic Roofing Company, Limited

Manufacturers to the Trade

TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

The Home of "Better Brushes"



100,000 Square Feet Floor Space in Main Building Alone.

Does it impress you as being likely that the men responsible for the building of a factory of this description would be content to produce in it a brush of but ordinary quality?

Rather, doesn't this strike you as being an ideal plant from which to produce

BETTER BRUSHES ?

Doesn't this picture make you say to yourself something like this: "That's a peach of a plant. No real live men in surroundings like that could ever be satisfied to turn out junk. Whatever they make I'll bet they take pride in it and try to make it better than anyone else can make it."

And that is correct. We are not satisfied to make just brushes in this fine building, our whole energies are centered in the making of

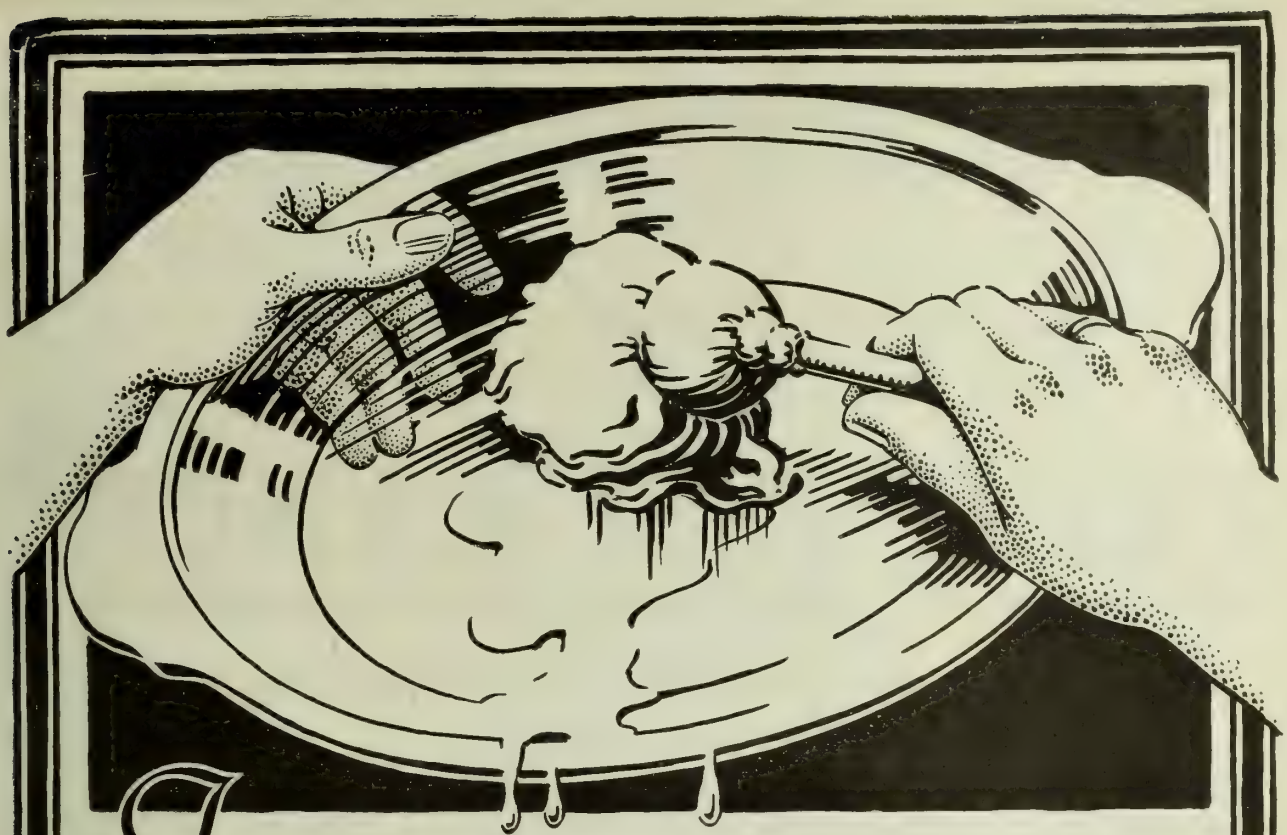
BETTER BRUSHES

To-day better than anyone else can make them; to-morrow better than we made them to-day.

You can't afford to speculate with the "just as good" kind when better brushes cost no more.

T. S. Simms & Co., Limited, St. John, N.B.

If interested, tear out this page and keep with letters to be answered.



It is EASY to wash PYREX

Efficiency in the kitchen is as necessary as in the office, store or factory. Pyrex is the efficient ware for baking and serving food cooked in the oven.

Pyrex saves time in the kitchen. Food bakes quicker and more thoroughly in Pyrex—thereby saving fuel also. PYREX saves dishes—for the housewife serves from the same dish in which the food is baked. It is sanitary, durable and easy to wash and keep clean.

PYREX Transparent Oven-Ware

TRADE MARK REG.

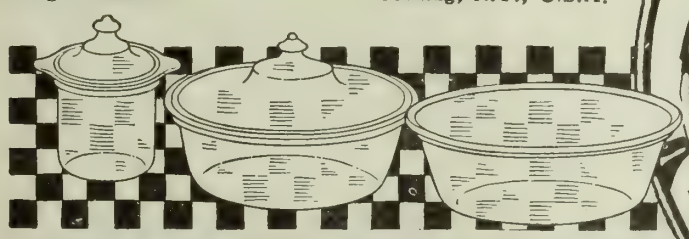
Has the name on every piece

Start your community on Pyrex by selling a Pyrex Pie Plate or Baking Dish to several housewives. They will take it up and rapidly spread the Pyrex idea to their friends and neighbors. That means not only new customers but repeat sales, for every woman will want to Pyrex her kitchen.

Our national advertising and special dealer's service is rapidly educating women about Pyrex—the original, transparent ovenware, which is guaranteed against breakage in actual oven-use.

Stocked and distributed by leading

Pyrex Sales Division
CORNING GLASS WORKS
122 Tioga Avenue Corning, N.Y., U.S.A.



If interested, tear out this page and keep with letters to be answered.

TRADE F.&W. MARK

FREE INSURANCE

We Insure all Parcel Post Shipments Free of Charge

Your mail orders receive special attention

The Stock

We endeavor at all times to keep as complete a stock as possible. This is not always easy, but unless supplies are absolutely unobtainable, you will find us ready.

The Service

We pride ourselves on our prompt, efficient service. Our reputation of 108 years' standing has been built up on a policy of A Square Deal to Our Customers.

One of Our SPECIALTIES

MILFORD
Hack Saw Blades

"Not the Cheapest But the Best"

Used by most large munition plants

They do the work quicker and last longer

SEND US YOUR NEXT MAIL ORDER

FROTHINGHAM & WORKMAN, Limited

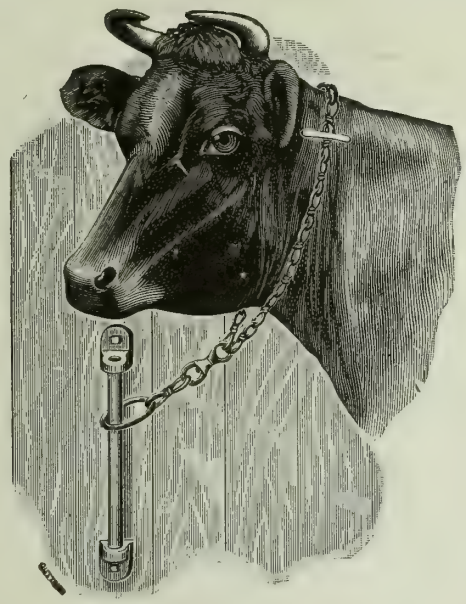
199-203 ST. PAUL ST. WEST **MONTREAL, QUE.**

If interested, tear out this page and keep with letters to be answered.

MADE-IN-HAMILTON HARDWARE

The B. Greening Wire Co., Limited

Established 1859 **Incorporated 1889**



Be Sure to Ask Your Jobber for Greening's Chains

WIRE CLOTH
- Brass Strainer Cloth
- Sand Screen Cloth
- Regalvanized Cloth
- Fly Screen Cloth
- Wire Lath
- Office Window Blind Cloth
- Fanning Mill Screening
- Antique Rustless Bronze Screen Cloth

WIRE CHAINS
- Made in thirteen sizes.
- Special Chains made to order for all manufacturing purposes.

GALVANIZED NETTING

PERFORATED SHEET METAL
- Zinc, Brass, Copper, Steel, Galvanized Iron

WIRE ROPE
- Derrick and Hoist Ropes
- Hay Fork Rope
- House Moving Rope
- Sash Cord
- Galvanized Strand
- Wire Clothes Lines

WIRE STAPLES
- Fence, Poultry Netting
- Bed, Blind, Electrical
- Double Pointed Tacks
- Basket Fasteners

WIRE WORK
- Window Guards
- Counter Railings and Brushes
- Sand, Gravel and Coal Screens
- Wire Door Mats
- Foundry Riddles

HAMILTON, ONT. **MONTREAL, QUE.**

MADE-IN-HAMILTON HARDWARE

New Business

With Handsome Profits Selling

Hatch Garage Door Outfit

Complete Set Includes:

3—Special Swivel Hangers.
3—Floor Guides.
3—Pair Special Garage Door Hinges.
2—Heavy Garage Door Handles.
1—Safety Hasp.
1—Hook and Eye.
22—Feet Track.

All highly finished in Black Enamel. Screws and bolts for everything included.

Our strong and extensive advertising campaign to the consumer is creating a big demand for this new Garage outfit.

It is just what the man who builds a garage wants, and he's bound to have it.

Re-sale price to consumer, $8.00 per set, which provides a splendid profit for the dealer. Order without delay.

Manufactured by

Canada Steel Goods Co., Limited, Hamilton, Can.

MADE-IN-HAMILTON HARDWARE

Hinges that Sell the Best

Packed with Screws

(One pair in a box)

Put up in a package that appeals to the consumer and convenient to the distributor. Note class No. carefully when ordering.

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges.....	" " "	SC 904
Heavy Strap Hinges....	" " "	SC 209
Heavy Tee Hinges.....	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

No. SC 935

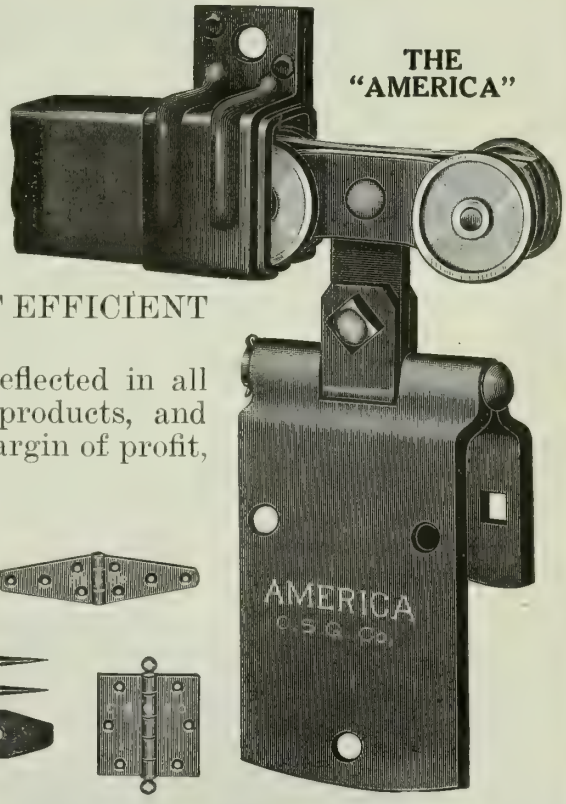
These Door Hangers are in Great Demand

THE "CANADA"

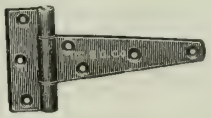
The superior service given by Canada Steel Goods Co. Hangers has become widely known, with the result that they are sought after throughout Canada in preference to all others.

MOST MODERN—MOST POPULAR—MOST EFFICIENT—AND BETTER MADE.

There is excellent value reflected in all Canada Steel Goods Co. products, and the dealer secures a nice margin of profit, too.



THE "AMERICA"



Send for Prices.

Canada Steel Goods Co., Limited, Hamilton, Can.

MADE-IN-HAMILTON HARDWARE

SAVE YOUR WASTE PAPER

It's your duty; you can help by saving every scrap of waste paper, cardboard, rags, etc., and make money doing it. All this waste brings the highest price when properly baled in a

ALL STEEL CLIMAX FIREPROOF

BALING PRESS

They actually reduce your fire risk and keep your place tidy. Easy to operate and nothing to get out of order. MADE IN 12 SIZES. Every baler guaranteed.

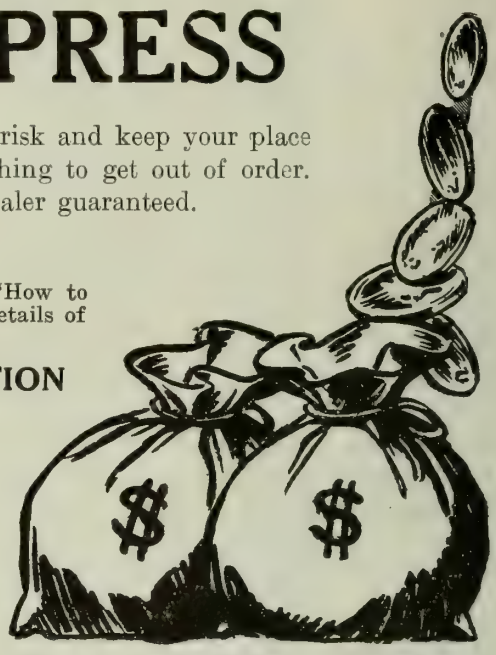
10 DAYS FREE TRIAL

Send to-day for free particulars "How to make money in waste paper" and details of our free trial offer.

AT TORONTO EXHIBITION

Come and see our large display in Machinery Hall, Toronto Exhibition.

Salesmen and dealers wanted.



Climax Baler Company

Emerald and Burton Streets, Hamilton, Ont.

MB&W LIMITED

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

MADE-IN-HAMILTON HARDWARE

STAR SPIRAL HERCULES

SASH CORD

Made in Canada

"STAR SPIRAL"

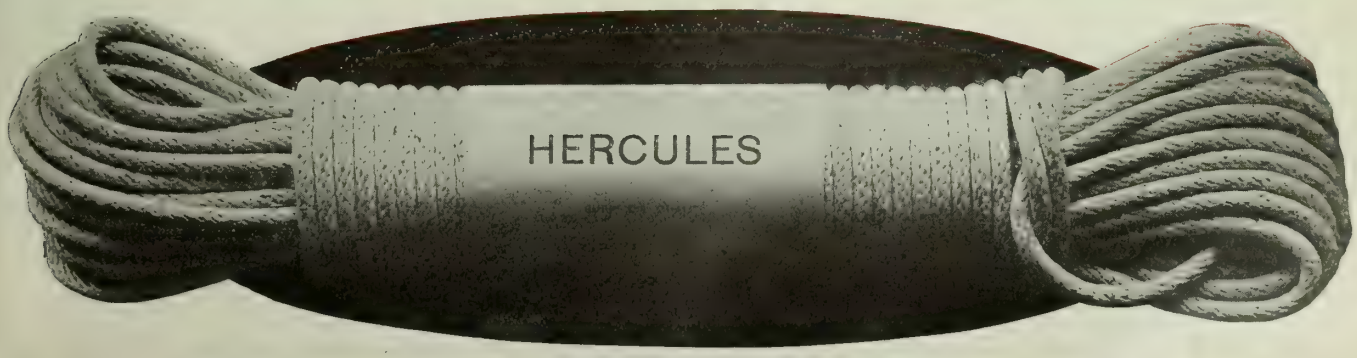
Known by the blue spiral strand running through the cord. Has great tensile strength, and is made from a superior grade of cotton. No better sash cord is made anywhere. Designed especially for extra heavy sash and will outwear chain.

"HERCULES"

Thoroughly known among architects and contractors everywhere, and is very popular. The standard Canadian sash cord for general use compares in quality with the best imported brands, but is sold at a considerably lower price.

Rush orders to any Canadian jobber are sure of receiving prompt attention, as jobbers are always kept well stocked.

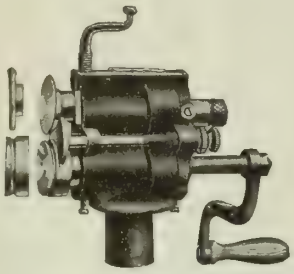
Also Specify **"Star" Brand Rope and Clothes Lines**



MADE-IN-HAMILTON HARDWARE

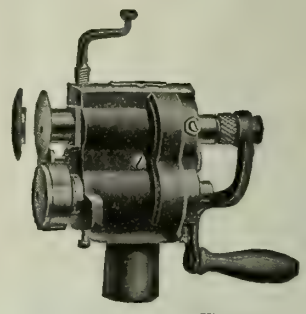
Sheet Metal Working Machinery

OF ANY DESCRIPTION



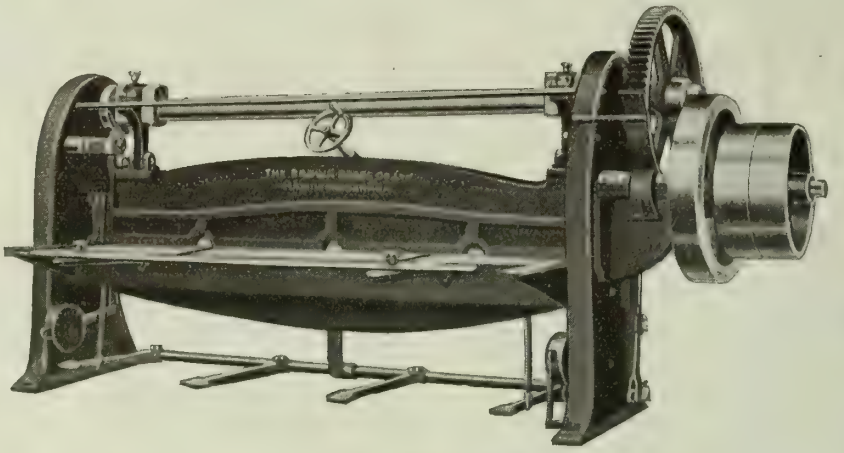
Encased Large Burr

No. 9. Slip Roll Former

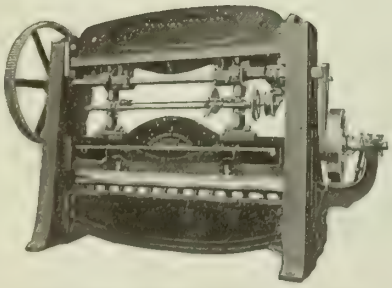


Encased Small Turner

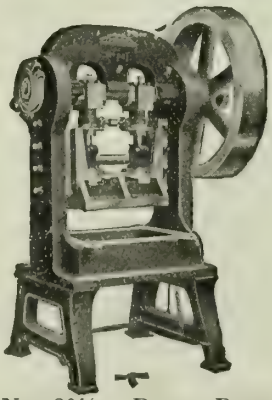
For
Quality
Efficiency
Durability



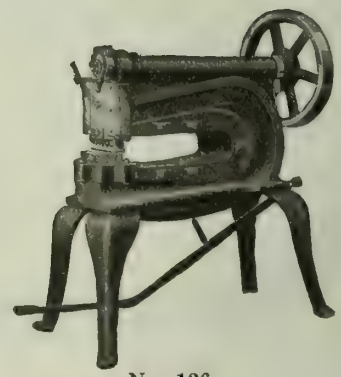
For
Speed
Accuracy
Production



No. 500. Power Brake or Press



No. 20½. Power Press



No. 126
Deep Throat Power Punch

THE BROWN, BOGGS CO., LIMITED

HAMILTON, CANADA

Manufacturers of

Tinsmiths' Heavy Sheet Metal Working Machinery, Canners and Evaporating Machinery, etc.

Montreal Agent:
W. L. HALDIMAND, Jr.

Western Agents:
BISSETT & WEBB, Winnipeg

British Columbia Agents:
E. A. EARL & CO., Vancouver

MADE-IN-HAMILTON HARDWARE

Five Reasons Why You Should Buy
"M.R.M." Brand Horse Shoes

(1) Made from the best materials obtainable.

(2) Natural shape and heels well drawn, ensuring ease of fitting.

(3) Accurate crease ensures right setting for nails.

(4) Nail holes punched at proper angle, clearly cut, correctly spaced and at the proper distance from the outer edge of the shoe.

(5) The farrier can depend upon the uniformity of "M.R.M." shoes—they are rigidly inspected at every stage of their manufacture.

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON - - MONTREAL

MADE-IN-HAMILTON HARDWARE

WE HAVE ONE AIM!

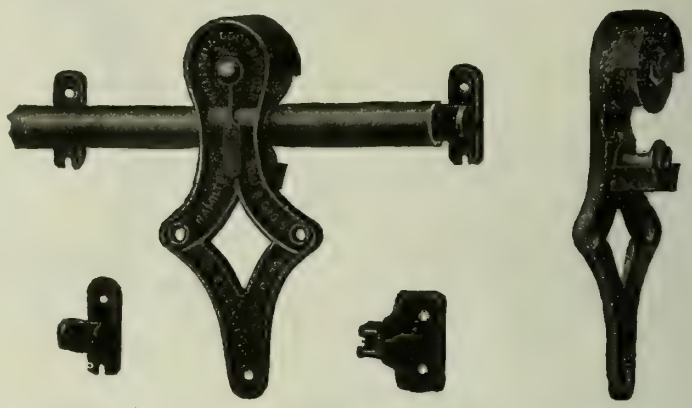
To Supply You With

The Best Goods In The Line of Hangers

THE

RELIABLE

DOOR HANGERS



Have stood the test in Canada for fourteen years and are acknowledged by those who have sold them, those who have used them, to be the most satisfactory hanger made.

Easiest-running hanger. Wheels run on round surface track—following line of least resistance—not on edge or flat face of track.

UNBREAKABLE—SECURE

Made of the best grade MALLEABLE IRON, reinforced or ribbed at parts subject to strains or tests—make reliable hangers, unbreakable.

Under roller prevents them from coming off—thus their security is thoroughly guaranteed.

STRONG TRACK, ADJUSTABLE SUPPORTS

The Reliable Round Track does not have the **Old Style Riveted Support**, but has an **adjustable** support. Thus cracks or knot holes do not affect the erecting-slide support past any weak spot; they are moveable and can be fastened to strongest parts on.

We also make Round and Square Trolley Hangers and Track Flat Track and Hangers, Door Locks and Knobs, etc. Write for prices.

Allith Manufacturing Co., Ltd., Hamilton, Can.

There'll be a big Demand for

WIRE BALE TIES

Sell a Reliable and Profitable Line

PROMPT DELIVERIES

Indications point to a big hay crop. You know what that means—a big demand in Wire Bale Ties.

Wire Bale Ties are Our Specialties

We carry the largest stock in Canada and are able thus to make quick shipments, sell to you at the best price and enable you to secure good profits.

Also Baling Wire, Nails, Staples and Wire of all sizes.

Order without delay.

SINGLE LOOP

CROSSHEAD

The LAIDLAW BALE-TIE

Company, Limited

HAMILTON - CANADA

A. T. Diggins, Stair Bldg., Toronto, Ont.; Harry F. Moulden, Winnipeg, Man.; H. E. O. Bull, Montreal, Que.; Geo. W. Laidlaw, Vancouver, B.C.; London, Eng., M. Bryan, 24 Aldgate.

MADE-IN-HAMILTON HARDWARE

A Tool Case that will captivate the mechanic's eye

All our cases are made of selected kiln dried lumber. All drawers are made with lock corners and the sides of same are shellacked, to guarantee perfect working orders under all conditions. The fronts of the cases are dowelled and tongued together, and the top cannot lift off.

The workmanship, finish and satisfaction are fully equal to that of the best imported cases and the price is considerably lower.

You'll find them fast sellers.

Manufactured by **IRA EMBREE** HAMILTON, CAN

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger profit*. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell Street**

A Satisfied Customer the Best Advertisement

We are pleased to inform you that we are simply delighted with your CANADIAN GROCER.—

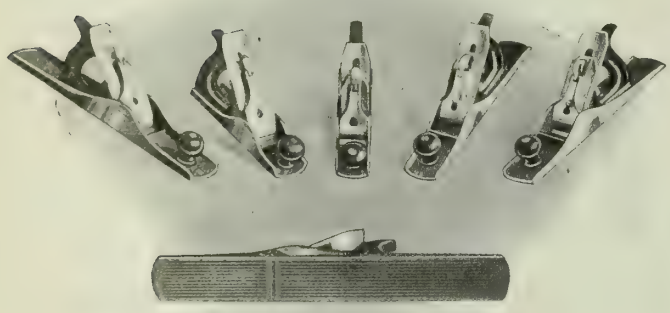
It is certainly most interesting, and your market reports are about as reliable as they can be. In fact, we do not see how we could do without it now, and the best proof we can give you that we really appreciate your paper is in subscribing to another one of your trade papers, HARDWARE AND METAL, *which you will please send along with* CANADIAN GROCER.

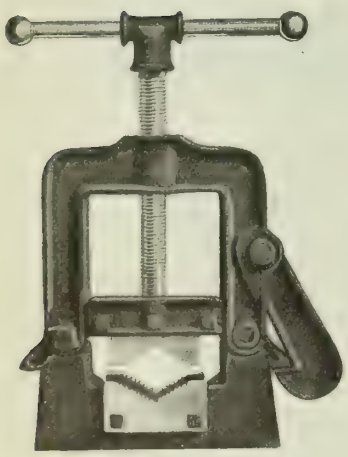
P. PAUL & CO.,
Duncan Station, Que.

MADE-IN-HAMILTON HARDWARE

NATIONAL PLANES

NATIONAL



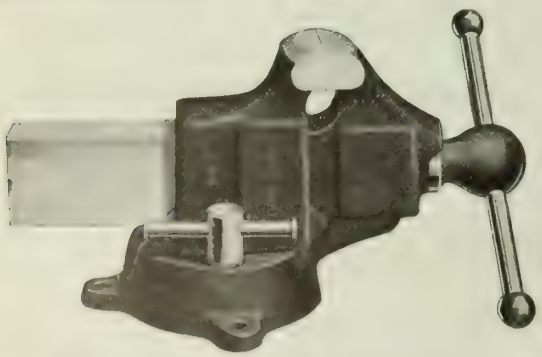


Malleable Pipe Vise

Three of our Best Lines

We guarantee every tool we manufacture to give satisfaction for the purpose for which it is intended. We will promptly replace, without cost, any parts broken or badly worn when due to faulty material or construction.

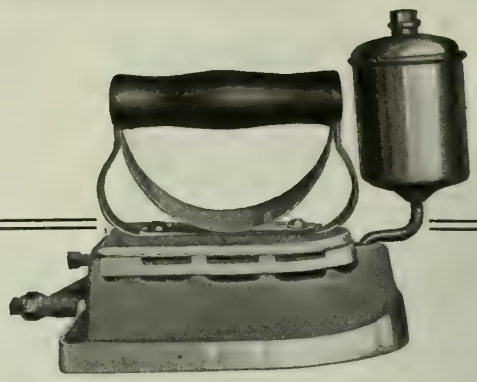
Write for Catalog and Discounts.



Machinist Swivel and Stationary Vises

National Machinery and Supply Co., Limited

HAMILTON, CANADA



Each Sale Means Another

Recommendation has sold 850,000 Royal Self Heating Irons and will sell many thousands more—many in your store when you handle the

Royal Self Heating Iron

There's a good profit for you and the *certainty* of added sales on recommendation. Women in your town are looking for modern, labor-saving devices—the Royal will turn their attention to your store. Write us for complete information and name of nearest Canadian jobber who can supply you.

Royal Iron Manufacturing Company

600 Wayne Street, Big Prairie, O.

PEERLESS PERFECTION

The fencing upon which you can **build a reputation** and hold the fence trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

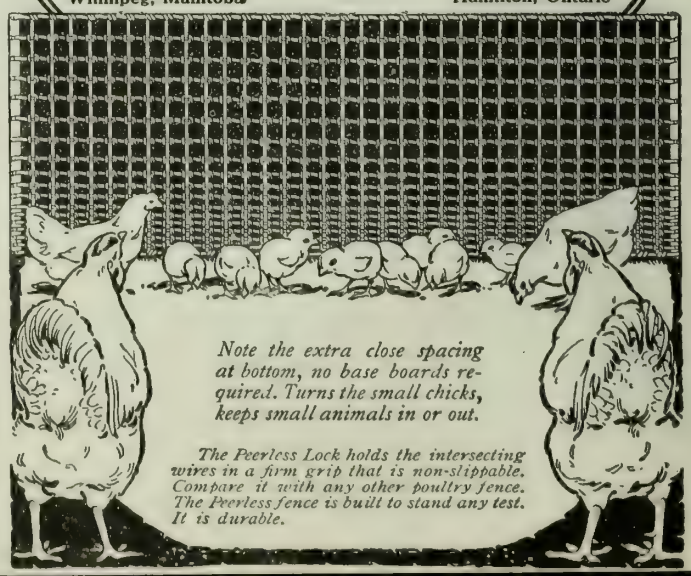
We build this fence of open hearth steel wire with all the impurities burned out and all its strength and lasting qualities retained. Peerless poultry fencing is extra strong, heavily galvanized, can't sag, won't rust, never gets out of shape, keeps in and keeps out—both great and small.

Write for Dealer's Proposition

We show you where the big trade is for parks, lawns, cemeteries, fences plain and ornamental for farms, ranches, all purposes.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.

Winnipeg, Manitoba **Hamilton, Ontario**



Why We Are Making

FOR YOUR TRADE

There are a thousand good reasons.

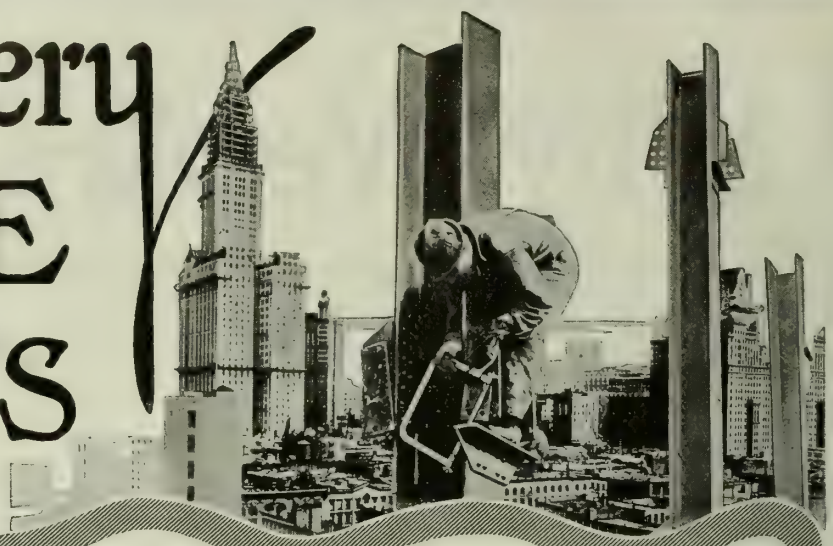
Write us for a few.

The Canadian Steel & Wire Co., Limited

WINNIPEG, MAN. HAMILTON, ONT.

MADE-IN-HAMILTON HARDWARE

Where Every BLADE COUNTS

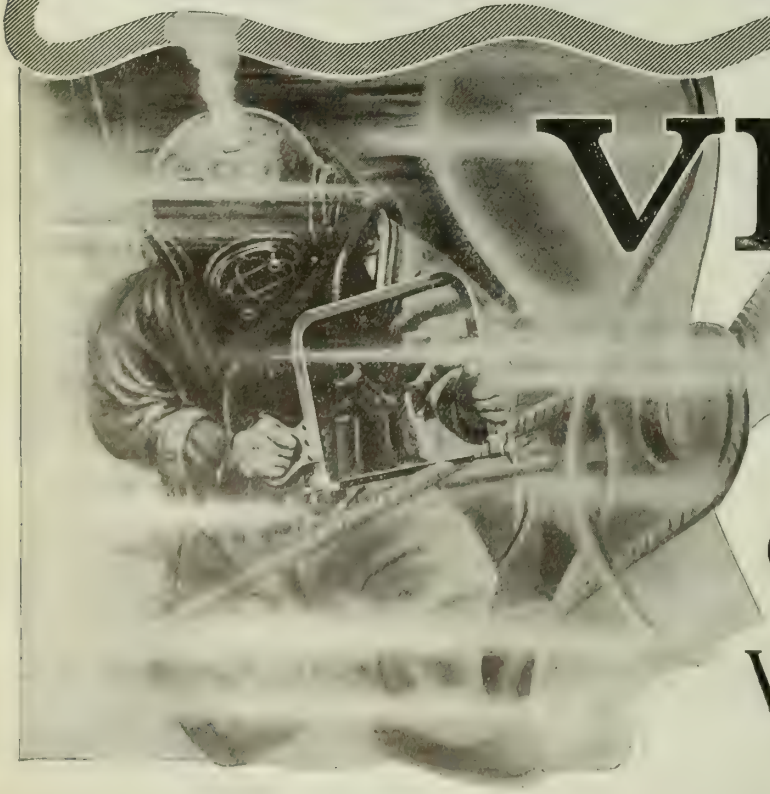


VICTOR FLEXIBLES are the choice of the man who knows the value of a blade that will stay in the game.

All-hard blades are liable to break—they must be replaced—they cost time, money and trouble.

VICTOR FLEXIBLES cannot be broken in reasonable use. Their tough back and highly tempered teeth resist breakage—save high wage time—save blades.

GET A BOX AND TRY'EM

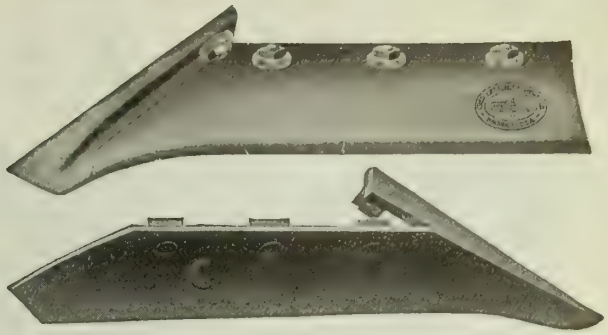


VICTOR Flexibles

VICTOR HACK SAWS

VICTOR SAW WORKS LTD.
HAMILTON, CANADA

Crescent Plowshares



In Popular Use Throughout Western Canada

Fits practically every plow in Western Canada. Over 1,000 patterns to select from. Western demand is best met by Crescent supply.
Made from steel of the highest grades, rolled specially for the purpose.

Crescent Plow Shares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes. Should any share prove defective in fit, material or workmanship, it will cheerfully be replaced free of charge.

Manufactured by

Crescent Forge & Shovel Co.

HAVANA, Ill., U.S.A.
Sold in Canada by D. ACKLAND & SON, LTD., Winnipeg and Calgary

Carriage and Wagon Wood Goods of all Descriptions

Only Western Canada makers. We are thus enabled to offer the trade incomparable value. Full line of finished and painted Eveners, Doubletrees, Whiffletrees, Neckyokes, Shafts and Poles.

Other Ackland Lines

Hardwood Lumber—Large and varied stock carried, enabling us to make prompt shipment.

Blacksmith's and Carriage Makers' Tools and Supplies.

Machines, hand and power. Most complete line in the west. Horseshoes, Horseshoe Nails, Calks, Pads, etc.; Carriage Tops and Trimmings, Carriage and Wagon Malleables, Carriage Painters' Supplies.

Bar Iron and Steel and General Hardware Supplies.

Write for Catalog and Prices

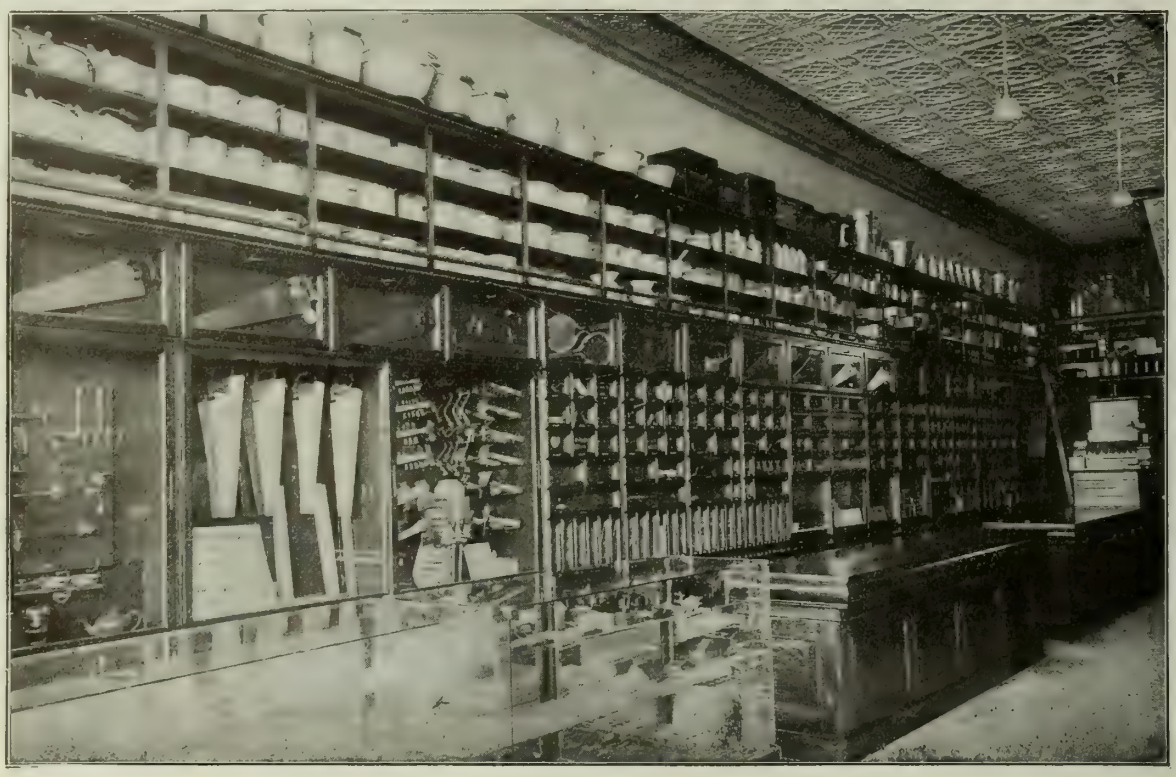
D. Ackland & Son, Ltd.

Winnipeg, Man.
Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

A Neat, Tidy Store and a Nicely Displayed Stock

DRAWS TRADE



Interior of Alexander & Sons' Store, Campbellton, N.B.

Any User of KITCHENER HARDWARE DISPLAY CABINETS Will Tell You That—

NEW MANTEL

Here is a beautiful Mantel which we are anxious to bring to your attention. Very attractive, but not costly. Get in touch with us about it.

Kitchener Hardware Display Cabinets will give your store a neat and attractive appearance, an appearance that will win you the best-paying class of trade in your community.

"Kitchener" Hardware Display Cabinets do not stop there. Besides promoting the neatness and attractiveness of your store they display your goods better. They assist you in making sales and assist the customer in making a choice, saving your own valuable time as well as your customers' time. They enable you to store more goods in space available and to better advantage.

We design and manufacture Display Cabinets, Silent Salesmen and Counters to meet all hardware requirements. Made from the best oak by expert woodworkers.

Write for circulars and prices. Send sketch of your store, giving dimensions, and we will furnish you with estimates on any line free of charge.

The Walker Bin & Store Fixture Company, Ltd.

KITCHENER, ONTARIO

If interested, tear out this page and keep with letters to be answered.

Advance!

ADVANCE your business under the curtain of efficiency and economy, provided by

HARRIS HEAVY PRESSURE BABBITT METAL

Prove for yourself how well it deserves its reputation as

THE BABBITT METAL "WITHOUT A FAULT"

It will "Carry On" and remain cool under the most severe strain.

Harris Heavy Pressure will not crack or squeeze out, it is copper coated and copper hardened.

Put up in 1 lb. cakes for the Hardware Trade.

Order a box from our nearest factory.

WE MANUFACTURE

Sheet Lead, Lead Pipe, Solder, Block Lead, Lead Wool and have Everything in Plumbing Supplies.

W. G. HARRIS
President

Write for Catalogue "A"

Made in Canada. What we make we guarantee

The Canada Metal Co., Limited

Head Office and Factory **Toronto** **Fraser Avenue**

HAMILTON MONTREAL WINNIPEG VANCOUVER

WAKYTE · M·F·G Co. · WAKYTE · WINNIPEG · CANADA ·

The "Wakyte" Label on Goods Represents

WAKYTE No. 2

To the Dealer: A quick turnover at a good profit.

To the Consumer: Reasonable prices and absolute satisfaction.

THE "WAKYTE" SPECIAL

'WAKYTE" IMPROVED SANITARY CHEMICAL CLOSETS embody all the latest improvements. Their special construction has resulted in a saving of nearly 50% in freight, while their Superior Quality and low prices are enabling the Hardware Merchant to meet outside competition, and at the same time supply his customers with a better class of goods. We ask for no fairer trial than a comparison of our goods and prices with anything on the market. "WAKYTE" Closets are made in three designs, but only **ONE QUALITY.**

WAKYTE No. 3

"WAKYTE" No. 2 is especially adapted for Schools, Hotels, Banks and Private Families. The tank is removed from the front by opening the door.

"WAKYTE" No. 3 is a high-class closet for family use. It is similar in design to No. 2, only the tank is removed from the top by raising the seat. This is, without doubt, the best value on the market.

"WAKYTE" Special was placed on the market to enable the Trade to supply a closet at a price that would make it possible to meet competition from any source.

The seats of all "WAKYTE" Closets are finished in Mahogany and the bodies in maroon enamel.

Manufacturing QUALITY goods, and selling them at low prices has resulted in the general public demanding "WAKYTE" Products in preference to other makes. Most of the Hardware Dealers throughout Canada have recognized the advantage of handling "WAKYTE" Closets, and are now stocking them. This is the season of the year for the sale of "WAKYTE" Closets. There is a big demand for these goods in your territory; a quick turnover and a good margin of profit, and if you have not a supply on hand, you cannot make money faster than by placing your order NOW.

A complete stock of "WAKYTE" Closets is carried in Ontario to ensure prompt service to our Eastern Trade. We are prepared to appoint Agents in all parts of Canada.

WRITE FOR PARTICULARS

Wakyte Manufacturing Company

259-261 Stanley Street, Winnipeg

If interested, tear out this page and keep with letters to be answered.

CANADIAN TUBE & IRON CO., LIMITED

Manufacturers of

BOLTS and NUTS

Carriage Bolts,
Coach and
Lag Screws,
Tire Bolts,
Machine Bolts,
Sleigh Shoe
Bolts,

Plow Bolts,
Track Bolts,
Square Nuts,
Hexagon Nuts,
Boiler Rivets,
Tinners'
Rivets, Etc.

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.

We also Manufacture

NIPPLES and COUPLINGS

Black and Galvanized, in all sizes

Works: Lachine Canal, Montreal

Selling Agents for

Canadian Rolling Mills Co., Limited

Works: Lachine Canal, Montreal

— MANUFACTURERS OF —

Bar Iron and Steel

IN ROUNDS, FLATS
AND SQUARES
ALSO

Twisted Steel Bars

FOR

Reinforcing

Selling Agents for

Colonial Wire Mfg. Co. Limited

Works: Lachine Canal, Montreal

— MANUFACTURERS OF —

SMOOTH STEEL WIRES

Bright, Annealed, Oiled and Annealed.
Coppered and Coppered Spring.

TINNED MATTRESS WIRE
BROOM WIRE FINE WIRES
(Plain and Galvanized)

FENCE STAPLES
WIRE NAILS
WOOD SCREWS

PUMP RODS
(Plain and Galvanized)

TRADE MARK

Galvanized Steel Sheets

DOMINION SHEET METAL CO., LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

ORDER FROM YOUR JOBBER

REMEMBER!

Our only concern is to serve you well and thus secure your friendly regard. 1917 has been an annoying and vexatious year in Sheet Metals, but 1918 may be even worse.

Whether the market is high or low, you'll do well to tie to "PREMIER," the only MADE-IN-CANADA GALVANIZED SHEETS.

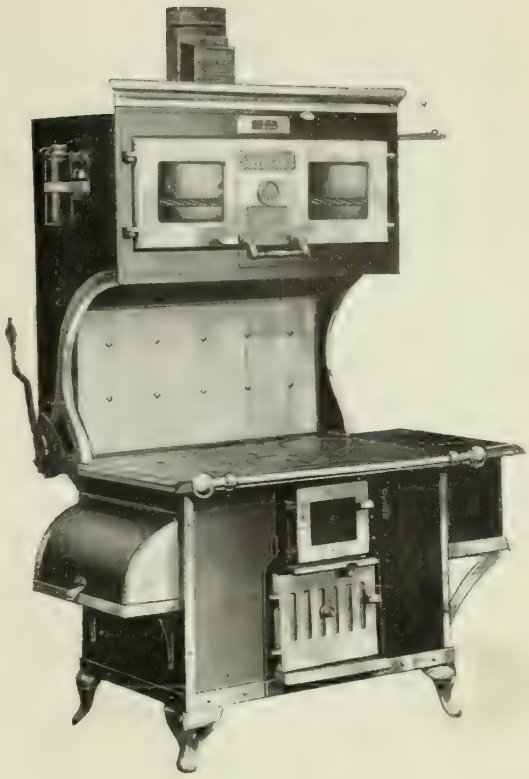
MADE IN PREMIER CANADA

MADE IN PREMIER CANADA

MADE IN CANADA

Dominion Sheet Metal Co., Limited
HAMILTON, CANADA

Making a "Hit" in Canadian Homes



Here's something brand new in range construction that is proving that the housewives of Canada appreciate something that saves them labor, something that represents greater range efficiency and something that makes a pleasure of cooking. For wherever it has been introduced it has made good all claim and delighted the housewife.

The "Good Cheer"

Elevated Oven--Cabinet Range

BURNS WOOD OR COAL

No stooping, squatting or peering into dark space. The oven is logically where it ought to be—on the line with the housewife's vision. Then she has just to touch the button of the dry cell battery and the oven is flooded with light.

These are features that are delighting the housewives. They are real, practical conveniences that represent an unprecedented advance in range construction. Lots of cooking surface is what the busy cook requires, and it's what she gets with the latest "Good Cheer" Range. **Long six-hole top, open from end to end, affords it.** Further—every one of the six holes is a cooking hole.

Other Unique Features—

Takes 30-inch wood. Has 8-gallon Reservoir. 15 x 19-inch Warming Oven. Extra Large Ashpan. Bright Polished Top. No Blackleading.

A Grand Oven 30 x 17½ inches.

The sale of this ALL-IN-SIGHT RANGE is bound to be extraordinary. We urge our customers to get in touch with us immediately about it.

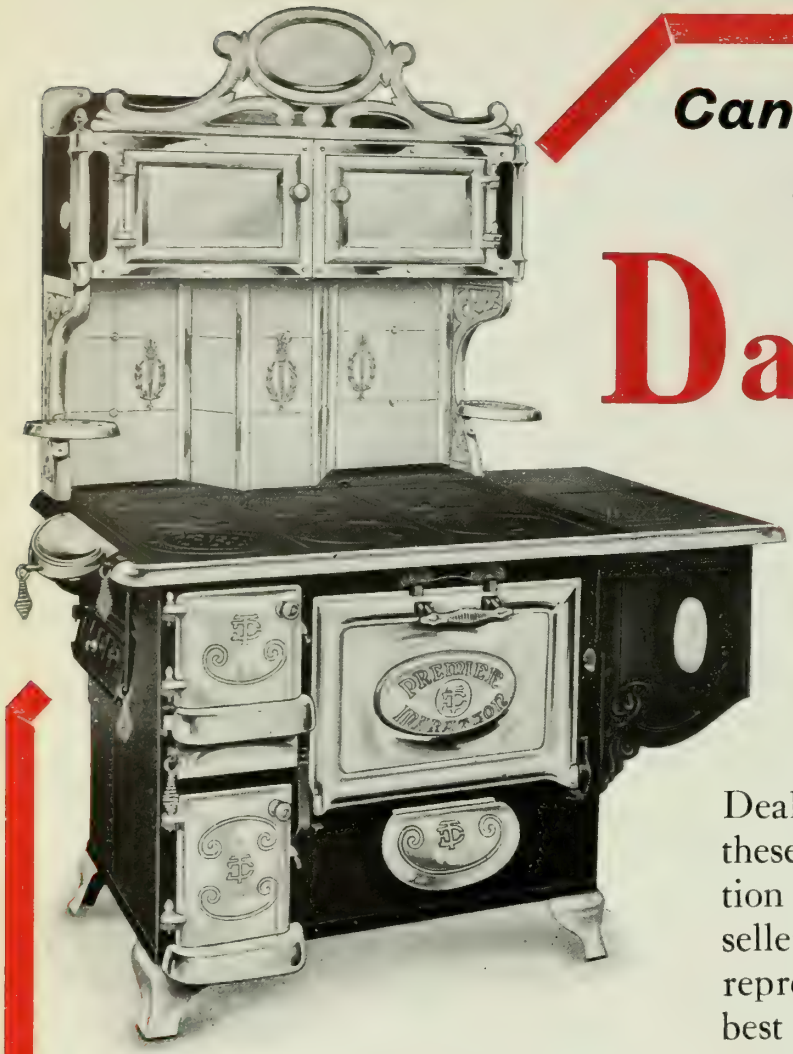
SEE US AT TORONTO OR LONDON EXHIBITION

The JAMES STEWART MFG. CO., Ltd.

WOODSTOCK, ONTARIO

Western Warehouse - - 156 Lombard St., Winnipeg

If interested, tear out this page and keep with letters to be answered.



Canada's Five Foremost Ranges

Davidson's

Premier Marathon
Premier Cordova
Premier Leader
Premier Royal
Premier Chieftain

Dealers from Coast to Coast have sold these ranges with the utmost satisfaction for years. They find them good sellers and good profit makers. They represent all that is modern and that is best in ranges.

The Premier Marathon in Big Demand

Everybody has a good word to say of the "Marathon." The consumer tells the dealer of it's fine service-giving qualities and the dealer passes the good word along to us—thus we know whereof we speak. Has stood the test of time "with colors flying."

Body is made of extra heavy polished steel. Cast-iron top very heavy, centres and covers ribbed, practically indestructible. Oven made in manner proven best by experience—can't buckle. Fire-box is one of the best ever designed. Grates and linings very substantial.

TWO BIG FEATURES—Duplex drafts which give draft to both ends of fire-box; and attractive and serviceable high persian closets; note illustration.

Premier Ranges Cover Every Need

Supply and demand have been carefully studied by us and we have in our Premier quintette a line of ranges that meets all requirements.

LOOK THEM OVER AT THE BIG FAIRS

A full display of Premier Ranges will be exhibited at the Toronto Exhibition. Keep this in mind and call on us. We will be pleased to show you every detail of our full line of ranges. They will be worth seeing.

Premier Ranges are made of high quality materials and constructed with exacting care, even to the minutest details.

The Thos. Davidson Mfg. Co., Limited

Toronto **MONTREAL** **Winnipeg**

Premier

Leader

Popular Priced Steel Range

It's one of the ranges that a person is naturally attracted to upon entering the store. People who never have in mind any idea of buying a stove immediately become prospects when they hear of its LOW PRICE and wonderful UTILITY. It's a sale originator and easy to sell.

Appearance, Price and Utility Pave the Way for Sale After Sale

It is the popular priced lines that sell the best and show the **biggest returns** in profit. That's where the PREMIER LEADER is a WINNER —it's an exceptionally good range and sold at a popular price — **big seller in every part of Canada.**

Thoroughly Substantial

It is made in three sizes and can be supplied square or with Reservoir. The reservoir, as shown in illustration, is interchangeable, that is, it can be attached to either the left or the right end. The only extra part required is the nickled top band. With the left end Reservoir a good supply of hot water can always be had. Body is made of heavy steel. Top is heavy cast-iron with ringed covers and centres. Firebox is large. Grates and linings heavy and substantial. Special wood linings can be supplied if desired. Persian Closet, High Closet or Top Shelf can be fitted to this Range.

Write for our new illustrated Stove Catalogue. It will be found a great aid to the dealer in making stove sales.

The Thos. Davidson Mfg. Co., Limited

Toronto **MONTREAL** **Winnipeg**

The Kelsey's Fire Cylinder is Sectional

EXPANSION and contraction of the fire cylinder, or fire-pot, is, as you know, going on almost continually while the heater is in use.

With the fire cylinder in *one solid piece* there is no leeway allowed for this expansion and contraction, which has a very harmful *twisting and tugging* effect on the solid section. Often this twisting and tugging is more than the section can stand—*and it cracks.*

No such cracklings in the Kelsey Generator. The fire cylinder, as well as the combustion chamber, is formed by zig-zag tubes placed together. Between each tube is sufficient space, *and to spare*, to allow for all expansion and contraction.

This sectional fire cylinder point is just one of the points that go to make the Kelsey the *durable, dependable* generator it is.

One or more sections can be capped, giving direct current to any isolated room

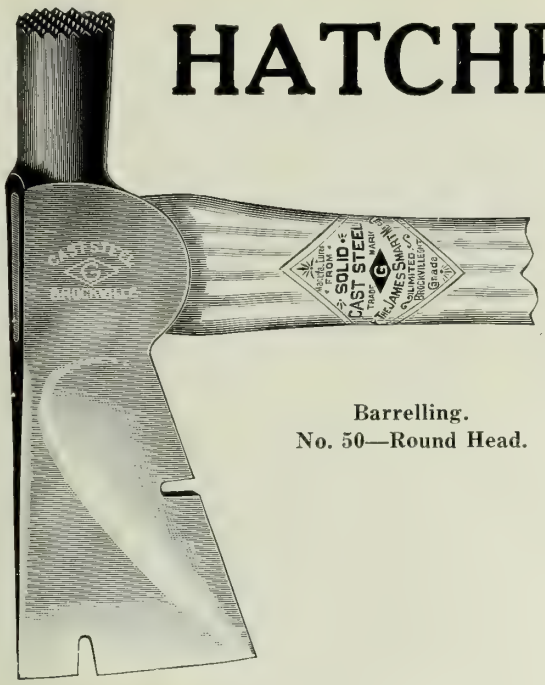
The Canada Foundries and Forgings, Limited

JAMES SMART MFG. CO. BRANCH

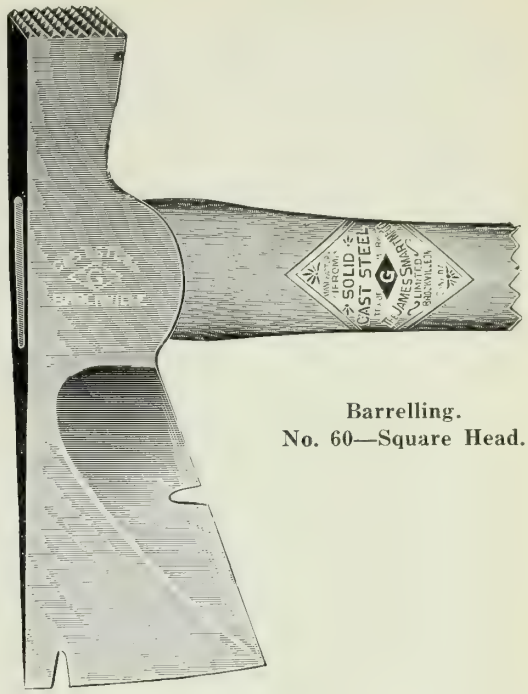
Brockville, Ont. -:- Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

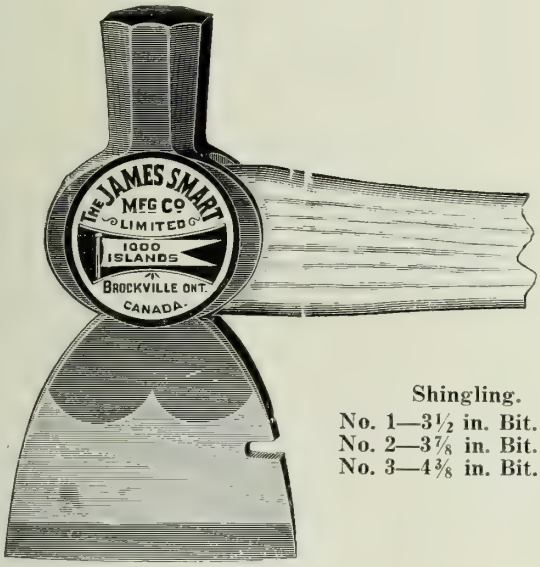
HATCHETS



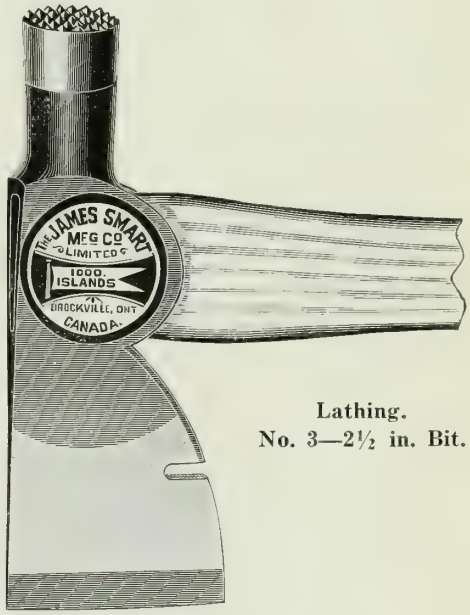
Barrelling.
No. 50—Round Head.



Barrelling.
No. 60—Square Head.



Shingling.
No. 1—3½ in. Bit.
No. 2—3⅞ in. Bit.
No. 3—4⅜ in. Bit.



Lathing.
No. 3—2½ in. Bit.

War Finish 1000 Island Brand, finished in black, polished face and cutting edge.

G TRADE MARK Brand, Half Polished

We are now able to make prompt shipments of any of the above styles.

WRITE FOR PRICES.

The Canada Foundries and Forgings, Limited

JAMES SMART MFG. CO. BRANCH

Brockville, Ont. -:- Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

The Watchword of To-day is

"ECONOMY"

One of the celebrated Pease "Economy" 700 Series Furnaces. Hundreds of dealers are making big profits by selling them.

The great wartime necessity—Economy—is found in the

Pease "Economy" Furnace

It saves so much in coal and cleaning, in time and temper, in health and happiness, and in freedom from repairs, that the first cost is quickly repaid.

Hod-lifting, fire-poking, ash-sifting, coal-gas breathing, blackening, annual storing, fire risk, etc., can be things of the past.

Let your customers know that such an outfit will attract and hold the best tenants at 10 per cent. to 15 per cent. higher rental and when the property is for sale, it will be the means of securing a purchaser much more quickly.

PEASE FOUNDRY COMPANY.
LIMITED.

General Offices: 118 King Street East, TORONTO

Works: Brampton, Ontario

Branches: Halifax Montreal Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

THE MOST UP-TO-DATE LINE
OF
Stoves, Ranges and Heaters

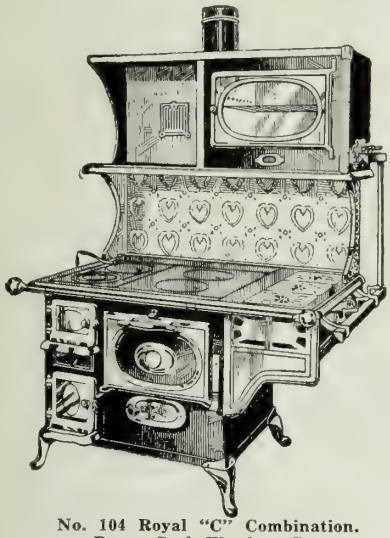
Highest Quality ***Lowest Prices***

No. 22 Montreal Heater, Square Top.

No. 20 Montreal Heater with Swing Top.

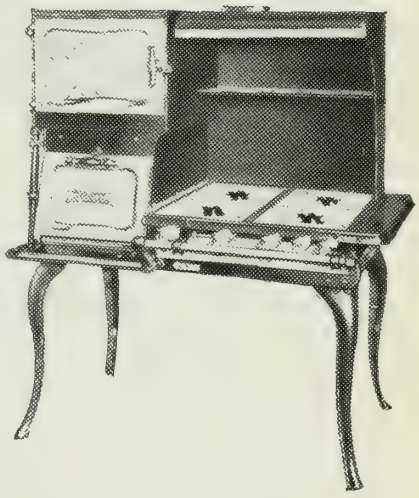
No. 20 Montreal Heater.

Many Other Styles of Heaters, Oaks, Etc.



No. 104 Royal "C" Combination. Burns Coal, Wood or Gas.

Write for our catalog and prices. We manufacture a large line of Steel and Cast Ranges, and 30 to 40 styles of Gas Ranges in the most up-to-date patterns, including full white or grey enameled. Don't delay securing agency for this line.



No. 328 Royal Gas Range.

THE CANADA STOVE & FOUNDRY CO., Limited

Manufacturers of Stoves, Heaters, Cast and Steel Ranges, Gas Ranges
Enameled Stove Parts, Cast Enameled Hollow-ware, Jobbing Castings

Showrooms: 104 Delorimier Ave., MONTREAL **Ville St. Laurent, MONTREAL**

If interested, tear out this page and keep with letters to be answered.

Very Attractive, Lasting Qualities, Easy to Operate, Light on Fuel

Are a few of the features combined in the construction of the

RECORD OLYMPIC STEEL RANGE

We have a large stock and can fill your orders promptly.

ORDER
Your Sample
NOW

and secure the agency for your town.

And you may weigh it, measure it, examine it, test it in every way, and if it is not the best range you have ever seen, return it at our expense.

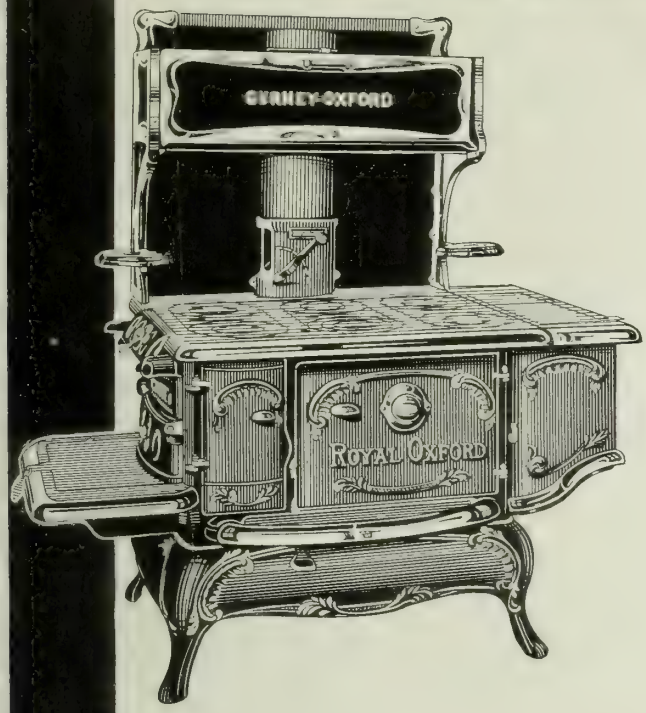
MANUFACTURED ONLY BY

Record Foundry and Machine Co.

MONCTON, N.B.

If interested, tear out this page and keep with letters to be answered.

See the whole Gurney-Oxford line at the Exhibition



Gurney-Oxford Dealers are cordially invited to call and see us

Either at our office 500 King St. West, or at our Exhibit in the Stove Building.

This invitation is surcharged with business — friendship—we're human beings and we like to see our friends—but it means much more to you and to us.

We want to show you what the Gurney-Oxford line is like now, and how we're planning, buying and building day and night to make Gurney-Oxford stoves more than ever a "rock of Gibraltar" as a sales-maker and a business-builder for you. These are changeable times and you should call and see what Canada's strongest stove line can do for you TO-DAY.

GURNEY-OXFORD

Remember: at our Exhibit or at our Offices.

GURNEY FOUNDRY CO., LIMITED

500 KING STREET WEST - - TORONTO

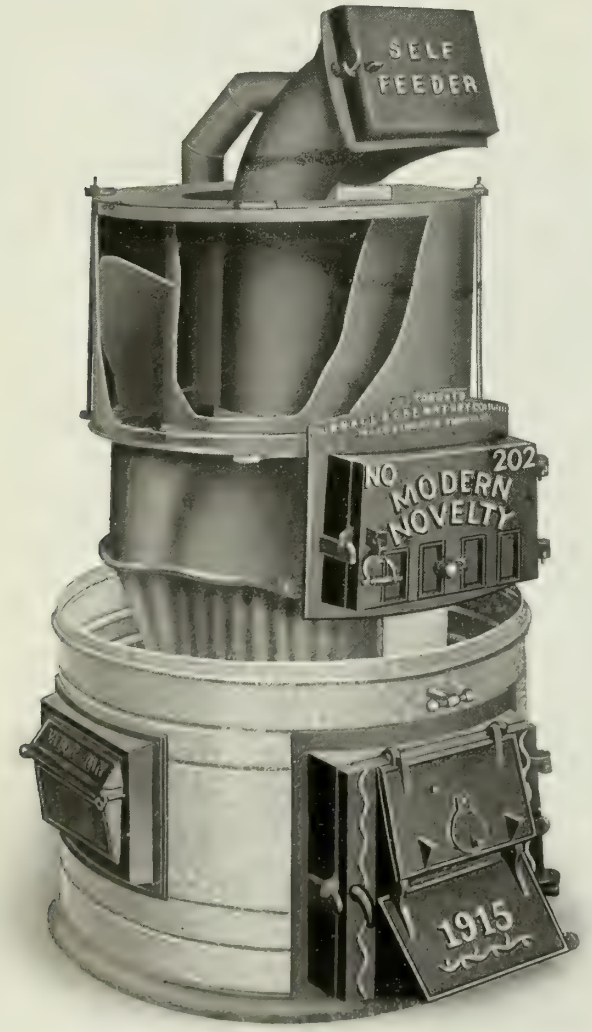
Mr. Dealer,
Now is your time to sell

Novelty

Self-Feeder

Hot Air Furnaces

They save coal and labor. They heat all day and all night. The self-feeder talks for itself and always makes sales.



We also manufacture the celebrated NOVELTY and KING lines of Surface Burning Hot Air and Combination Heaters. 25 year record of perfect service.

The best that money can buy.

Write for catalogue and prices.

See our display at Toronto Exhibition, Stove Building.

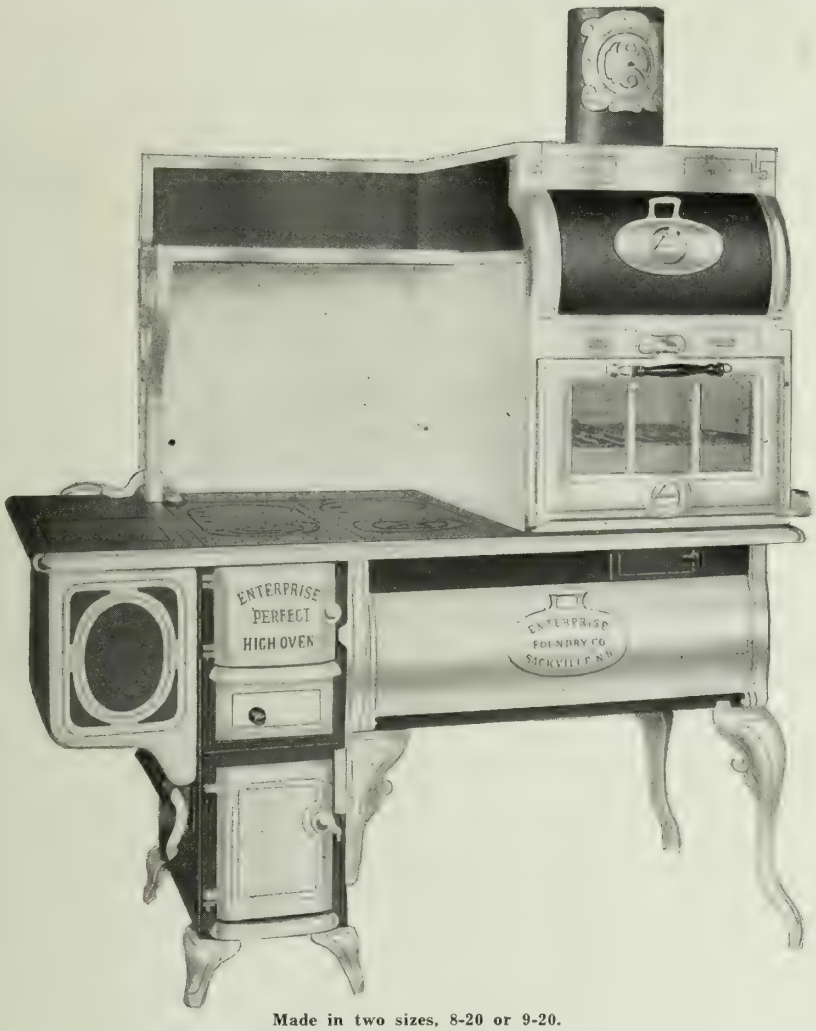
Toronto Furnace & Crematory Co., Limited

Head Office:
111 King Street East, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

DO YOU WANT THE AGENCY FOR

The ENTERPRISE PERFECT DOUBLE HIGH OVEN RANGE?



Made in two sizes, 8-20 or 9-20.

The High Oven idea is here to stay because it is the logical way.

Stoves of this character, although of the same general appearance, differ materially in many points.

The ENTERPRISE PERFECT, in addition to many striking features, has one big advantage over all other ranges — IT HAS TWO OVENS! Not one oven and one warming closet, but two large, excellent ovens for roasting and baking, and a large warming closet, too.

Your lady customers will not take long to grasp the great value of this feature and realize both the time and fuel saved by this two-oven idea of which we are the originators.

A FEW FEATURES OF EXCEPTIONAL INTEREST ARE:

No more stooping,—all ovens being at the right height.

The glass door in the lower oven is a fine thing, and when opened drops and forms a convenient shelf.

The clean-out arrangements are the simplest possible.

The thermometers in each door tell the exact heat. No more guessing.

The warming closet is as large as two ordinary ones and is so easy of access!

The main top is supplied either plain or polished, and is surrounded with beautiful white porcelain back.

Our special damper is a great controller of the draft and saves a lot of fuel.

There are many other good things about it, too many to tell about here. Send for special illustrated circular describing it fully.

Our 104-page catalogue showing full line is yours for the asking. You will find it interesting as it covers one of the most complete and desirable lines of Stoves, Ranges and Furnaces made anywhere. Write for it to-day to

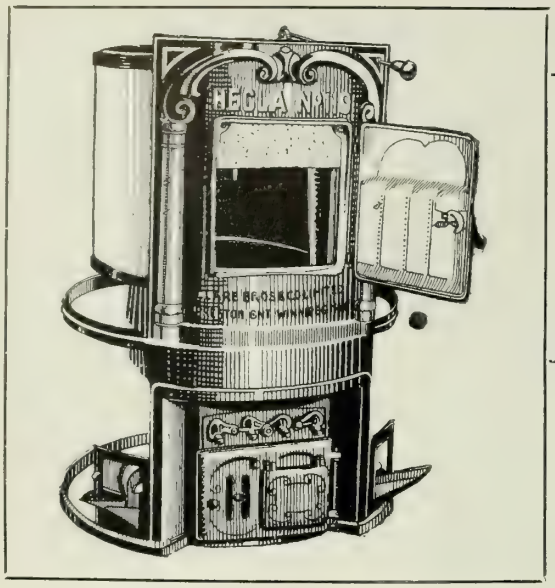
THE ENTERPRISE FOUNDRY COMPANY

Makers of High-Grade Stoves, Ranges and Fireplace Fixtures

Head Office and Factory: **SACKVILLE, N.B.**

DISTRIBUTING AGENCIES AT VARIOUS WESTERN POINTS

If interested, tear out this page and keep with letters to be answered.



1. The Patented Fused Joint is proof against leaks of gas and fine ash-dust.
2. The Steel-Ribbed Firepot with three-fold radiating surface gives quick heat and saves one ton of coal in seven.
3. The Circular Water Pan girdles the furnace ensuring *moist* air in every room.

HECLA Mellow Air Furnace

Two sure ways you must follow if you would make better money out of the heating business.

First and foremost, see that you install a heating system that is trouble-proof.

Once you install a "Hecla" Mellow-Air Furnace your work is done. You need have no further trouble. No complaints of deficient heating will pursue you. Your customer will enjoy fine, comfortable warmth.

Again, to build up a successful business you must also win your customer's satisfaction and goodwill.

Owners of "Heclas" are boosters.

They never have any occasion to complain about leaks of gas.

The smoke-chamber of the "Hecla" is sealed tight with our *patented* Fused Joints. We guarantee these joints to be proof against leaks of gas and fine ash-dust.

We also guarantee the "Hecla" steel-ribbed fire-pot for five years. That it will last longer—much longer—we have stacks of evidence. Certainly we can assure, you will never have to replace it.

Your customers will talk about their small coal bills. The Steel-Ribbed Fire-pot is the greatest coal-saving feature ever devised. Easily saves one ton of coal in seven.

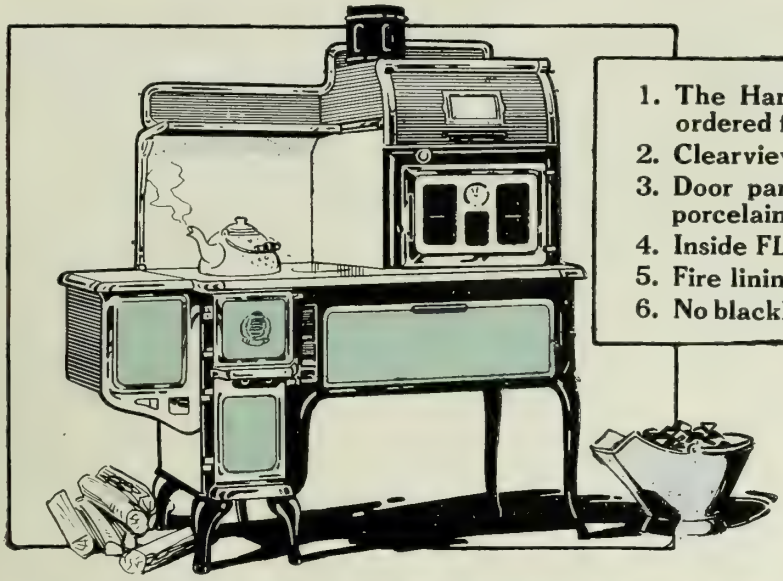
You can rely on our service in helping you plan and estimate. We supply blue-prints and specifications free.

There's a brass-bound guarantee of satisfaction goes on every job installed according to our plans.

CLARE BROS. & CO., LIMITED PRESTON, ONTARIO

Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.



1. The Handy-Height oven may be ordered for either right or left side.
2. Clearview oven door of glass.
3. Door panels and splash backs of porcelain enamel.
4. Inside FLUES of porcelain enamel.
5. Fire linings of ordinary fire-brick.
6. No blacklead needed for any part.

new LIGHTER DAY range

You can't begin to compare the NEW Lighter Day with any other coal and wood range on the market.

---one glance at its features of convenience, its time-defying construction, its stunning novel beauty, is enough to outbid comparison.

Those fine conveniences - the handy-height oven with the clear-view door, the big enamel - lined reservoir, the directly-heated warming closet (serving as an extra oven), and the roomy cabinet for storing pots—are features that win the heart of any customer, make them as enthusiastic as yourself.

—and then the superior inside construction — the marvellous insulation that saves coal and gives quick heat — the flues of porcelain enamel that defy rust and heat—the fire-linings of ordinary fire-brick, that last long and are easily replaced—

—guarantee your confidence in selling a range that will yield enduring service.

And crowning all these features of convenience and construction, comes that fine finish—the splash-boards of shining white porcelain enamel, the panels of light blue porcelain enamel —the top of polished steel.

—your final closing argument :

—a range that can be cleaned easily—from top to bottom—without blacklead—*just a damp cloth.*

Surely in the NEW Lighter Day you have an unrivalled range to offer—a range that stands above all else on the market.

CLARE BROS. & CO., LIMITED PRESTON, ONTARIO

Winnipeg Vancouver

If interested, tear out this page and keep with letters to be answered.

The Western Battery for Western Needs

"NORTH STAR" BATTERIES

Quick in Action, Long-lived and Always Reliable

Be Prepared to Meet the

Harvest-time Demand

Harvest season activities always result in an extraordinary consumption of gasoline, which brings with it an extraordinary demand for Ignition Batteries.

There's no better time to get a reputation in your community as a dealer in the best line of dry batteries than during the harvest season. To gain this reputation, however, it is necessary to sell the *"North Star"* line.

"North Star" Batteries are best suited for the West because Western conditions have been studied and a Battery made to suit them.

It is the Battery that's getting deserved preference, and the Battery it will pay you to sell. Good profits. Give them a trial — order from your jobber.

Canada Dry Cells, Limited

Winnipeg, Manitoba

If interested, tear out this page and keep with letters to be answered.

"Home Comfort"

The Record-Selling Range

OVER 70,000 IN USE

This high and eloquent tribute to the satisfaction that the **"Home Comfort"** is giving the housewives of Canada, was not gained by a sudden upward flight, due to any special "drive" of a cheap line. The figures quoted belong to sound and legitimate sales of the **"Home Comfort."**

The selling agency for the "HOME COMFORT" Range will prove a profitable one to you—secure it now.

Everybody knows the "Home Comfort," either by actual experience or its good reputation, Do you realize what this means to dealers? It means a tremendous advantage in selling stoves. Makes selling easy and draws new trade.

The Big Advantage in Selling the "Home Comfort"

Dealers who handle the "Home Comfort" do not require to keep a big stock on hand. We make only one style and size. That makes it easy for the customer to make a decision, saves their time and the dealer's time. If we did not find our selling plan the best we would not continue it. Write for our proposition.

We solicit export business, and invite correspondence from all firms interested in the purchase and re-sale of a range with an exceptional selling record.

Wrought Iron Range Co. of Canada

Limited

TORONTO CANADA

Office: 151 King St. W. Factory: 22 Orillia St.

Drop Us a Line To-Day

If interested, tear out this page and keep with letters to be answered.

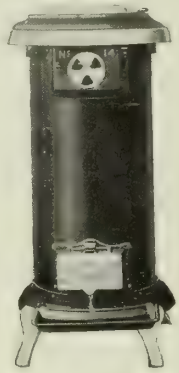
A Classy and Attractive Line of

TORTOISE HEATERS

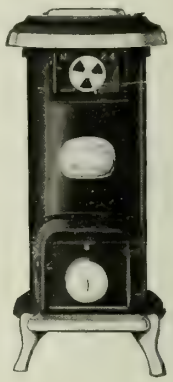
of Semi-Plain Design. Tastily Nickeled. Polished Steel Bodies and extra well mounted.

These TORTOISE are in a Class by themselves and not to be confounded with the ordinary Tortoise of cheaper construction.

Style "A" on Pan
Five Sizes:
12, 13, 14, 15 and 16

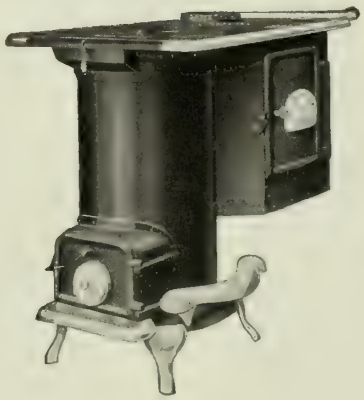


Style "B" on Feet
Five Sizes:
12, 13, 14, 15 and 16

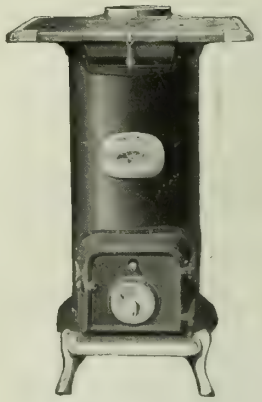


Style "C"
With Grates
Four Sizes: 23, 24, 25, 26

Style "D"
With or without Grates
Three Sizes: 23, 24, 25



Tortoise Cook
With or without Grates
One Size: 424



With Two-Hole Top
With or without Grates
Two Sizes: 223 and 224

The above illustrations show the different styles of TORTOISE manufactured by us and we believe them to be the most up-to-date line made.

Furnished with or without grates, on Pan or on Feet, with Swing Top and Foot Rails, with Two-Hole Tops and Four-Hole Tops, and with Oven. We are particularly proud of our TORTOISE with OVEN, and guarantee it to be a perfect baker.

A Booklet illustrating and describing the full line furnished on request.

FINDLAY BROS. CO., LIMITED, CARLETON PLACE, ONT. AND WINNIPEG

REVILLON WHOLESALE, LIMITED, EDMONTON, Wholesale Jobbers for Alberta

If interested, tear out this page and keep with letters to be answered.

Polarine
FRICTION REDUCING MOTOR OIL

EASY TO STOCK — AND QUICK TO SELL

EASY TO STOCK—because Polarine is manufactured and marketed by the only Oil Company in Canada with a country-wide organization and distributing system. That means availability at any time in any quantity.

QUICK TO SELL—because Polarine already has the greater part of the motor lubricant market and is being popularized more and more each season by extensive and consistent advertising in newspapers and motoring magazines from coast to coast; because Polarine is known as the highest grade of motor lubricating oil and is sold at a reasonable price.

By handling Polarine you are enabled to earn 33 1-3% or more profit, depending on the quantity you sell.

Polarine is supplied in two grades called Polarine and Polarine Heavy; also Polarine Greases and Transmission Lubricants.

This is your opportunity to secure your share of the motor lubricant business.

Please write us at Room 704, Imperial Oil Bldg., Toronto, for full information. We shall answer by return mail.

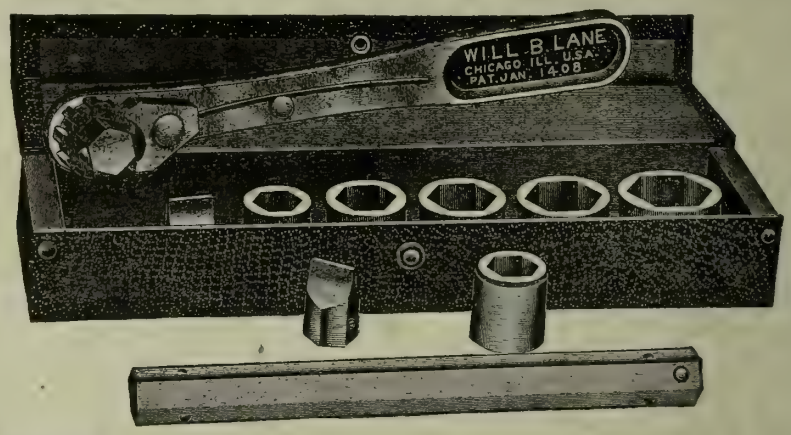
The IMPERIAL OIL COMPANY Limited
BRANCHES IN ALL CITIES

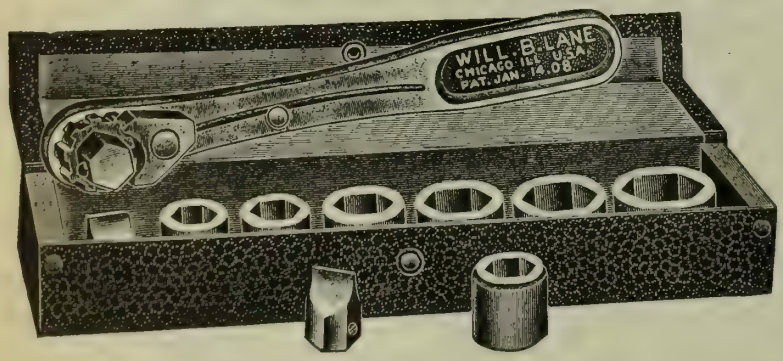
Lane's Ratchet Wrench Sets in Demand by All Who Use Tools

Indispensable for close work. Entirely machine made. Sockets in both Standard and Ford sets are turned from Bessemer steel and case-hardened. Warranted not to break or spread.

FORD SET

The Ford set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.





STANDARD SET

Standard set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. Nuts, as follows: U.S. Standard from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 in. to ⅝ in.

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - - Vancouver
Wood-Vallance & Legatt, Ltd. - Vancouver
Brown, Fraser & Co., Limited - Vancouver

ALBERTA:
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. - Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - - Winnipeg
Millen & Son, Ltd. - - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - - Winnipeg

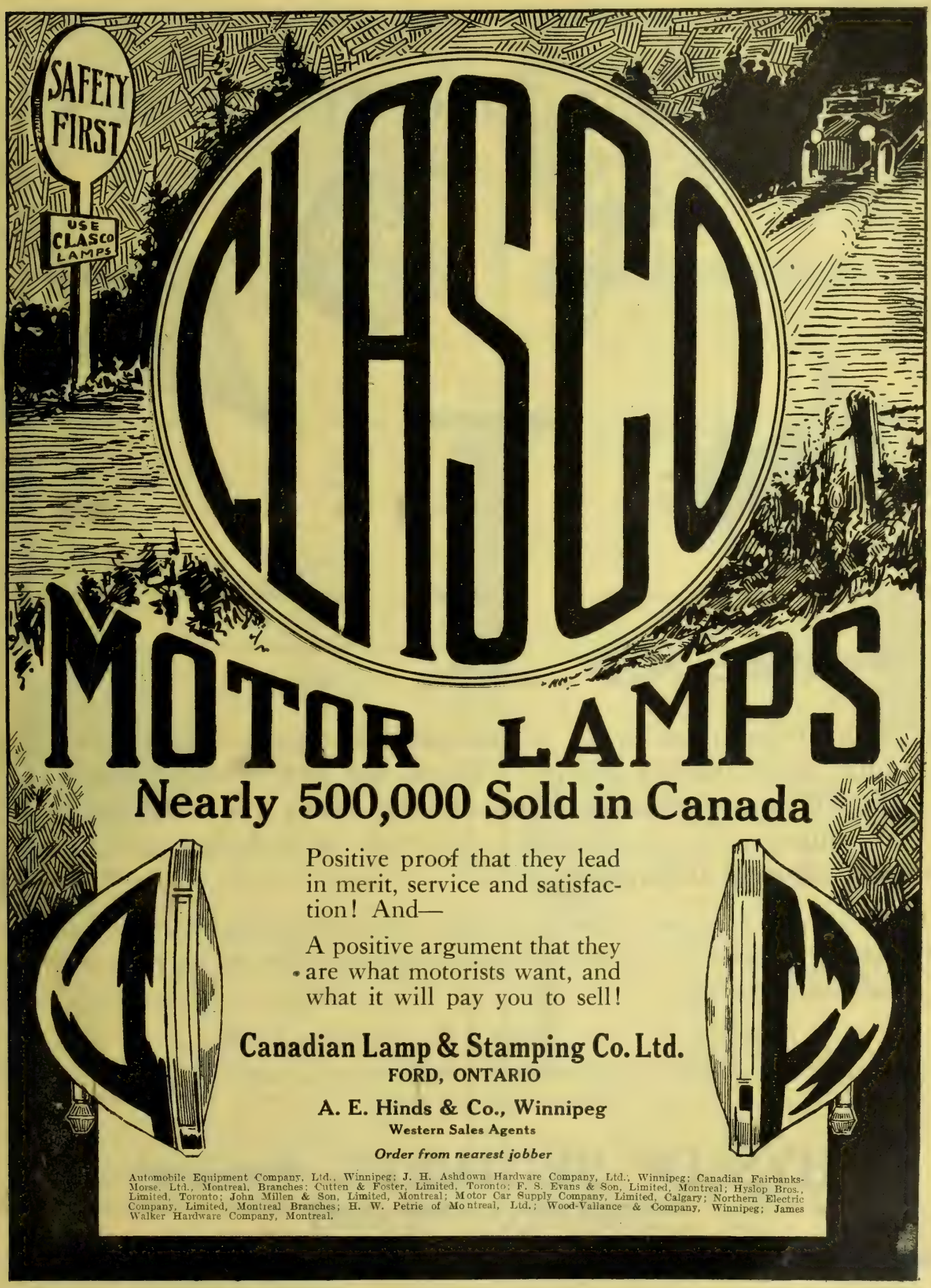
ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - - Hamilton
Lyons & Marks - - - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - - Toronto
Millen & Son, Ltd. - - - - - - Toronto
A. Chown & Co. - - - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Limited - - - - Montreal
Millen & Son, Ltd. - - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - Sherbrooke

WILL B. LANE

180 North Dearborn Street -:- CHICAGO, ILL.

AUTO ACCESSORY AND SPORTING GOODS SECTION



Fast-Selling Auto Accessories

A well-balanced stock of automobile accessories assures quick sales and big profits. There are now approximately 150,000 automobiles in Canada, and every car owner is in the market for accessories. Are you, as a dealer, getting your share of this business?

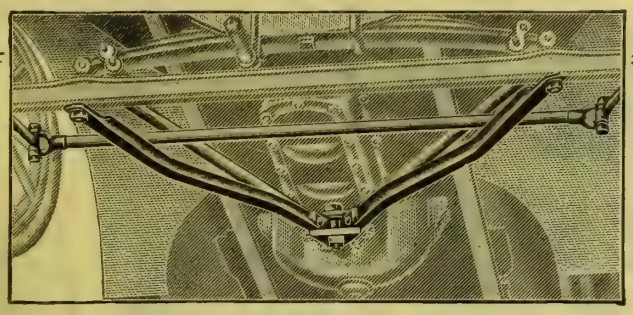
Our 160-page catalogue illustrates and describes the various accessories which are most in demand. Liberal discounts to dealers. Write for catalogue and discount sheet to-day.

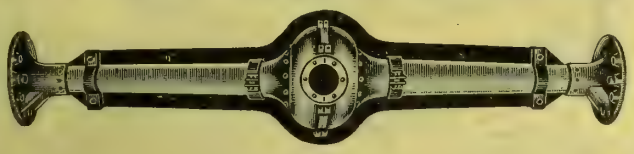
Do not fail to see our exhibit in Transportation Building at the Canadian National Exhibition, Toronto, August 25 to September 10, 1917.

HYSLOP BROTHERS, Limited

TORONTO, ONTARIO

AUTO ACCESSORY AND SPORTING GOODS SECTION





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw **Saskatchewan**

DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

For booklet, hangers and other advertising helps, write to Sporting Powder Division.

E. I. du Pont de Nemours & Co.

WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802

Buy Now For Fall

Fall fishing and hunting will soon be in full swing. Prepare for the influx of business on fisherman's and hunter's needs. The demand for Marble's gun "tools" and fishing specialties is exceptionally heavy during the fall months — and grows greater as the season advances into winter. Don't delay—but see your jobber to-day. **And write us direct for Catalog No. 18 which describes the complete line of Marble's Sportsmen's Specialties—do this now.**

Marble's Hunting Knives

The "best sellers" in hunting knives. Several styles—a knife to meet every outdoor man's demand. Priced $1.25 to $4.00. Knife shown is the **"Ideal"**—the most famous of knives for all-round outdoor use. **List, $2.25.**

Marble's Field Cleaner

A fast seller because it fills the demand for a perfect field cleaner for rifles. **Can't** injure finest rifle—cleans thoroughly. Very simple and handy to operate. Rifles, 22 to 50 calibre, **75c.** Shotguns, 10 to 20 gauge, **$1.00.**

Marble's Handy Compass

Used by thousands of sportsmen, U.S. and Allied soldiers. Absolutely accurate—**can't** demagnetize. Is waterproof. Attaches to coat or shirt. **List, $1.25 and $1.50.**

Marble's Waterproof Match Box

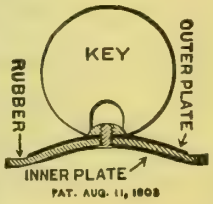
Used by sportsmen everywhere—carried by thousands of U.S. and Allied soldiers. Holds big supply of matches and is **absolutely** waterproof, no matter how wet the man who carries it gets. **List, 50c.**

Marble's Safety Fish Knife

A sure-fire seller. Does all the work needed to get fish ready for frying-pan—cuts, rips, scales. Absolutely safe—blade locks when in use—folds into handle when not in use. A hunting, jack-knife and fish knife in one. **List, $1.25.**

Marble's Easy-Quick Repairers

Mends anything of rubber, canvas and leather —boots, shoes, boats, tires, waders, rubber bags, etc. An absolutely air and waterproof patch. The illustration shows how to apply. Key draws plates together tightly. Won't hurt or irritate feet. 3 sizes—on self-selling card, if desired. **List, 10c, 15c, 20c.**



Marble's Clincher Gaff

Controlled by hand—holds any fish, ½ to 20 lbs. Fish can't get away. Humane—doesn't tear or bruise fish. **List, $1.00.**

Order of Your Jobber

Prices here are list—dealers get **liberal** discounts. See your jobber to-day. Be prepared to meet demand.

Marble Arms & Mfg. Company

5350 Delta Avenue, Gladstone, Mich., U.S.A.

Make a distinct department in your store for Gloves

(MOTORING DRIVING WORKING)

Many of the leading hardware stores in Canada are catering to the heavier glove trade with decided success.

With a full range of Carhartt gloves and mitts you stand no chance to lose, but are ensured good business at a good, round profit.

Invest small capital right now in a nice range of these great wearing gloves and mitts; show your stock in a prominent place in the store and watch the auto, driving andworking trade begin to buy. These lines fit in splendidly with the lines you are now handling and will help to add to the profit side of your ledger at stock-taking time.

Write to-day for full particulars—styles, prices, terms.

HAMILTON CARHARTT COTTON MILLS, LTD.

Toronto, Montreal, Winnipeg, Vancouver, Liverpool

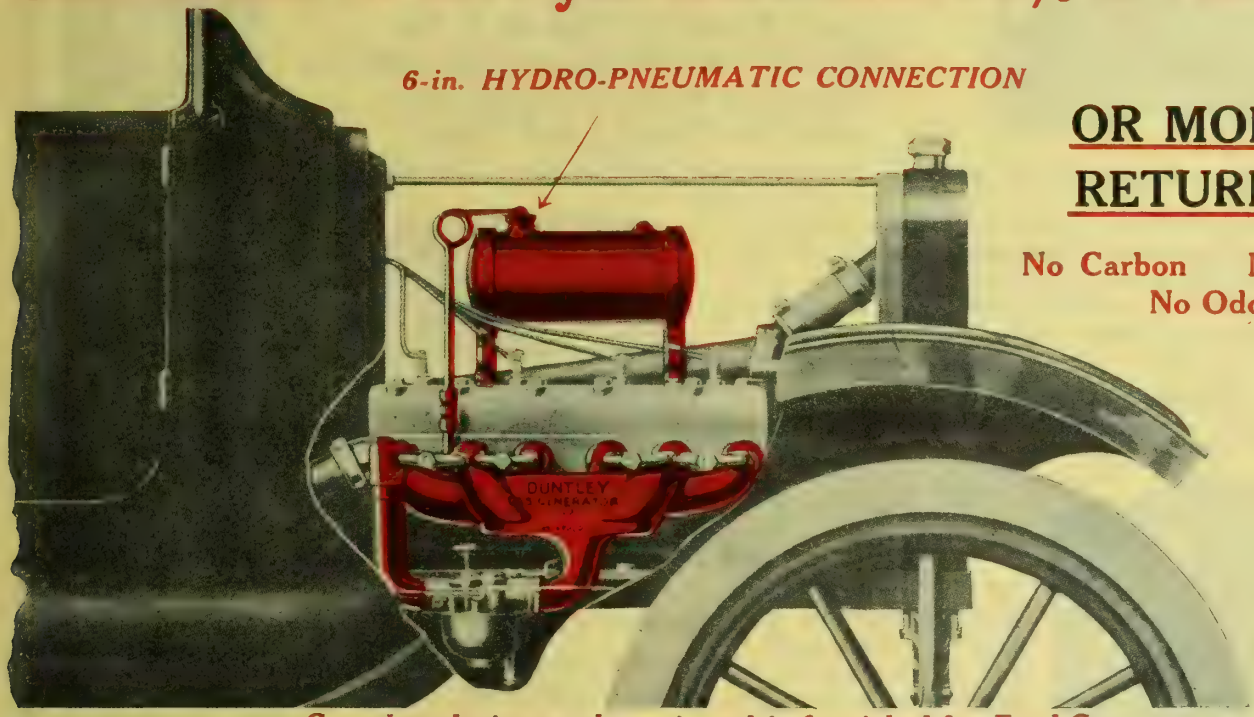
AUTO ACCESSORY AND SPORTING GOODS SECTION

Duntley Hydro-Pneumatic Gas Generator

(Producing a New Powerful Gas)

100% Efficiency

Guarantees to save you more then 50% in Fuel Cost



OR MONEY RETURNED

No Carbon No Smoke
No Odor

Save Your Money

Prolong Life of Your Motor

Increase Your Mileage and Power

Complete device as shown in red is furnished for Ford Car

In record tests, a 1913 Ford having run over 30,000 miles, showed 100% efficiency in fuel consumed—more than doubled the mileage.

A 2-ton Little Giant truck in zero weather doubled the guarantee using the above generator.

J. W. DUNTLEY, pioneer producer of Hydro-Pneumatic Gas from cheap fuels for operating Automobiles and Trucks, producing 100% efficiency

This generator produces a powerful gas from equal parts of kerosene and gasoline mixed in your own tank.

Your carburetor measures and atomizes the fuel into the gas generator

The function of the gas generator is to prevent raw fuel from entering and destroying the engine, and to prevent waste by forming a gas mixture which is entirely consumed, giving 100% efficiency.

This completely gasified mixture is the expanded product of your fuel, producing Hydro-Pneumatic Gas, which warrants us in guaranteeing a saving of more than 50%, using a mixture of half and half (50% kerosene and 50% gasoline.)

This device will generate Hydro-Pneumatic Gas from other cheap fuel mixtures.

If you cannot buy gasoline use kerosene only and be amazed at the results.

No machine work required; you can install it in 30 minutes.

Sole Distributors for the Dominion of Canada:

Canadian Pneumatic Tool Co., Limited

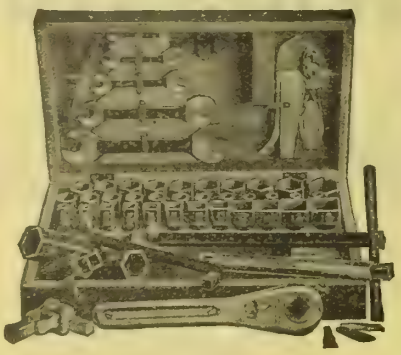
379 Craig Street West ::- -:- Montreal

BRANCHES

107 Church Street, TORONTO **1073 Hamilton Street, VANCOUVER**

See Practical Demonstration at Our Exhibit in Transportation Building

AUTO ACCESSORY AND SPORTING GOODS SECTION



Mossberg Tools

For Absolute Dependability

POSITIVE SALES HELPS
are offered to Dealers in the
ATTRACTIVE DISPLAY BOARDS
"Just the Wrenches that Sell—
Just the Way to Sell Them"

Socket Wrench Set No. 14

The "Completest" Socket Wrench Set, contains every essential for prompt and efficient repairs. Notice the five D.E. Wrenches, Alligator Wrench, and Pliers, Reverse Ratchet, "T" and Offset Handles and thirty-four Hexagon and Square Sockets, sizes 5-16″ to 1 9-32″.

No. 14 Set complete, $16.00

"W" Display Board

This "W" Board displays 14 large Adjustable Wrenches and presents a dandy counter appearance. The Wrenches are all of quality, guaranteed.

Price, $13.33

Socket Chest No. 300

A very attractive fixture in itself, the No. 300 Chest is a distinct addition to your store. It contains 300 Regular Pressed Steel Sockets besides Spark Plug Sockets, Ratchet, "T" and Offset Handles, Universal Joints, Extension Tubes, etc.

"X" Display Board

Displays regular Double End and "S" Wrenches from ¼ in. to 1¼ in. Single End Wrenches, ¼ in. to 1 in., Adjustable Sleeve Wrenches, and Slip-Joint Pliers.

No. 660 Wheel Puller

Simple and efficient. Made from tool steel, they can be hammered without harm to the wheel or to the tool.

Price each, $1.07

No. 49 Ford Set

The popular Reverse Ratchet Brace is featured in this set. It combines with twelve Sockets, particularly selected for the Ford car, and makes the smoothest adjustments possible. Notice also the Adjustable Wrenches, etc.

No. 49 Set, $6.67

"R" Display Board

Twenty-seven tools for Fords make an attractive appearance on this nicely finished display board. Each of these tools does a particular job "well."

"R" Board plete, $13.33

The above prices are Canadian list. *Ask for Catalogue 193C.*

FRANK MOSSBERG CO., Attleboro, Mass., U.S.A.

WRENCHSMITHS FOR TWENTY YEARS

AUTO ACCESSORY AND SPORTING GOODS SECTION

THE Master LINE

TRADE MARK

THE MASTER LEADS

MASTER

THE LIGHT THAT NEVER FAILED

DRY BATTERIES AND FLASHLIGHTS

CANADIAN CARBON COMPANY, Limited

96 WEST KING STREET

TORONTO

—the light that never failed

WHY "THE Master LEADS"

TRADE MARK

Made in Canada by and for Canadians. Always consistent in quality and service. Sold under a policy which guarantees satisfaction.

Thoroughly tested during and after manufacture.

Everlastingly efficient because Water and Weatherproof.

Now is the logical time to buy. Place your contract with us for Ignition Batteries and get the benefit of contract price.

Buy Flashlight Batteries Now.

The "Master" flashlight battery is the quality-battery through and through, only the first quality materials procurable are used.

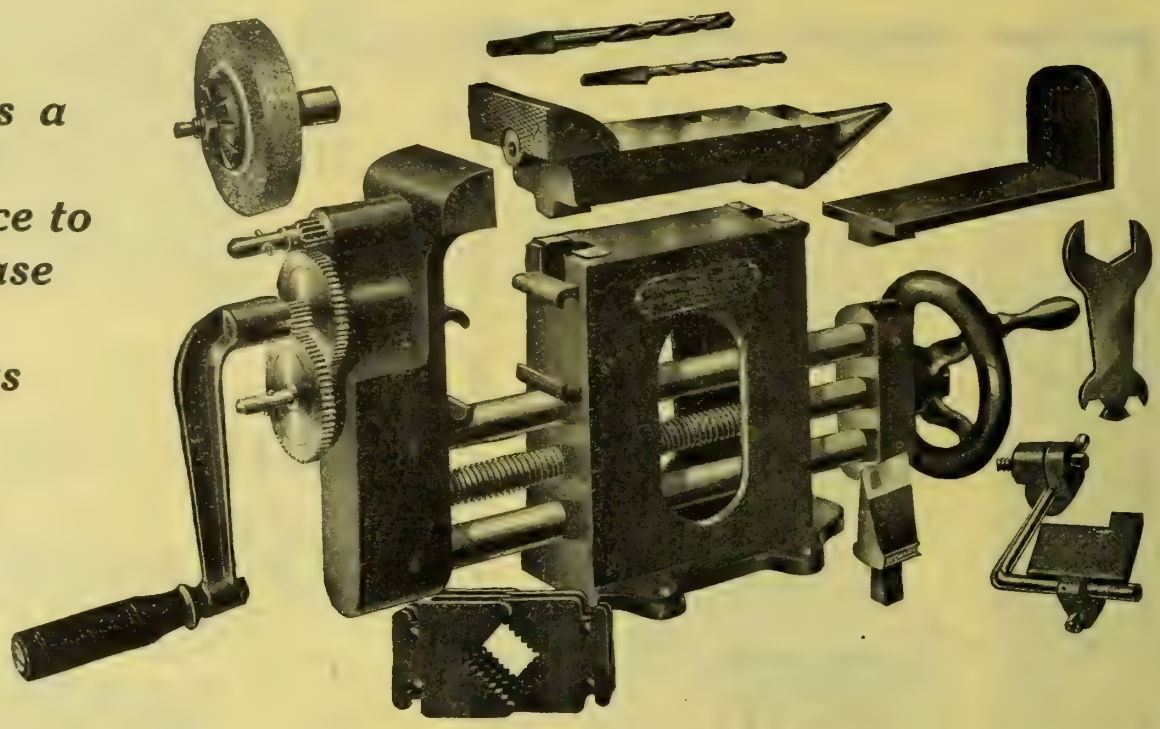
Compare the "Master" service with the service obtained from other batteries of comparative standard and you will see the reason why the "Master" line has so quickly won a reputation for itself.

"Master" Flashlight batteries are the reason for the slogan — the light that never failed.

Write or ask our travellers for the handsome thirty-two page catalog of "Master" lines.

See our Exhibit in the Industrial Building (Booth No. 46) at the Canadian National Exhibition, Toronto.

Here's a Good Chance to Increase Your Profits



Sell This Great SIX - IN - ONE Tool

Big Field for Sales Opens up in Canada

PLEASES EVERYBODY

Stewart Handy Worker

Every user enthuses over this great tool. Dealers should give it a trial. Let's hear from you now. The sooner you start to sell it the sooner you will reap surprising profits.

With the universal use of automobiles, machinery for store, shop and farm, and many devices for housework, every man and boy is becoming more or less familiar with things mechanical. This opens up a wide field for the use of the **Stewart Handy Worker,** and consequently paves a way for new business and big profits for hardware dealers.

The Stewart Handy Worker represents the principal machine shop tools built in one compact outfit, giving them the same efficiency as if separate, and saving greatly in economy, space, materials and expense, besides being wonderfully convenient.

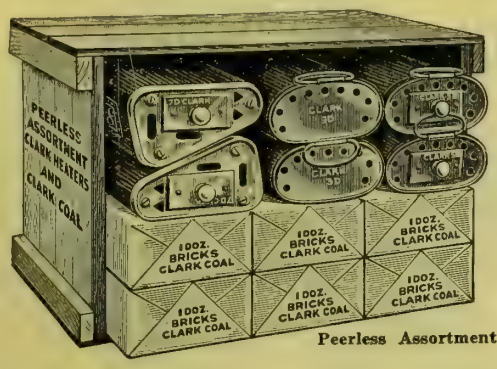
This uniquely practical combined tool machine comprises:

A GOOD, STURDY ANVIL.
A STEEL-FACED VISE OPENING UP TO 4½ INCHES.
A STEEL PIPE VISE UP TO 1½ INCHES.
A SUBSTANTIAL CORUNDUM GRINDING WHEEL.
A TWO-SPEED DRILL PRESS.
A CUTTING HARDIE.

Complete outfit boxed weighs 90 pounds. Canada list $18.00.
From your Jobber or direct.

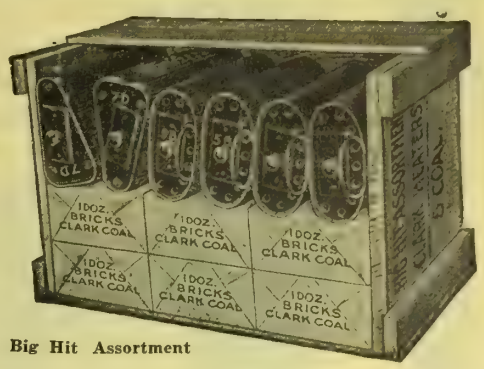
CHICAGO FLEXIBLE SHAFT COMPANY

250 ONTARIO STREET, CHICAGO



Peerless Assortment

Best of Winter Sellers



Big Hit Assortment

Clark Heaters

Stock Now and Reap Benefit of Early Demand

CLARK HEATERS are big winter sellers for AUTOMOBILES, SLEIGHS and WAGONS. Always reliable; always efficient; made in 20 styles and sizes. Dealers make good profits and win new business selling Clark's Heaters. It pays to order early.

Clark Carbon

The World's Greatest Heater Fuel. Always uniform high quality—25 per cent. more heat than any other. Packed 3 bricks in container and 4 containers (1 dozen bricks) to the carton. Easy to retail in ¼ dozen lots and clean to handle.

Clark Bricklets

20 half sizes bricks of Clark Carbon. List 65c. Be sure to include some in your order. They are sure to "make good" with you, because they have never failed to "make good" with others.

New Clark Heater Assortments

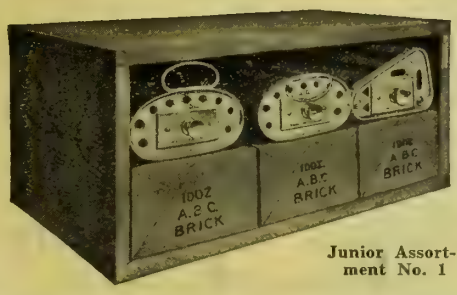
Send for Price List

Just large enough to start sales with. Attractive show cards, signs and printed matter with each assortment. Will open up the avenues of sales for you.

See Your Jobber

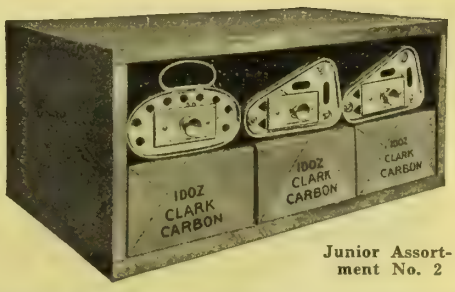
CHICAGO FLEXIBLE SHAFT COMPANY

250 ONTARIO STREET, CHICAGO



Junior Assortment No. 1

Easy to Sell



Junior Assortment No. 2

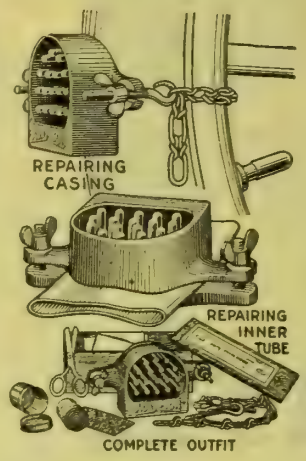
AUTO ACCESSORY AND SPORTING GOODS SECTION

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

ADAMSON Vulcanizers



MODEL "U"

For Tubes and Casings

The tire is repaired without deflating or removing it from the car. Absolutely Automatic

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing Weight 4 lbs. **$3.50**

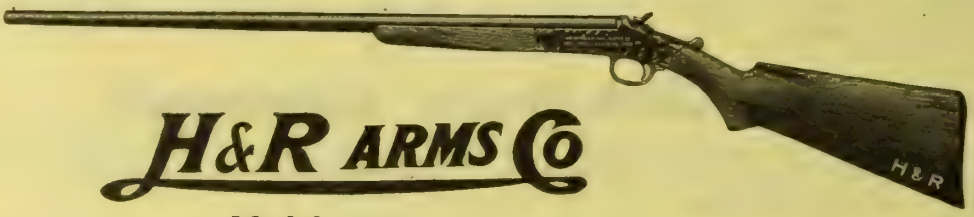
Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge



H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue **Worcester, Mass., U.S.A.**

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

AUTO ACCESSORY AND SPORTING GOODS SECTION

IVER JOHNSON

Safety Automatic REVOLVER

Closing the Sale

The high quality of Iver Johnson products and the punch in Iver Johnson advertising insure a sale three-quarters made before the customer enters your store.

But it is up to you and your clerks to "put the sale over"—and the remaining one-quarter of sales effort necessary to complete the sale is almost entirely a matter of "KNOW YOUR GOODS."

If your salesmen do not have the feature selling points of Iver Johnson Revolvers, Shotguns, Bicycles and Motorcycles on their tongue's end, they are not closing sales properly. There's more to selling than reading price tags.

Indicate which books you want: A,—"Arms"; B—"Bicycles";—C,—"Motorcycles."

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River St., Fitchburg, Mass.

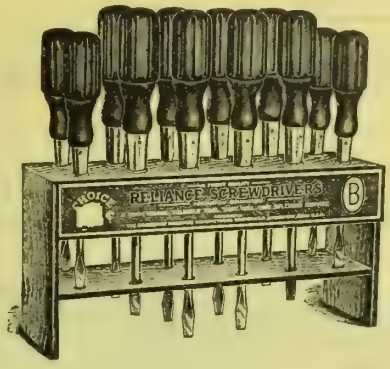
NEW YORK
99 Chambers St.

SAN FRANCISCO
717 Market St.

Reliance Screw-drivers

No. 35 Assortment

Here's an outfit that will almost take the place of an extra clerk—and the cost is surprisingly low.



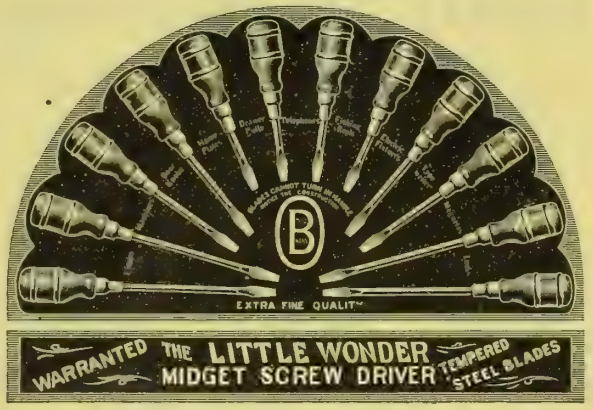
A dozen fine screwdrivers—four 4-inch, four 5-inch, four 6-inch—in an attractive, well-made, hardwood display stand.

This "Silent Salesman" is handsome enough to sell *ordinary* screwdrivers "on sight," and the Reliance driver is far from ordinary—it is *extra good.*

Rubberoid handle, nickel-plated ferrule and a *blade tempered like a sword.*

LITTLE WONDER Midget Screwdrivers

No. 42 Assortment



Another Quick-Selling Specialty. The most popular number we make.

This assortment comprises a dozen small screwdrivers—three sizes—mounted on an attractive red and gold display card. They are just right in size for all light work on electric fixtures, locks, telephones, typewriters, magnetos, cabinet hardware, etc. The Little Wonder is made of best materials with carefully tempered blade, and no tool kit is complete without one.

Get Posted About Both Assortments. They Are Selling Faster Every Day.

The BRIDGEPORT HARDWARE MFG. CORP.
BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, 414 Drummond Bldg., Montreal
Canadian Representatives

AUTO ACCESSORY AND SPORTING GOODS SECTION

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

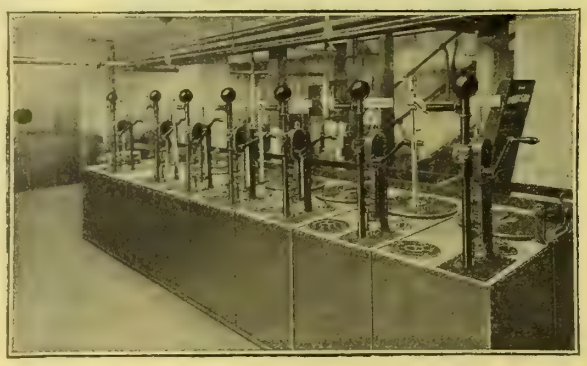
A Gasoline Tonic.

Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.

THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



BOWSER
ESTABLISHED 1885

Paint Oil Storage Systems

Provide every facility for storing and handling paint, oils and varnishes with safety—economy—convenience and profit.

Keep these liquids free from dirt, dust and deterioration; remove the fire hazard due to oil-soaked floors and rags; prevent dripping and spilling.

Assure accurate measure to yourself and customers · place your oil department on a systematic business basis. Built for any capacity or requirement.

Write for interesting literature

S. F. BOWSER & CO., Inc.

Sales Offices In All Centres — TORONTO — Representatives Everywhere

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

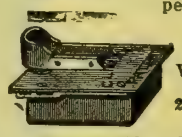
CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

5753 IRON
3 in. 4/9
4 " 7/-
5 " 9/6

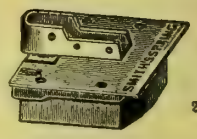
5754 BRASS
3 in. 7/6
4 " 10/6
5 " 14/6
per pair.

5355 IRON
4 in. 28/-
5 " 39/-
6 " 48/-

5356 BRASS
4 in. 48/-
5 " 66/-
6 " 78/-
per dozen.



2401
With 2 in. Shoe, 21/- each.



2360
With 2 in. Shoe, 28/6 each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed.

Our new Catalogue, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

Canadian Agents—Eastern: Geo. H. Smith, 39 Adelaide St. W., Toronto.

Western: W. T. McArthur & Co., 1128 Homer St., Vancouver, B.C.

Electric Row Boat Motor

Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.

Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6 60 Special $8 50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. Agents wanted Write for prices and catalog P.

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lit "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.

A QUALITY LAMP Behind Every Label

MADE BY

The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

AUTO ACCESSORY AND SPORTING GOODS SECTION

Ideas that sold the goods

No. 3 of a Series of Prize Stories by Men Behind the Counter

Willingness to let the goods sell themselves is seldom rewarded by an increase of sales. In the following narrative, Mr. Henry Hansen, of the firm of Scofield Company, Sturgeon Bay, Wis.—progressive Eveready dealers—tells how he used a novel attention-getter to good advantage. And having thus opened the way to a sale he promptly closed all avenues of escape by following up his lead with a clean-cut presentation of the Eveready story.

One morning, Farmer Bill entered the store. I greeted him and asked if there was anything that I could do for him.

"No," Bill replied, "I just came in to wait for a friend."

Bill walked over toward our Eveready display case and the first things to catch his eye were my two counter cards. One read, "Don't leave this store without an Eveready $3,000 Contest Blank." The other, which I originated myself, read, "Eveready Fire and Accident Insurance."

"Give me an Eveready contest blank," said Bill. "I have read about this prize offer in the leading magazines. I might as well make a try for that $3,000."

Then Bill noticed the other counter card—"Eveready Fire and Accident Insurance."

"What's that?" he said. "Are you folks handling insurance?"

I replied that we represented a firm that insures against both fire and accident.

Bill was interested and wanted me to explain so I took out the different models of Eveready and spread them out on the show case. "Now, Bill," said I, "I will show you how an Eveready excels as accident insurance."

"In every walk of life we are subject to accident, due to darkness or insufficient illumination. Countless accidents could be avoided by the use of Eveready, the light that says 'There It Is.'"

"That's true enough," Bill replied, "but I have a good lantern at home which we always use when going into any dark places."

"All good and well," said I, "but what of the danger of fire? Why run unnecessary risk when an Eveready is available? If your lantern upsets or is smashed, there is always the danger of its setting fire to some inflammable material. On the other hand, you can use an Eveready anywhere in perfect safety, and, unlike the oil lantern, it cannot blow out. Take this style, for instance," and I handed him No. 4701. "Try it yourself. Wouldn't this be a dandy for your family to use about the home and for you to use about the barn or when doing the chores? Here is another style," and this time I showed him No. 2616. "You can carry this light in your pocket. It will show you how much gasoline you have in your automobile tank, give you light by which to change your tire, and when you want to use it, press the switch—that's all."

"I see that these are all Evereadys," said Bill, who was becoming greatly interested. "Why do you carry only this make?"

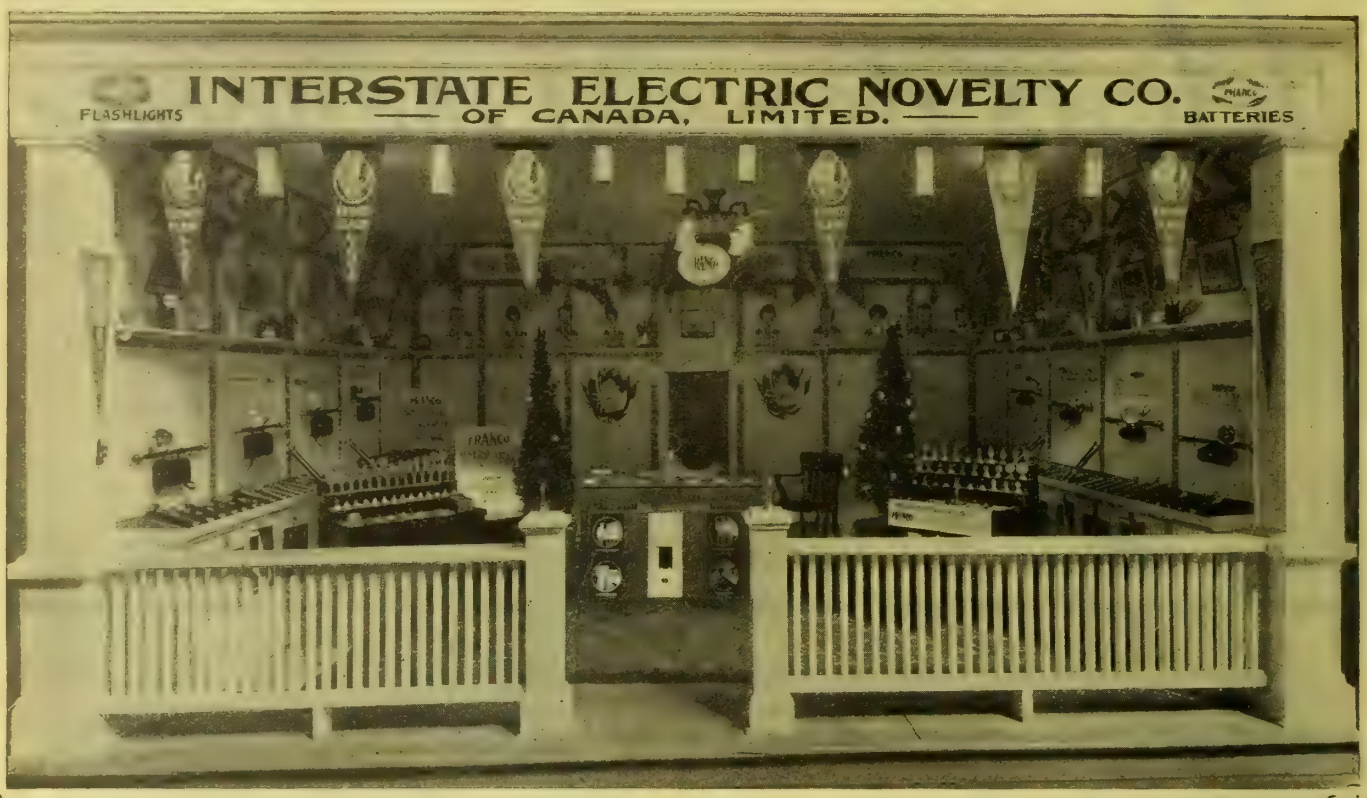
"We have been carrying several other makes," I replied, "but hereafter we will carry Eveready exclusively. This is because we feel our obligation to our customers does not end when the goods are delivered—it only begins then. Not until we are satisfied that you are sufficiently pleased with your purchase and will call again when in the market for our goods, do we consider our duty fulfilled."

I wound up my sale by selling Bill two DAYLOS—Nos. 4701 and 2616. Bill paid for the lights with a smile, evidencing that he felt his money was well spent.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON COMPANY, Limited
TORONTO, ONTARIO

AUTO ACCESSORY AND SPORTING GOODS SECTION



Every Hardware Dealer should make it a special point to see this exceptional display of

Electrical Novelties at the Toronto Exhibition

You will see something new, instructive and worth while—you will learn something that can be turned into dollars and cents, and we give you a hearty invitation to look us up.

Interstate Electric Novelties are worthy of every dealers' close attention. They reflect all that is modern and best in Electric Novelties. The illustration above shows our display last year at the Toronto Exhibition. It was a winner. But we hope to go this "one better" this year. So don't miss it on any account!

In our display will be seen the celebrated "Franco" line; and our highly attractive Christmas tree outfits; fruits, flowers, figures, etc., all alight. Our prize-winning wireless non-short circuit tubular flashlights should get your strict attention—this is the line which was awarded the gold medal at the Panama-Pacific International Exhibition at San Francisco in 1915. Other flashlights of great merit will be shown too, along with bicycle, carriage and motorcycle lights and auto bulbs.

We will be pleased to show you the great possibilities that awaits progressive Canadian Hardware Dealers handling this money-making line of Electric Novelties.

Yours for bigger business and increased profits—see us at the Fair

INTERSTATE ELECTRIC NOVELTY COMPANY

OF CANADA, LIMITED

TORONTO ONTARIO

FRANCO

AUTO ACCESSORY AND SPORTING GOODS SECTION

Johns-Manville

Speedometers *for FORD Cars* $13.25

An every-day necessity for Fords—the Johns-Manville Speedometer

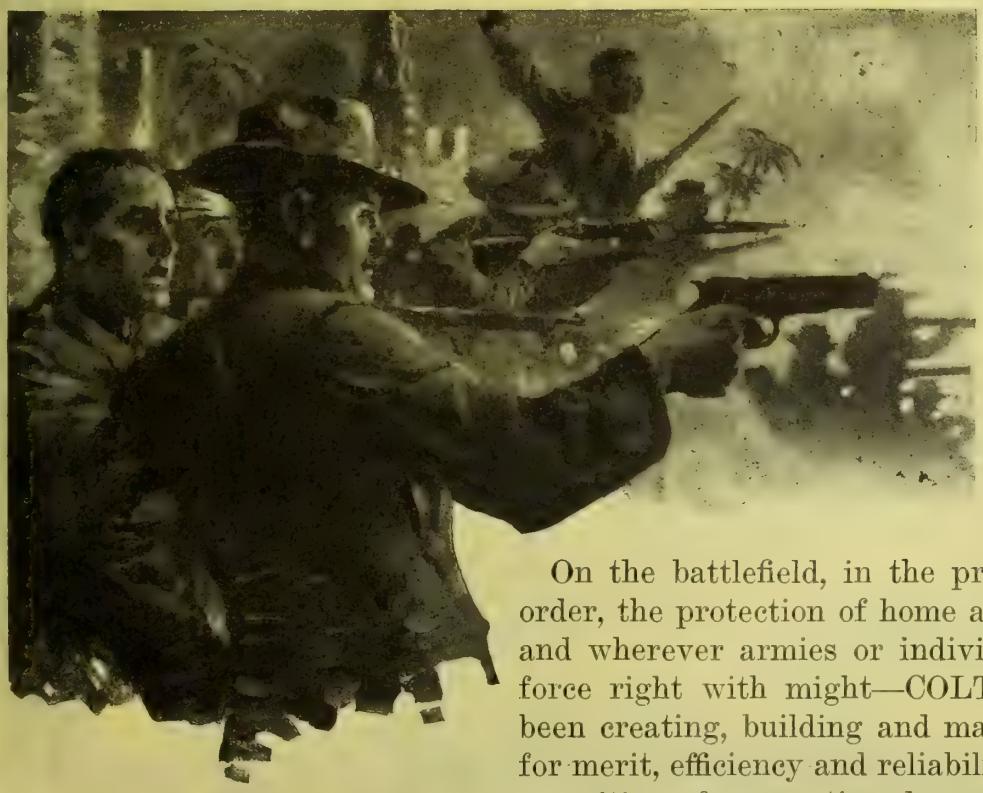
THIS is one of the really worth-while accessories for Ford cars—a speedometer which operates on an accurate centrifugal principle and enables your customer to check closely running expense and upkeep cost.

Johns-Manville Speedometer and Instrument Board Combination, $13.25 complete. Speed range, 0 to 60 miles per hour; 10,000-mile season odometer. Instrument Board is of wood, finished in black, with speedometer flush-mounted, and permits readily mounting of other instruments. A special feature of this board is the adjustable bracket, designed to provide for width variations of Ford bodies. You can mount this board yourself in a few minutes, with just a screw-driver and a monkey-wrench.

JOHNS-MANVILLE SERVICE COVERS THE CONTINENT

TO THE TRADE—The keynote of our sales and advertising policy is dealer co-operation—hence Johns-Manville Accessories are sold only through jobber-dealer channels. Discounts are liberal, rigidly maintained, and uniform regardless of quantity, so dealers can keep small stocks without sacrifice of profit margins. This means quick turnovers.

The Canadian H. W. Johns-Manville Co., Ltd.
Montreal, Toronto, Vancouver, Winnipeg.



COLT

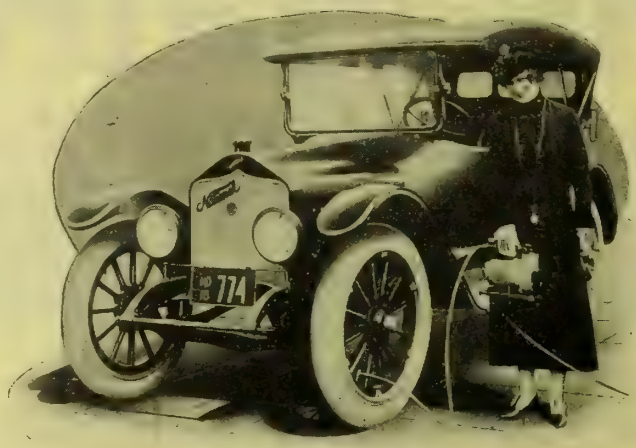
Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

AUTO ACCESSORY AND SPORTING GOODS SECTION



THE LECTROFLATER

An Electrically Operated Automobile Tire Pump

Here is a line that can be profitably sold by the hardware trade. These pumps are built for hard service. They are neat in appearance, and with the extension cord attachment can be operated from a lamp socket at 110 volt service. The Lectroflater appeals to the man who looks after his own car. It removes the drudgery of pumping by hand and it costs only about one-tenth of one cent to inflate the largest tire from flat to full pressure.

The Lectroflater is light in weight, everything being enclosed in an aluminum case fitted with polished nickel trimmings. Tires can be pumped at the last minute without soiling or burning the hands.

There are three types manufactured, and each is guaranteed to develop 125 lbs. pressure without overheating and be free from imperfections of workmanship or material.

Each of our distributing houses carries a complete line of automobile accessories and is in a position to ship stocks at short notice.

The following are a few of the automobile accessory lines for which we are agents, and which will be shown at our exhibit at the Toronto National Exhibition.

Boyce Motor Meters
F. F. Battery Chargers
Henricks Magnetos
Jumbo Spark Plugs
Lectroflater Tire Pumps
Patterson Battery Sets
Premier Vulcanizers
Pyrene Fire Extinguishers
Standard Speedometers
W. E. Pittsfield Ignition Devices

Northern Electric Company
LIMITED
Montreal Halifax Toronto Winnipeg
Regina Calgary Vancouver

Also at Ottawa and London.

AUTO ACCESSORY AND SPORTING GOODS SECTION

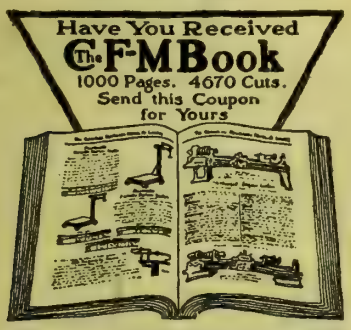
THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

Canadian Hardware Trade a Big Factor in the Sale of Automobile Accessories

Spark Plugs	Polish
Batteries	Tool Kits
Flashlights	Horns
Wire Clips	Electric Lights
Tire	Lamps
Tire Boots	Starters
Tire Tools	Gasolene Fittings
Tire Talc	Jacks
Tire Patches	Goggles
Vulcanizers	Robes
Tire Doh	Hoods
Tire Valves	Covers
Tire Gauges	Oil
Tire Pumps	Grease
Tire Chains	Bumpers

Accessories for Fords



Hardware dealers are securing more and more of the Automobile Owners' Accessories business.

It is good, clean business, requiring only a small stock, and showing excellent profits, considering the turn-over.

Fairbanks-Morse Auto Accessories contain all of the most practical high-grade articles that appeal to the average owner.

Heavy stocks carried at seven different warehouses all over the Dominion assure you prompt service and satisfied customers.

Ask for our Dealers' proposition.

The Canadian Fairbanks-Morse Co., Limited

Canada's Departmental House for Mechanical Goods

St. John, N.B.	Montreal	Quebec	Ottawa	Toronto	Hamilton
Windsor	Winnipeg	Saskatoon	Calgary	Vancouver	Victoria

AUTO ACCESSORY AND SPORTING GOODS SECTION

Here is how it is lighted.

A QUICK SELLER!

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then **order as early as possible from** your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.

Here is the No. 119 Lamp.

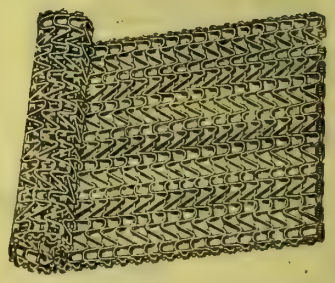
POWERLIGHT CO., 52 Gertie St., Winnipeg

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

ACME
FLEXIBLE STEEL DOOR MATS

YIELDS GOOD PROFIT

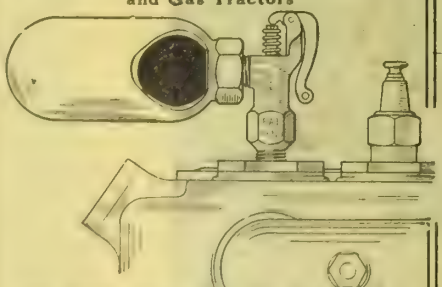


SANITARY AND SENSIBLE

Acme Steel Goods Co. of Canada, Montreal

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in HARDWARE AND METAL and let it assist you in filling your needs.

HERCULES
SPARK PLUGS
GUARANTEED
FIVE YEARS
MANUFACTURED BY
ECLIPSE MFG. CO. INDIANAPOLIS IND.

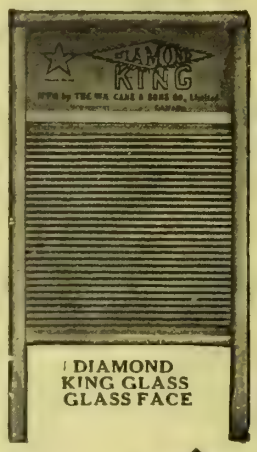
Easy to sell at all times

CANE'S WASHDAY WOODENWARE

Pay nice profit to the dealer

Our line of woodenware is easy to sell at any time, but with *war-time thrift* in practice throughout the land, the *Good Value* represented in our products makes it a stronger seller than ever. Made to last and give good service.

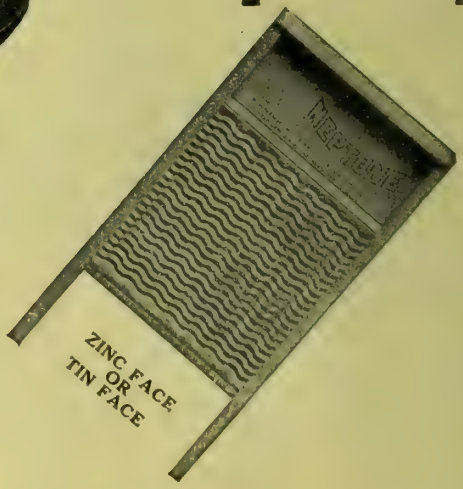
Cane products include—wooden pails, wooden wash tubs, wash boards of all kinds, bake boards, egg crates, clothes pins, butter molds, etc.



DIAMOND KING GLASS GLASS FACE

ZINC FACE OR TIN FACE

ENAMEL WASHING PLATE



ZINC FACE OR TIN FACE

Order from your jobber.

The Wm. Cane & Sons Co., Limited

Newmarket, Ontario

AUTO ACCESSORY AND SPORTING GOODS SECTION

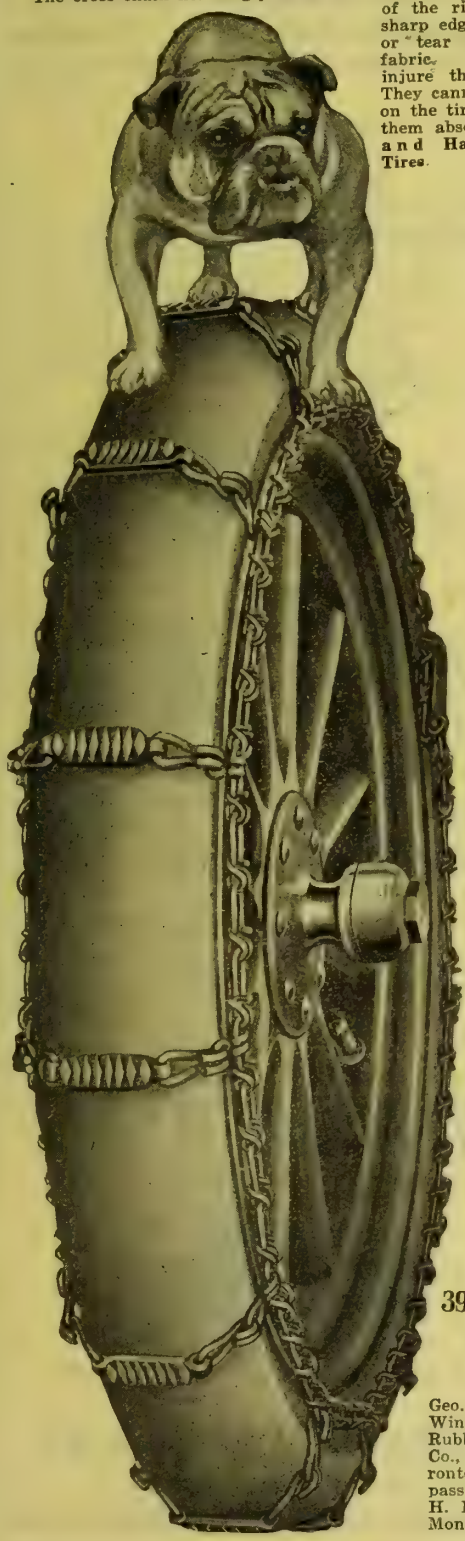
BULL DOG

ANTI-SKID Tire Chains

Guaranteed to wear twice as long as any other chain on the market.

The cross chain fits snugly to the tire surface from bead to bead of the rim, allowing no sharp edges to cut, wear or tear the rubber or fabric. They will not injure the tires.

They cannot roll or twist on the tires, this making them absolutely non-skid and Harmless to the Tires.



PRICE LIST.

Size.	Price.
28x3½	$3.75
30x3½	4.10
32x3½	4.35
34x3½	4.55
36x3½	4.75
35x4½	5.10
36x4½	5.20
37x4½	5.30
38x4½	5.40
40x4½	5.50
30x4	4.35
31x4	4.45
32x4	4.55
33x4	4.65
34x4	4.75
35x4	4.85
36x4	4.95
37x4	5.05
40x4	5.25
34x5	5.35
35x5	5.55
36x5	5.75
37x5	5.95
38x5	6.15
39x5	6.35
40x5	6.55
42x5	6.95
30x4½	4.60
32x4½	4.80
34x4½	5.00
36x5½	6.35
37x5½	6.55
38x5½	6.75
38x6	7.10
40x6	7.60

CROSS CHAINS.

2½, 3, 3½, 4, 4½, each.. 10c
5, 5½, 6, each 15c
Fasteners, per pair 25c

Reeder-Weeks Mfg. Co., Limited

39 Wentworth St. N.
HAMILTON, ONT.

Distributors:
Geo. W. Griffiths & Co., Winnipeg; The United Rubber Mfg. & Reclg. Co., Sole Agents for Toronto; Wilkinson & Kompass, Hamilton; The J. H. Hanson Co., Limited, Montreal.

WALLACE
Adjustable
LAMP
Price $4.25

The Only Man Who Won't Want to Buy a Wallace Adjustable Lamp

is the man who is *stone blind.* Because he is the man who doesn't care how strong any light is.

Everybody else who uses electric light at all is quickly attracted to this mighty useful article. A lamp that *enhances the value* of light, by concentrating it exactly where light is wanted—does not scatter it throughout the room.

Show it in your store. Show it to housewives—office executives—travelers—theatrical people—it is quickly saleable to them all.

And what concerns *you* most of all is that its sale is mighty *profitable.*

A. C. Penn, Incorporated
New York City

Canadian Distributors
MENZIES & CO., LIMITED
439 King Street West, Toronto, Canada

AUTO ACCESSORY AND SPORTING GOODS SECTION

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

Liberal dealer offer.

Sample twenty-five cents prepaid.

CHAS. CURTIS COMPANY

McARTHUR BLDG., WINNIPEG

ELECTRICAL SUPPLIES

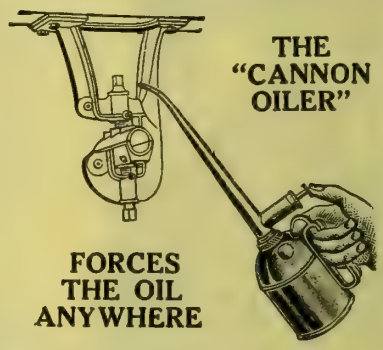
MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS LIMITED

TORONTO CANADA



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

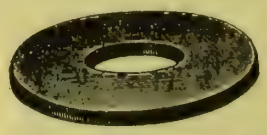
MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

WASHERS

of every description



Prompt shipments at right prices.

J. E. BEAUCHAMP & Co.
20 St. Nicholas St., Montreal

Two Important Automobile Features

TIMCO INNER TUBES

Cost no more than the ordinary kind. Don't look any different, but *are* different. Stand up to the enormous strain because they have a generous body of pure rubber of first quality. Timco Tubes are well-balanced tubes—there are no *thin* parts. Very pliant, and, at the same time, exceedingly tough and hardy. When you ask for an inner tube, specify Timco Tube and *take no substitutes.*

TIMCO CARBON REMOVER

(For automobiles or other gas-engines.)
Unlike the cheap kerosene compounds, this preparation contains nothing which can injure the engine. No matter what quantity is used, no damage will result. GUARANTEED TO REMOVE THE CARBON in from one to eight hours. USED EVERY 1000 MILES it will keep the engine at maximum power, save gasoline and oil, and obviate expensive repair bills. Full directions on can.

TUBES IN ALL SIZES FROM 30 x 3½ TO 37 x 5.

WESTERN DISTRIBUTORS:

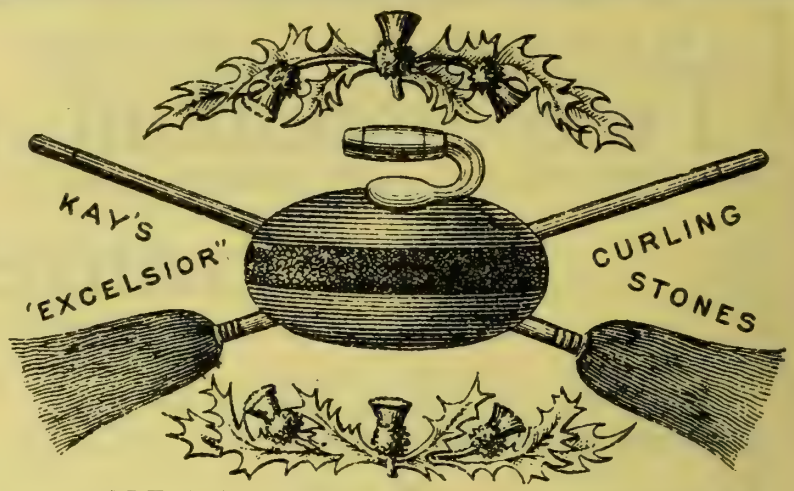
J. H. Ashdown Hardware Company, Limited, Winnipeg, Saskatoon, Calgary.
Marshall-Wells Company, Limited, Winnipeg, Edmonton.
Merrick Anderson Company, Limited, Winnipeg.
Western Motor Supplies, Limited, Regina, Sask.

The Tire Import Co., Limited, Toronto

AUTO ACCESSORY AND SPORTING GOODS SECTION

"KAY'S EXCELSIOR"

CURLING STONES



Made Especially for the Keen, Hard Ice of the West

Preferred by experienced curlers all through Western Canada.

"They run perfectly from the start." They are finished with our Patent Grinding Machine, which renders them perfectly true and READY FOR USE—working down with emery not necessary as is the case with other makes.

We carry a full line, in assorted weights, 36 to 45 lbs. to the stone, exclusive of the handle. Also Handles, Grips, Fancy Washers, Brooms, Boxes.

Builders Supplies of all Kinds

Shipped immediately from stock

Building Paper, tar and plain; Ready Roofing, Keystone Deading Felt, Wall Board, Cement, Hard Wall Plaster, Plaster Paris, Lime, Fire Brick, Fire Clay, Axe, Sledge and Pick Handles, etc.

Quality and quick service is our Motto.

Walter Belyea & Co., Successors to the late **Thos. Black, Winnipeg**

ELEY BROTHERS, LTD.

specialize in the manufacture of the following articles at the lowest prices:

SHAVING STICK CASES

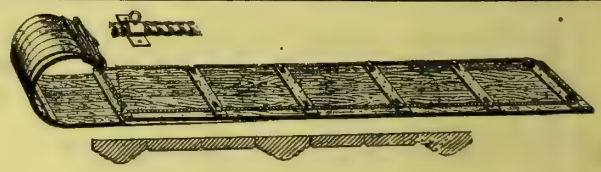
OVAL AND ROUND TOPS
for Powder Tins, Cruets, Dredgers, etc.

METAL BOXES
for Dentifrice, Soap Tablets, etc.

FERRULES
for Walking Sticks, Whips, Bamboo Fittings, etc.

PENCIL FITTINGS
in any of the following metals: Brass, Copper, or White-metal (nickel or silver plated), Aluminium and Jewellers' Metal (Tombac.)

Eley Bros., Ltd. (Dept. 21) **Edmonton, London, N.**



TOBOGGANS

Made from birch. Very strong and attractively finished—good selling line—three styles all sizes. WRITE NOW FOR PRICES.

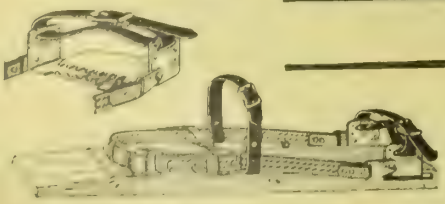
J. E. BEAUCHAMP & CO., Montreal

Representatives: Hardware Specialties, Ltd., Vancouver, B.C.; T. A. Corly & Son, Winnipeg, Man.; W. J. Grant, Toronto, Ont.; J. M. Paquin, Montreal, Que.; Dominion Exporters, Ltd., Montreal, Que.

NORTHLAND SKIS Made by men who know how

From the choicest stock, scientifically modelled and beautifully finished. Sold by 90 per cent. of the most particular and largest hardware and sporting goods dealers in Canada and United States.

There is a Reason



Model B. Adjustable Binding

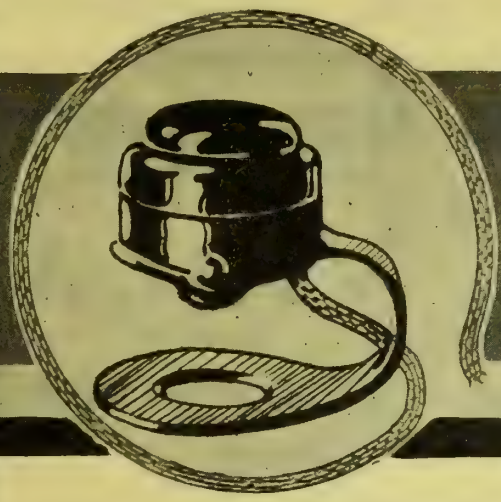
WORLD'S RECORD JUMP OF 203 FT. MADE ON A PAIR OF NORTHLAND SKIS by Henry Hall, March 2nd, 1917, at Steamboat Springs, Colo.—another evidence of the superiority of Model B Adjustable Binding NORTHLAND SKIS.

Let Us Tell You About Them.

Northland Ski Mfg. Co. **Midway, St. Paul, Minn.**

AUTO ACCESSORY AND SPORTING GOODS SECTION

SMALL ARTICLE BIG SALES



MOVES QUICKLY MAKES FRIENDS

Over 80,000 Sold Since April First

This is the tremendous number of Ford owners who have purchased from dealers the

HANDY Push Button and Holder FOR FORDS

This is the fastest selling Ford accessory ever introduced because it enables the Ford owner to have his signal button under his hand—no reaching through or around the steering wheel. The Handy Push Button is mounted on top of the steering column in the center of the steering wheel—right where it belongs and where it's located on high grade cars.

It can be attached in five minutes and is essential to safe driving. It's an absolute necessity.

DEALERS You've heard of accessories that sold on sight—THIS ONE DOES. The Handy is a little article—easy to handle—small investment—RIGHT PROFITS.

These buttons are on the market and selling fast. Ten buttons are mounted on a handsome display card. This silent salesman actually makes sales for you. If your jobber can't supply you, write us.

Liberal Discounts

The Francis Rand Co.
Sole Manufacturers
400 Erie Bldg., Cleveland, Ohio.

Retails at $1.00

Immediate Shipment

OUR DANDY DISPLAY CARD

HELPS YOU MAKE SALES

AUTO ACCESSORY AND SPORTING GOODS SECTION

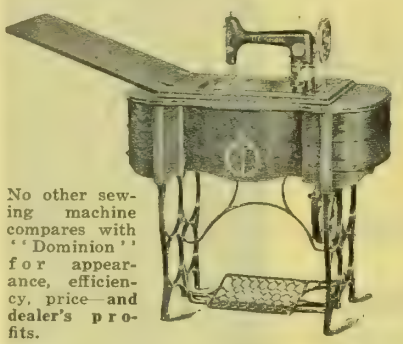
Money-Making Opportunity

Something exceptional! Secure the AGENCY for a sewing machine and phonograph that bristle with selling features and pay extraordinary profits.

DOMINION Sewing Machine and VIOLA (Registered) Phonograph

Cabinet Case Sewing Machine

Sell a sewing machine that cuts an exquisite appearance, a machine that is sturdy and strong and will not break, a machine that will give your customers entire satisfaction. **The Dominion sewing machine that will pay you big profits. Get the Agency quick!** No complicated parts to break and take up your valuable time in fixing for customers. It's new! It's a success! It sells easy.



No other sewing machine compares with "Dominion" for appearance, efficiency, price—and dealer's profits.

Wonderful Violin-Toned Phonograph

Here's a talking machine that's as good as the best but it only costs half as much. The price of the "Viola" places the best music within the reach of all. Think of the great opportunities for sales this machine offers. We advise you to act quickly and secure the agency. **Profits exceptionally large.**

$150 for $75

For Full Size Cabinet Machine

It's winning its way into homes of Canada on its merits.

BEST PAYING PROPOSITION OF ITS KIND EVER OFFERED.

The Dominion Sewing Machine & Phonograph Company

(Formerly the Raymond Sewing Machine Company of Winnipeg)

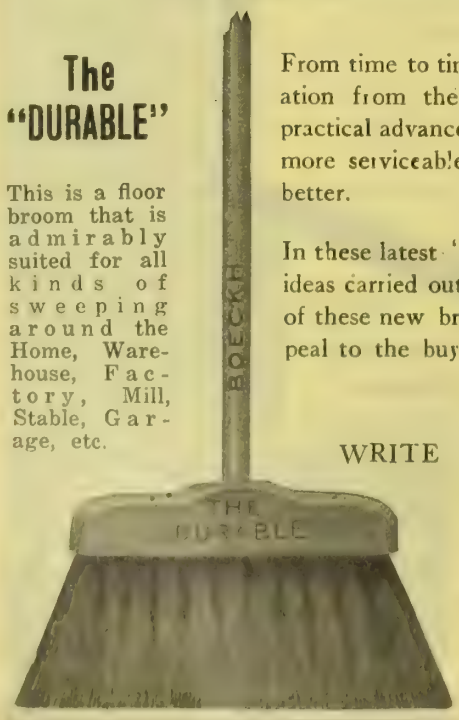
Western Headquarters: 300 NOTRE DAME AVENUE, WINNIPEG, MANITOBA

BOECKH'S LATEST!

New Line of Brooms—Each Will Outlast Several Corn Brooms

The "DURABLE"

This is a floor broom that is admirably suited for all kinds of sweeping around the Home, Warehouse, Factory, Mill, Stable, Garage, etc.



From time to time there appears on the market a new creation from the "Boeckh" factories which represents a practical advance in brush and broom making—something more serviceable, something more economical, something better.

In these latest "Boeckh" products you see the "Boeckh" ideas carried out fully and the merits of these new brushes are sure to appeal to the buying public.

WRITE FOR PRICES

The "CLEAN SWEEP"

Made of selected Gray Fibre, a sanitary, economical and serviceable broom. Specially adapted for sweeping Carpets, Linoleums, Oil Cloths, Hardwood Floors, etc. Gathers forward every particle of dirt and dust. Buffed blocks, slanted polished handles. Sizes 10, 12 and 14 inches.

MANUFACTURED BY

The Boeckh Bros. Company, Limited

TORONTO, CANADA

BUSTER BROWN WAGONS

ROLLER BEARING WAGONS

No. 1 Roller Bearing Buster Brown Wagon (Spoke Wheel)
No. 2 Roller Bearing Buster Brown Wagon (Spoke Wheel)
No. 3 Roller Bearing Buster Brown Wagon (Spoke Wheel)

PLAIN BEARING WAGONS

No. 1 Plain Bearing Buster Brown Wagon (Spoke Wheel)
No. 2 Plain Bearing Buster Brown Wagon (Spoke Wheel)
No. 3 Plain Bearing Buster Brown Wagon (Spoke Wheel)

Runners interchangeable with wheels for any style or size, per set of four runners.

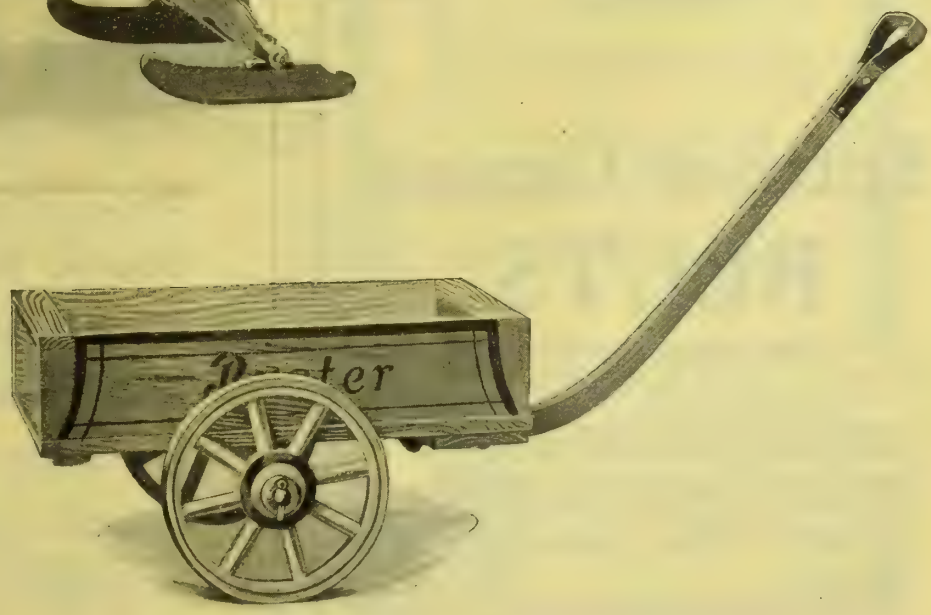
Push Cart.

F.O.B. Woodstock, Ont. Terms: Net thirty days.

Packed No. 1 and 2 with two in a carton; No. 3, one in a carton.

We make Plain Bearing and Roller-Bearing Wagons.

Also manufacturers of Farm and Freight Wagons, Carriers, Dump Carts, Dump Wagons and Farm Sleighs.



MANUFACTURED BY

Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Representatives:

BISSETT & WEBB, LTD.,
126 Lombard St.,
Winnipeg, Man.

DAVID SMITH,
312 17th Ave. West
Calgary, Alta.

Montreal Rep.
J. A. LAMBERT,
55 St. Francois Xavier St.,

Quebec Province
LOUIS DUHAMEL,
428 Rideau Street, Ottawa

AUTO ACCESSORY AND SPORTING GOODS SECTION

¶ We started out to build up a reputation for quick shipment, carrying a large assorted stock for this purpose. We made our slogan "Service," and endeavored to make shipment the day the order was received. In order to live up to this standard, it was necessary that our stock be complete, new, and up-to-date.

¶ Increased business in every department leads us to believe that we have made good along these lines. We invite you to send a trial order for anything in electrical and automobile supplies.

GREAT WEST ELECTRIC CO., LTD. - WINNIPEG

TRADE SAWYER MARK Registered

Stitched Canvas

BELTS

"THE QUALITY BELT"

Made a little better than needs to be to stand the severest test.

Distributors:

PLEWES LIMITED

WINNIPEG MANITOBA

Shipping Room Supplies

Box Strapping, Stencil Board, Pots, Nail Pullers, Trucks, Marking Inks, Adhesives, Brass Stencils, Cutting Oil, Disinfectants.

Write us for prices.

BINNEY & SMITH COMPANY

81-83 Fulton St., New York

HERE'S a Sure and Genuine MONEY-MAKER— HY-WATT

ELECTRIC BATTERY

Ford Owners Know a Good Thing and are all Buying them!

Here's the reason of the Hy-Watt success. It gives them bright lights all the time—no matter what speed. It provides a dependable lighting system that can also be used for starting or continuous ignition.

The Hy-Watt is a new type of battery. Small, convenient, light in weight, long lived; has only two points of connection; is waterproof, non-freezable; works down to the last particle of material, and gives twice the electrical energy of any other battery of similar size.

ONE DISTRIBUTOR RECENTLY MADE $1,000 PROFIT IN ONE MONTH.

Let's hear from you.

Heller-Aller Co.
Windsor Ont.

AT HOME & ABROAD

where stern efficiency and unyielding durability are of vital necessity,

SPHINX PLUGS

give not an inch in pride of premier place.

They are conscientiously made and guaranteed with unequalled liberality. They will always be put right without charge if there is any genuine cause for complaint.

This guarantee is emphasized not as an overt suggestion that they are *likely* to go wrong, but from our knowledge as makers of every detail that there is no single feature of weakness. We stand to gain nothing by such an unqualified guarantee. If our work is indifferent we lose much; if our work is bad we lose all.

Yet the sale of Sphinx plugs has multiplied year by year for twelve years, and still the demand is unabated. Thousands of plugs are pouring out every day for use in the Service of the King. No needs are more exacting; none better served.

Wholesale prices will be supplied gladly to bonafide dealers on request.

Sole Agent for the Dominion:
WM. T. EVANS,
1684 St. Urbain Street, Montreal
Manufacturers:
THE SPHINX MFG. COMPANY

'SPHINX'
England's most Durable Plug

A LAMP THAT CYCLISTS DEMAND

Presto

The Presto Electric Bicycle Lamp is in constant demand. Attractive and dependable — studded with green and red jewels for safety signals.

Hook up with the popular Presto Line. Write for the catalog of the complete line of useful and necessary specialties and auto accessories.

Metal Specialties Mfg. Co.
338-352 No. Kedzie Ave., Chicago, Ill., U.S.A.

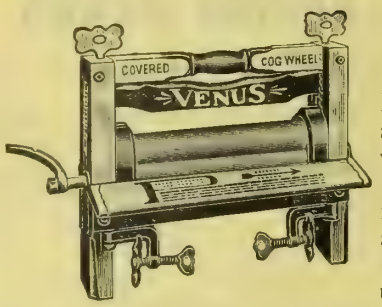
No. 1470—3-inch Bull's-eye Lens Jewelled Reflector.

YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

AUTO ACCESSORY AND SPORTING GOODS SECTION

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL LIMITED
HAMILTON - - CANADA

Over One Hundred Thousand Readers in the Provinces

The Ladies' Home Journal for September will contain a full-page advertisement of ***Sani-Flush*** in four colors. More than a hundred thousand copies of the Journal go into Canadian homes. You will feel the effect of this great drive for new users of

Sani-Flush

We have a supply of proofs of this colored page and shall send you one postpaid upon request. You can put it in your window and focus on your own store the increased sales.

HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

"Multiped"

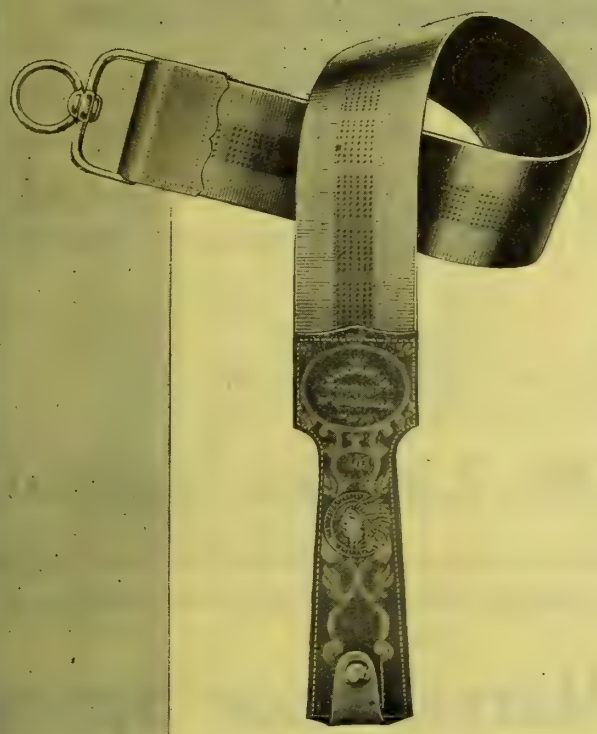
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

Ding Goes the Cash Register



Carborundum Razor Strops

SET the profit bell jingling. All you need to do is to tell your customers about the Carborundum filled sharpening side that puts an edge on a razor in a twinkling—to tell him about the splendid quality of the soft, pliable, uniform, leather stock—to call his attention to the finish, the general Carborundum quality of the strop and—

Ding Goes the Cash Register

Send for this Display Hanger

THE CARBORUNDUM COMPANY

NIAGARA FALLS, N. Y.

AUTO ACCESSORY AND SPORTING GOODS SECTION

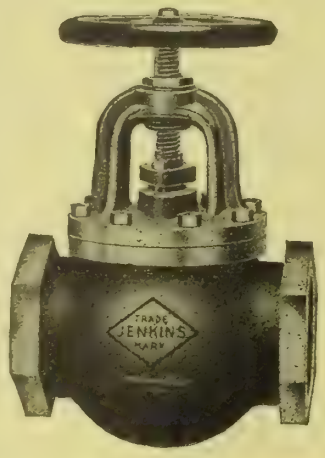


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

For use under steam service there are no valves quite as satisfactory as

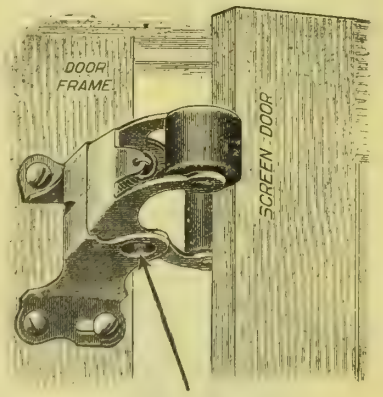
JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL



DOOR OPEN.

The
Mallory Marvel Door Spring
For Screen, Storm and Light Doors
Better Seller Than Ever

The 1917 Model "Mallory Marvel Door Spring" was a business winner, but other practical improvements are going to make our 1918 model even a better seller.

It's a Spring With Many Practical Features

New device has enabled us to reduce the lost motion. Very simple—Eye Rivets reduce cost of material and labor in assembling, and also our price. Arms are held rigid by being all in one piece.

Springs are oil-tempered and will stand the most active service for years. Compact—made with rubber and finished in black enamel.

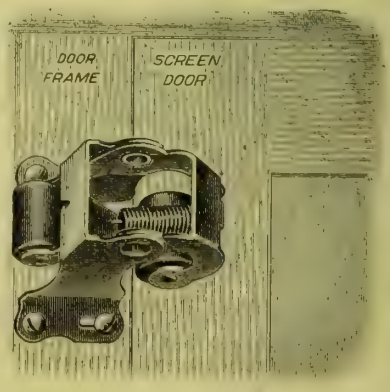
When selling the "Mallory Marvel Door Spring" you are selling an article that is true to its name, for it is truly a marvel. Furthermore, it's a **Made-in-Canada** product, and fully merits Canadian patronage from coast to coast.

Equipped to fill orders promptly

Mounted samples supplied to travelling men. Write for prices and full details.

G. W. MALLORY
BLENHEIM, ONT., CANADA

Manufacturers of *MADE-IN-CANADA* Hardware Specialities



DOOR CLOSED.

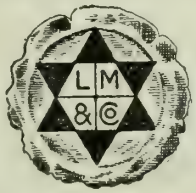
Are You On Our Black List?

IF NOT—WHY?

Our list contains the names of the Principal Manufacturers and Dealers in Paints, Varnishes and Colors in America, Great Britain, her Colonies and Dependencies who buy exclusively the Blacks made by

THE L. MARTIN CO.

This Seal on Every Package



1849 - 1917

Is Your Guarantee

WHY BUY THE "NEAR BRAND" WHEN THE BEST IS PROCURABLE?

Originators of the Famous Old Standard, Eagle, Pyramid and Globe Germantown Lamp Blacks—so named after our first factory in Germantown, Philadelphia.

Sixty-Eight Years' Experience has taught us Some Things about the Black Business which may interest you.

Sixty-Eight Years' Reputation behind each Package will help Your sales. Grinding Blacks that are unmatchable in Strength, Color and Delicacy of Tone will solve your Black Problem.

SEND US YOUR TRIAL ORDER—THEN

YOU WILL REMAIN ON OUR BLACK LIST

THE L. MARTIN CO.

Works: Philadelphia, Pa.
Johnsonburg, Pa.

Office: 81 Fulton Street, New York

Cincinnati, Ohio
London, England

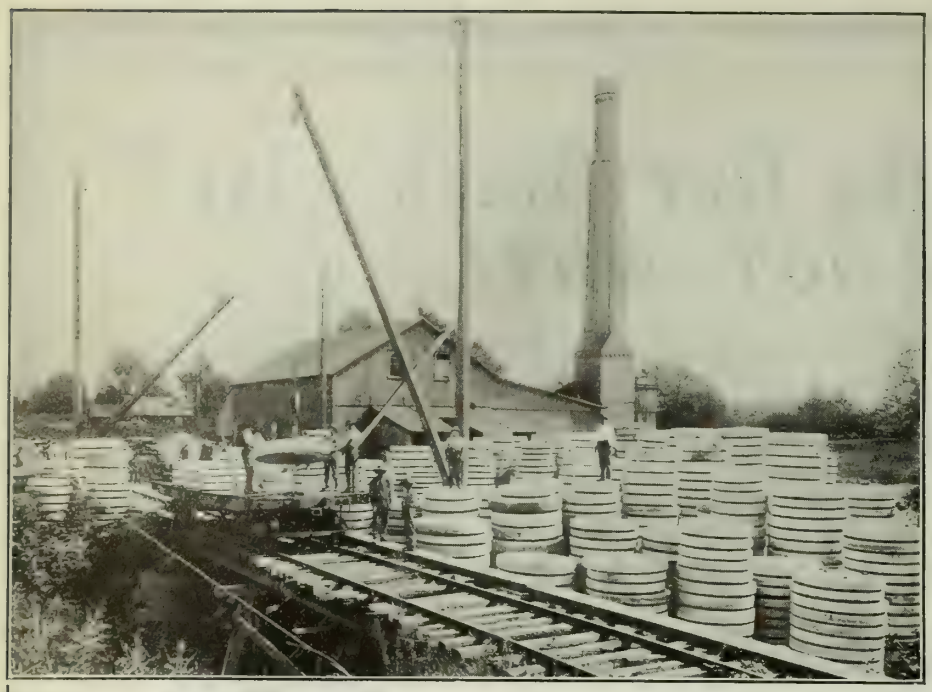
CANADIAN SALES AGENTS:

MONTREAL
James A. Taylor
22 St. Francois Xavier St.

TORONTO
James Hayward
23 Scott Street

WINNIPEG
AGENT
WANTED

If interested, tear out this page and keep with letters to be answered.



LOADING GRINDSTONES

Increase Your Sales with CLEVELAND GRINDSTONES

They sell as easily as they grind.

Best service can be secured by the use of tools of proven quality.

The slogan of

"CLEVELAND GRINDSTONES"

"QUALITY"

THE ONLY MANUFACTURERS OF GENUINE BEREA AND HURON GRINDSTONES. GUARANTEED EVEN GRIT. Will do several times the work a cheap grindstone will. When a user finds out what a CLEVELAND GRINDSTONE will do, no other brand will satisfy. ASK YOUR JOBBER.

THE CLEVELAND STONE COMPANY

Leader News Building, Cleveland, Ohio

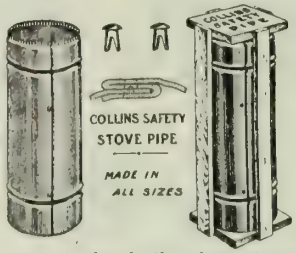
C·M·C SATISFACTION STURDY GUARANTEED

WE LEAD IN THESE LINES

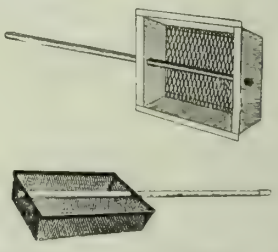
The Sturdy Compressed Air Sprayer, fully guaranteed. Each sprayer is fitted with a good non-clog lever nozzle supplied with several spray caps.

The Crown Quart Glass Sprayer for spraying Fly-oils, Paris Green, etc.

The Quart Tin Sprayer for ordinary usages.



Our patent pipe is the simplest to put together and the strongest. It is fastened with two rivets; holes are punched true. Once tried, always used.



Headquarters for Ash Sifters. Take your choice, wood ends with metal sides, or all metal.

We carry a full line of Asbestos Partition and Floor Thimbles.

Write for catalog and prices.

The COLLINS Mf'g. CO. 411–415 Symington Ave. **TORONTO CAN.**

If interested, tear out this page and keep with letters to be answered.

"MAPLE LEAF"

TO THE

Hardware Trade

Are you stocking the celebrated "MAPLE LEAF" Brand Stitched Cotton Duck Belting? If not, why not? You can make a better margin of profit by selling it than on any other make of belting. We protect our jobbers.

"MAPLE LEAF" Brand Belt Dressing is the best on the market, equally good for all kinds of belting.

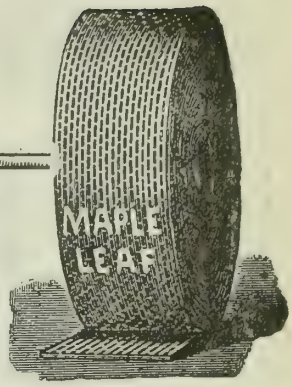
WRITE US FOR PRICES

Manufactured only by

The Dominion Belting Co., Limited

Hamilton, Canada

Quebec Branch: 51 Duluth Building, Montreal



"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

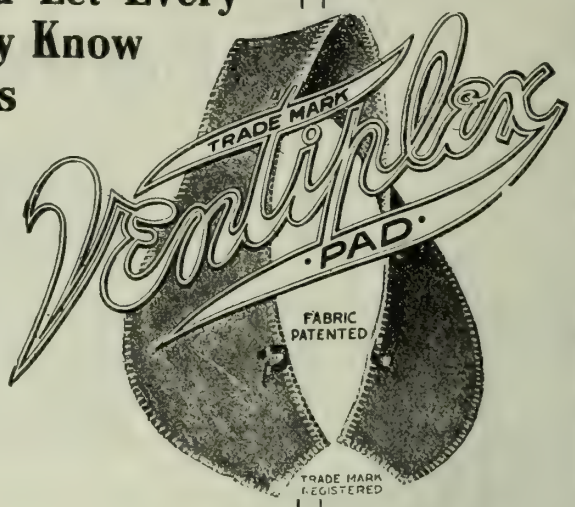
PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.

Let Them All Know!

Handle the Ventiplex Sweat Pad and Let Every Horse-owner in Your Community Know It—Means Bigger Business

Very Profitable Line



Let every horse-owner know that the wonderful virtues of this sweat pad will conserve and give new energy to the horse at a time when a horse and his work were never so valuable.
Let every horse-owner know that you handle the complete Ventiplex Line. They are well-known and wanted by horse-owners throughout Canada. Our line includes:

SWEAT PADS, HOUSINGS and SADDLE BLANKETS

"Ventiplex" Goods are made of a patented fabric that is very durable and easily washed. They retain their shape and quality, no matter how often washed.

Our line gives the horse comfort, more working power and promotes long life.

VENTIPLEX ANTI-FROST WEATHERSTRIP

Keeps out the cold and thereby saves the fuel bill which with the increasing cost of fuel will be an important item this winter.

Ventiplex lines are sold by wholesale harness and hardware trades.

Burlington-Windsor Blanket Company, Limited
793 King Street West, Toronto, Ontario

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

Gold Medals Grand Prix

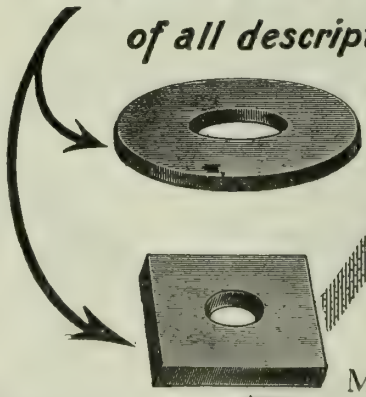
JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E.C.

Wrought and Steel Plate WASHERS

of all descriptions



Annealed Rivet Burrs.
Felloe Plates.
Sheared and Punched Plates.
Malleable Washers and Cast Iron Washers.

Round & Square
Plain or Galvanized

Prompt Shipments

Wrought Washer Mfg. Company
Milwaukee, Wis.

If interested, tear out this page and keep with letters to be answered.

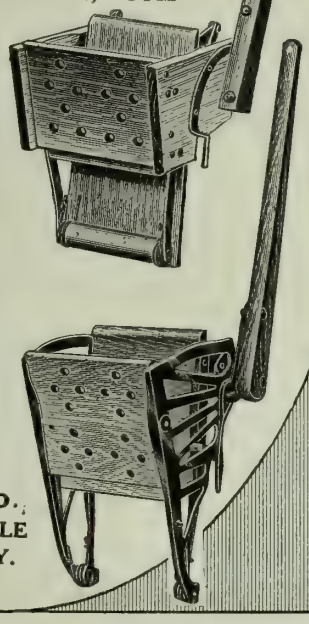
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Still's Handles

Made in a variety to meet every demand

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles

Still's handles represent Canada's best—which is as good as the best in the world. Our Cant Hook and Peavie Handles are made of Maple.

All our other handles are made of Hickory.

J. H. STILL MFG. CO.
St. Thomas, Ont.

"P.&W. Co."
SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills, Etc.

The tools upon which you can build a reputation and hold the tool trade of your territory. You can put up the strongest kind of a guarantee—we back you up.

Write for catalog and full particulars.

Pratt & Whitney Co. of Canada, Limited

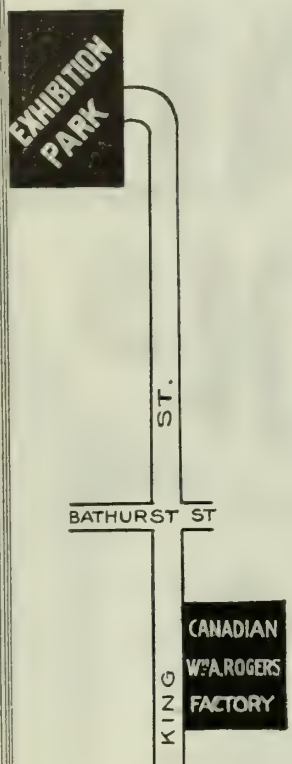
Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. Vancouver, 609 Bank of Ottawa Bldg. Winnipeg, 1205 McArthur Bldg.

If interested, tear out this page and keep with letters to be answered.

WHEN IN TORONTO

During the EXHIBITION or any other time



YOU are cordially invited to visit our new Display Rooms in the Kent Building, situated on Yonge Street, in the heart of the down-town business and shopping district.

We have established this Display for the benefit of our out-of-town customers. A complete line of Flatware in all grades, including cabinets at various prices; a complete line of Hollow Ware in Nickel Silver and in Britannia Hollow Ware, and a wide range of table cutlery forms a permanent display of lines of our own manufacture.

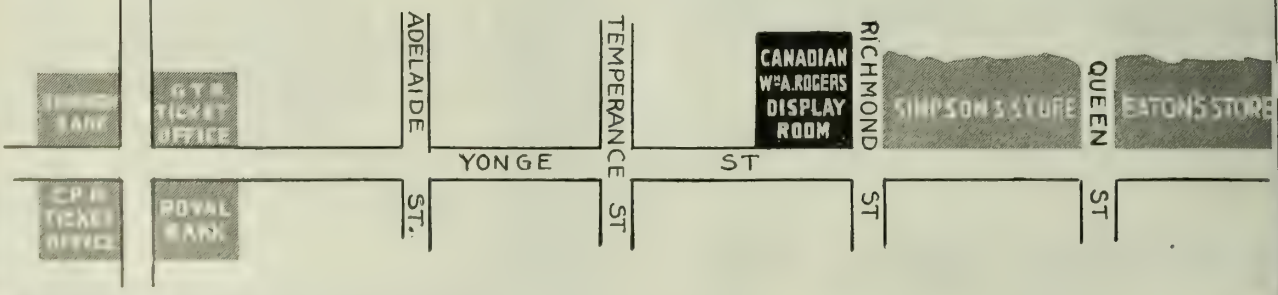
To miss seeing this Display is an injustice to yourself. Never before in our history have our lines been so complete with new and fast selling designs.

Make this your headquarters. Meet your friends here. We shall be glad to see you.

CANADIAN W. A. ROGERS LTD.

Display Room: Kent Bldg., Yonge and Richmond Sts.

Factory: 570 King St. West, Toronto, Canada



If interested, tear out this page and keep with letters to be answered.

How to Find Our Display Room

On arriving at Union Station, take Yonge Street car to corner of Richmond Street and you are at the door. If at Exhibition Park, take King Street car and transfer up Yonge Street to Richmond Street.

This is a photograph of our Display-Room and also of the Kent Building at corner of Yonge and Richmond Streets. You cannot miss it.

Canadian Wm. A. Rogers Ltd.

Display Room: Kent Bldg., Yonge & Richmond St.

Factory:—570 King St. West
TORONTO - CANADA

If interested, tear out this page and keep with letters to be answered.

THE BASIS OF A GOOD FILE IS THE STEEL

Unless the steel is such that the tool will stay hard for a reasonable length of time, the file will not give good results—neither will it be economical to use.

The steel from which the "Famous Five" files are cut is a high carbon steel made from our own formulas —which have proven satisfactory after years of practical experience.

This, plus the sharpness and regularity of the teeth, ensures a tool that will stay hard and sharp for a long time. Consequently the "Famous Five" are the most economical Files to buy.

And that's why it pays Dealers to sell them.

Specify them when ordering.

GOOD PUMPS WITH GOOD PROFITS

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

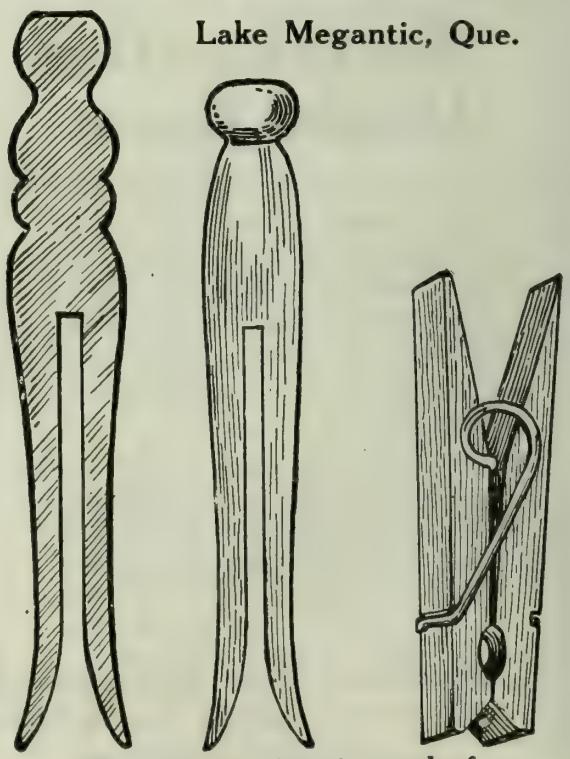
Metal Hand or Motor Pumps — for Force or Lift use — every size, style, kind, in our big catalogue.

Write

The R. McDougall Company
Limited
GALT, CANADA

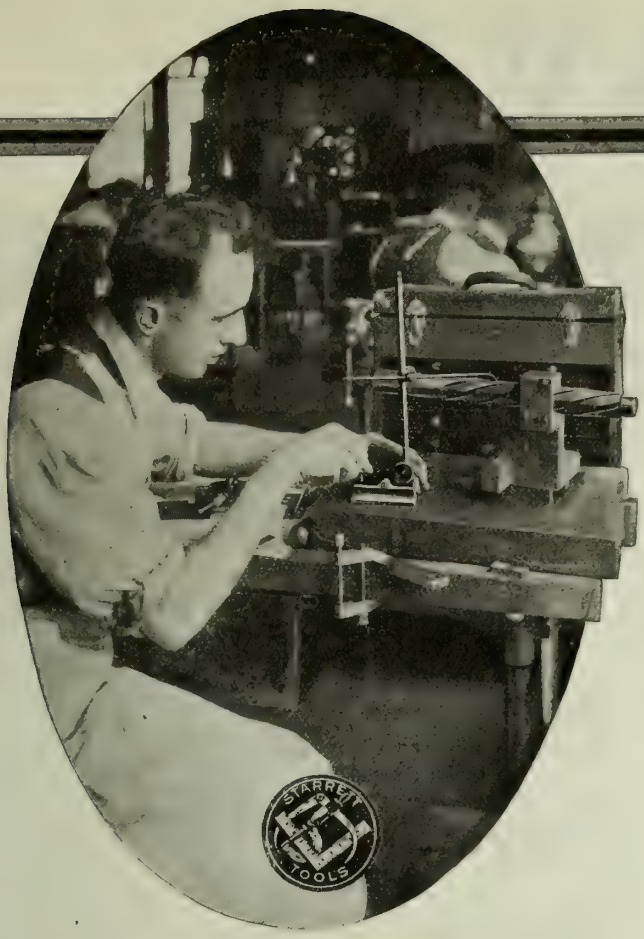
The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.



Write to us when in need of Clothes Pins.

If interested, tear out this page and keep with letters to be answered.



The Man Who Buys Starrett Tools

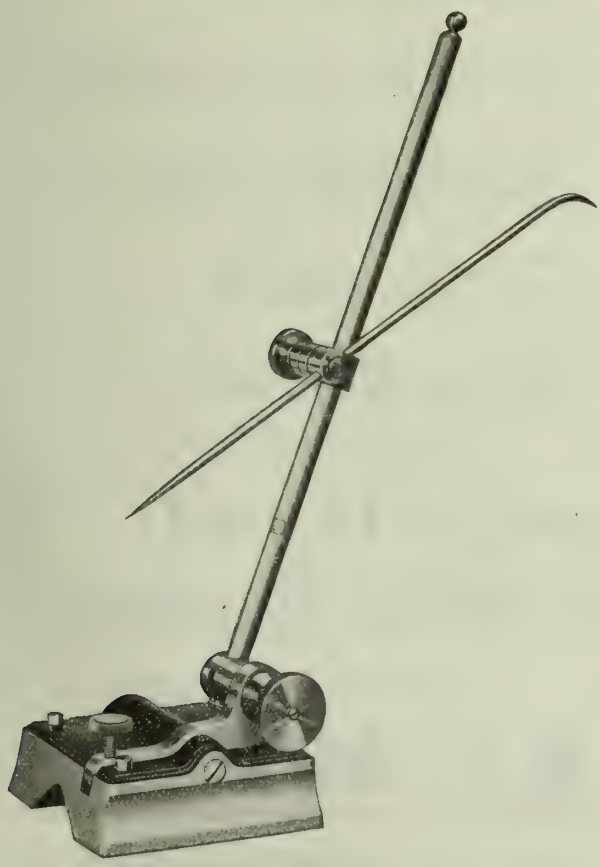
TRADE MARK
REG. U.S. PAT. OFF.

He isn't just anybody. He is a very particular kind of man, and a particular man.

Accuracy is as necessary to his success as quick turn-over, confidence of customers, and good-will are to your success. The surface gages, micrometers, vernier calipers, and other tools he uses must be of the best. Just as the goods you sell must be the best.

So building up the sale of fine mechanical tools is in part a matter of choosing tools of known and dependable accuracy. Tools that stay sold, and not only that, but help to sell others.

We know these facts are not new, but they **are** vital. Write us for Catalog No. 21MA and any other information that you would like to have about Starrett Tools.



The L. S. Starrett Co.

The World's Greatest Tool Makers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-726

If interested, tear out this page and keep with letters to be answered.

HEAVY CHEMICALS

We carry in stock and solicit enquiries either for immediate or future deliveries

Nitrate of Lead	Castor Oil
Litharge	Glycerine
Dry Red Lead	Borax
Orange Mineral	Cream of Tartar
Lithophone	Tartaric Acid
Barytes	Citric Acid
China Wood Oil	Blue Vitriol

We are in the best position to quote low prices and secure prompt shipments.

B. & S. H. THOMPSON

and Company, Limited **Established 1790**

MONTREAL TORONTO WINNIPEG NEW GLASGOW, N.S.

If interested, tear out this page and keep with letters to be answered.

We solicit your enquiries on metals of all sorts---from stock or for import

TIN PLATE

For Immediate Shipment

American Coke Tin-Plate from stock. 95 lb., 100 lb., 107 lb., 135 lb., 155 lb. Sizes, 14 x 20 and 20 x 28. Galvanized—Black Sheets—Tin Plates.

COPPER

Sheets
Ingots

SPELTER

Ingot Tin
Tubing
Brass and Copper

GLASS

Plain and Wired, Rough Ribbed and Figured from Pennsylvania Wire Glass Company.

FANCY GLASS

Figured, Rolled, Cathedral and Mottled, from Chance Bros. & Co., Limited, Birmingham, Eng.

B. & S. H. THOMPSON

and Company, Limited **Established 1790**

MONTREAL TORONTO WINNIPEG NEW GLASGOW, N.S.

Canadian Sales Agents

UNITED STATES STEEL PRODUCTS COMPANY

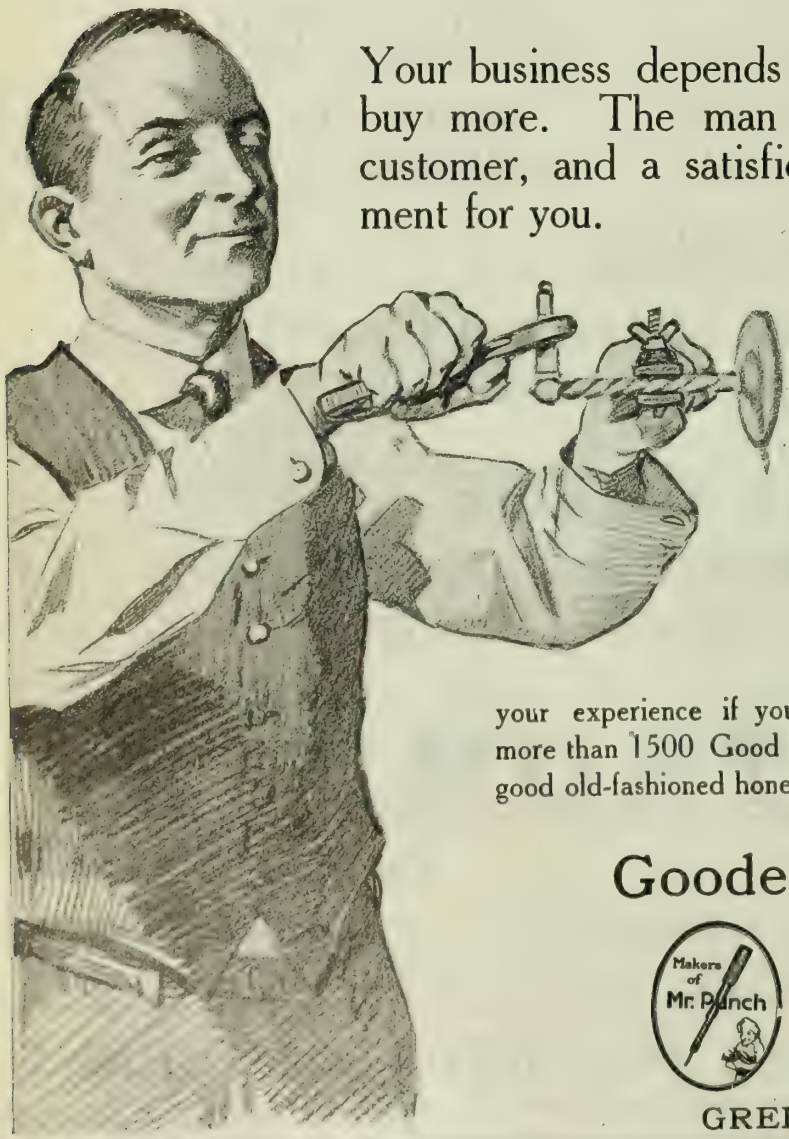
EXPORTERS FOR AMERICAN SHEET & TIN PLATE COMPANY

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

Sell Him Goodell-Pratt Tools and he will come back to buy more



Your business depends on the man who comes back to buy more. The man who comes back is a satisfied customer, and a satisfied customer is a good advertisement for you.

A dealer recently wrote us, "There is satisfaction in selling Goodell-Pratt goods, whether to friend or stranger, as he comes back for more tools, but never to complain."

We thank him for this friendly expression of his experience with Goodell-Pratt Tools. It will be your experience if you, too, would push this line. The line includes more than 1500 Good Tools for all trades, and we build each one with good old-fashioned honesty and care.

Goodell-Pratt Company

Makers of Mr. Punch — Toolsmiths — Makers of Mr. Punch

GREENFIELD, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

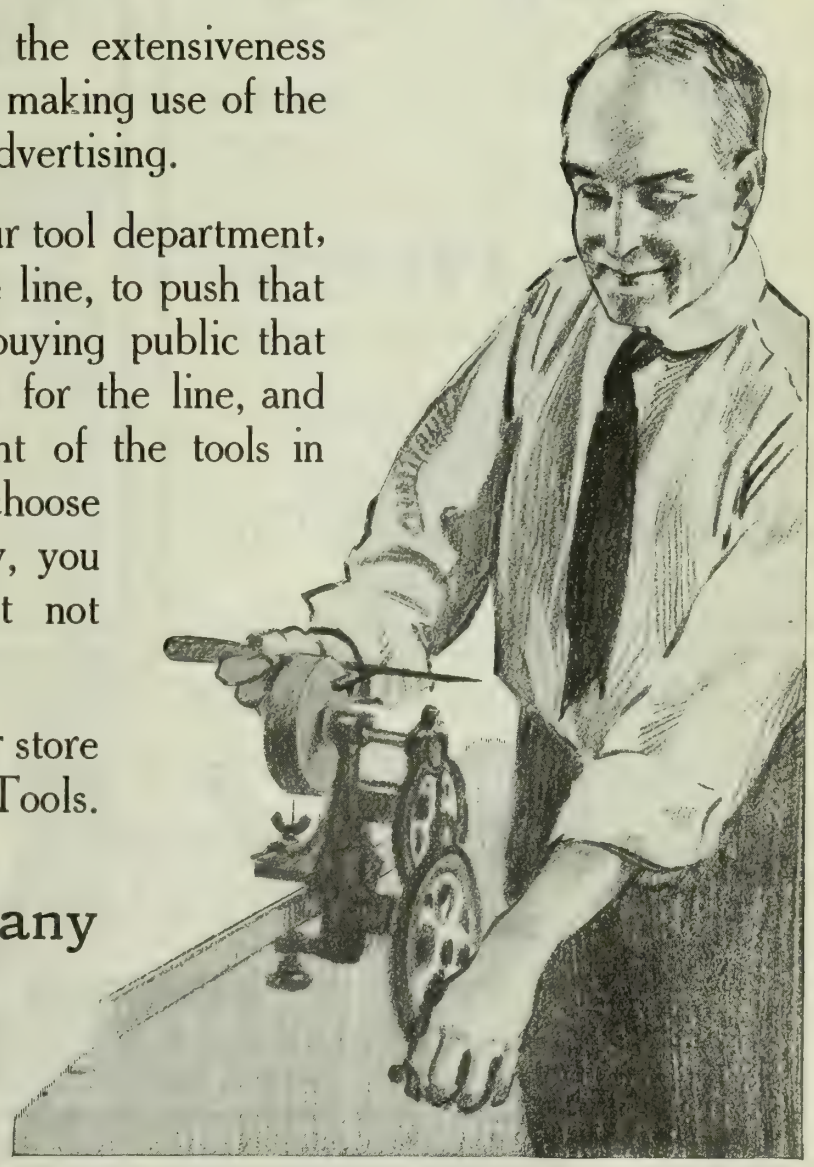
1500 GOOD TOOLS

More Dealers are making their stores the local headquarters for Goodell-Pratt Tools

They are taking advantage of the extensiveness and quality of the line and are making use of the effectiveness of Goodell-Pratt advertising.

To get the best results from your tool department, it is best to concentrate on one line, to push that line, to make known to the buying public that you are the local headquarters for the line, and then to have a large assortment of the tools in stock, ready for the buyer to choose from. To do this successfully, you need a large assortment, but not necessarily large quantities.

Let us tell you how to make your store headquarters for Goodell-Pratt Tools.



Goodell-Pratt Company

Makers of Mr. Punch — *Toolsmiths* — Makers of Mr. Punch

GREENFIELD, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.

PUMPS

That are Good Profit-Makers

Largest Pump Makers in Western Canada

Manitoba Engines, Limited
BRANDON, MAN.

PROMPT DELIVERY

EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasolene and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

Send to Brandon for our catalog

IRON WOOD

Ask Us For

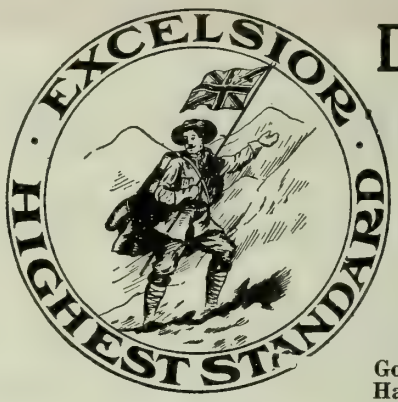
Wrapping Papers

10,000 Rolls and Reams and

Twines

Very large assortment.

Walter Woods & Co.
Hamilton and Winnipeg



Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

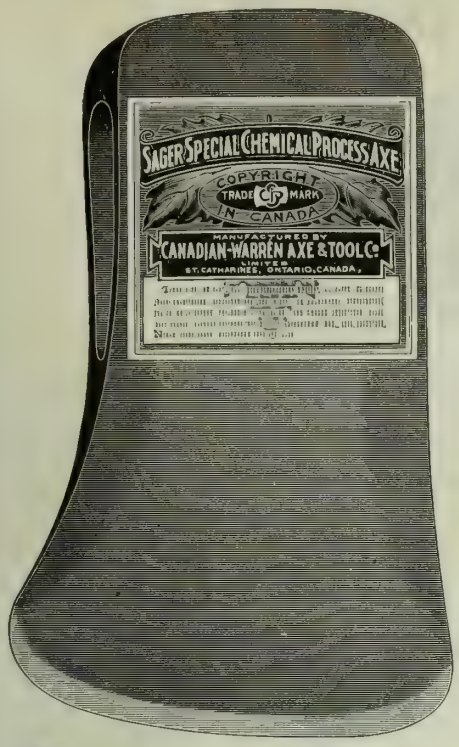
RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

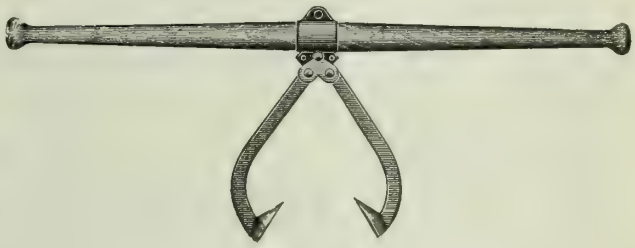
If interested, tear out this page and keep with letters to be answered.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

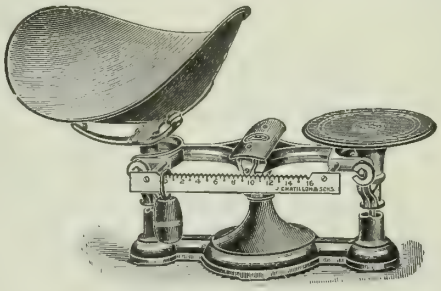
Buck Brothers
Milbury, Mass., U.S.A.

A Timely Suggestion

Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

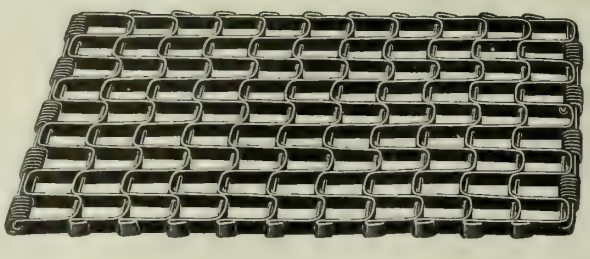
85 Cliff Street New York City

Scale Makers Since 1835.

If interested, tear out this page and keep with letters to be answered.

"Keystone" Flexible Steel Door Mats

Door mats are an acknowledged necessity. The Keystone is superior to any other mat made, yet our list prices are invariably lower than others.

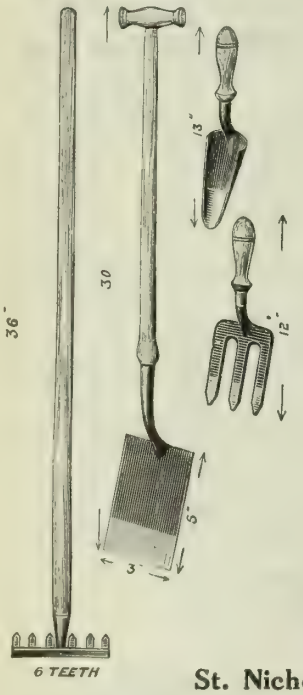


The best mat and at the best price should appeal to you. The Keystone is made in various stock sizes and is also furnished in special shapes and sizes.

Write your Jobber or direct to Us for Literature and Prices

PORT HOPE MAT & MANUFACTURING COMPANY PORT HOPE, ONTARIO

WARD & PAYNE, TRADE MARK W P SHEFFIELD



The Neatest and Best Range of

Garden Tools

QUALITY AND FINISH FIRST-CLASS THROUGHOUT!

A good line to sell from the standpoint of profit and satisfaction.

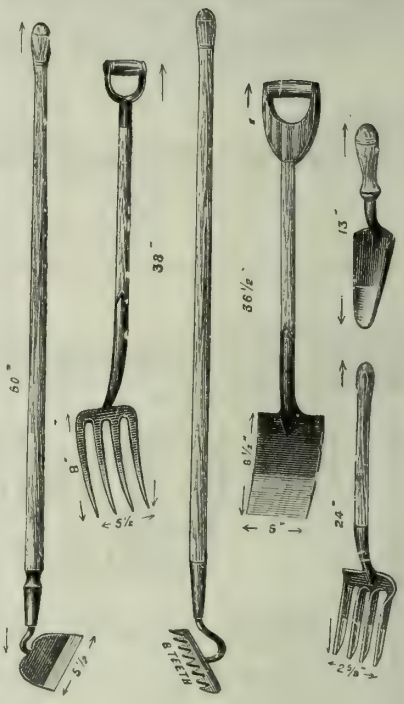
For full particulars, write

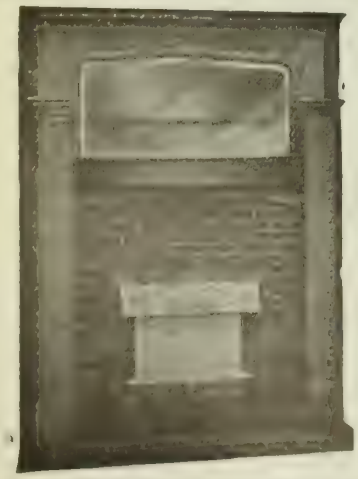
Canadian Representatives:

ALEXANDER GIBB

St. Nicholas Building - - MONTREAL

SHERMAN F. AINSLIE, Spadina Ave., TORONTO





The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

If interested, tear out this page and keep with letters to be answered.

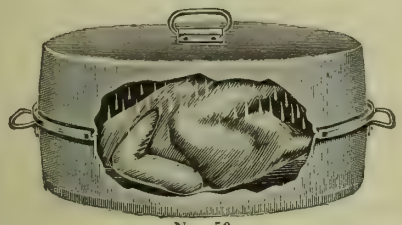
The LOUIS McLAIN Line

The Largest Line of Aluminum Cooking Utensils in Canada

YOU MAKE NO EXCUSES FOR THE McLAIN GOODS

WE GUARANTEE EVERY PIECE WE SHIP OUT

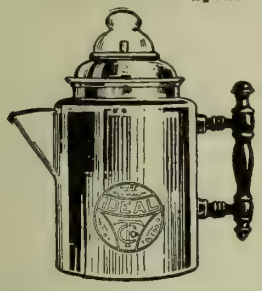
ROASTER



No. 50
SEAMLESS OVAL ROASTER
Beautifully polished. With Buttons on bottom to prevent burning.

PERCOLATING COFFEE POT
Concave
Seamless Welded Spout

PERCOLATING COFFEE POT
Colonial Shape
Seamless Welded Spout



PERCOLATING COFFEE POT
Straight sides
Seamless Welded Spout

OUR FAMOUS CAST KETTLE

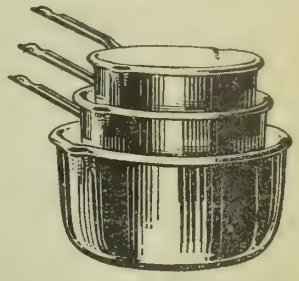
With hinged cover. Patent wood handle. Easy removable. Cast in one solid piece. Will last a lifetime.

THE IDEAL HOME CANNER

No. 20
Holds Sixteen Quart Jars.
More of these Canners sold than all other canners put together. Recommended by Mr. Peck, President Food Garden Commission, Wash.; Mr. Redsford, Secretary National Food Commission, and used by all Manitoba Agricultural College Demonstrators. Get your share of this business.

With or without detachable handles. Cooks three different foods at one time with no more heat than one pan. Capacity each pan, 2 quarts.

LIPPED SAUCEPANS

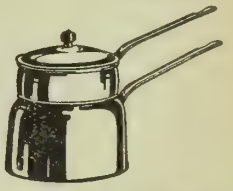


Seamless heavy sheet aluminum.
Beautifully polished.

CASSEROLES

Highly polished heavy sheet aluminum.
With or without nickeled frames.

DOUBLE BOILERS



Heavy sheet aluminum
Highly polished

IDEAL STEAM COOKER

No. 20
Cooks a full meal over any kind of stove all at one time. The greatest fuel and labor-saving device known. Made in the oldest and largest cooker factory in the world, Toledo.

Spun Aluminum, Cast Aluminum, Home Canners, Steam Cookers, Fireless Cook Stoves and Newly Patented Kitchen Specialties.

The LOUIS McLAIN COMPANY, Limited

Write for catalog—We sell to merchants only. WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

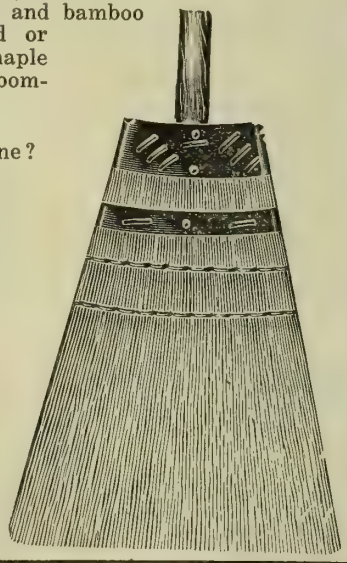
Owned and operated by Nicholson File Co.

Have YOU Seen th New
KEYSTONE METAL CASE STAPLE BROOM

It is standing up fine under the hardest kind of treatment in factories, warehouses and railroad yards. The sturdy, all-corn, or corn and bamboo filling cannot be pulled or broken from the heavy maple handle, and business is booming for our dealers.

Are you stocking the line?

Write for prices, etc., to



Stevens-Hepner Co., Limited

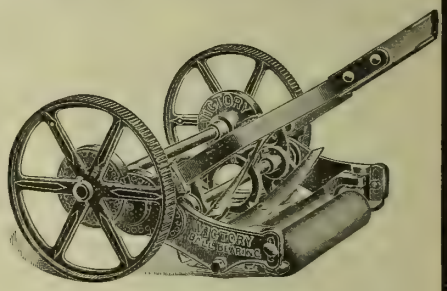
Port Elgin, Ontario

The "Metal Case" Broom is only one of the famous Keystone Brand Brooms and Brushes.

TOWNSEND

LAWN MOWERS

Built Like a Watch



are superior in every feature of design and construction. In strength, durability and high character of work they do, Townsend Mowers have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. Ball Bearings originally adopted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

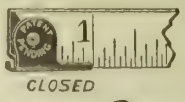
We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

LUFKIN Spring Joint Wood Rules

MADE IN CANADA

The Best Rules



The Quickest Service

Ask about our New Folding Hook Attachment on such rules.
Measuring Tapes and Rules of all kinds.

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

Stocked by the Jobbers

If interested, tear out this page and keep with letters to be answered.

A. C. LESLIE & CO.
LIMITED

IRON and STEEL
of all kinds

FERRO ALLOYS

INGOT and SHEET
METALS

CHEMICALS and
FIREBRICKS

560 St. Paul St. West
MONTREAL

JOHN LYSAGHT
LIMITED

GALVANIZED IRON
"QUEENS HEAD"
"FLEUR-DE-LIS"
"REDCLIFFE"

SHEET STEEL
"SOUTHERN CROSS"
"GLOBE"
SPECIAL GRADES

POULTRY NETTING
GALVANIZED AFTER WEAVING

A. C. LESLIE & CO., LTD.
Canadian Managers, Montreal

MAX QUALITY and SERVICE

Will help you reap the reward of the profitable crop and have satisfied customers.

Stock Troughs ***Tank Heaters*** ***Wagon Tanks***
Portable Corrugated Granaries
Oil Barrels ***Corrugated Slip Joint Well Curb***
Screw Joint Well Casing

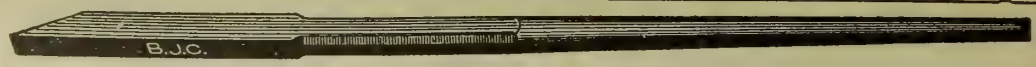
A line developed for the Western Canadian farm trade which has proved its worth by service.

A sample on your floor will bring profitable business.

Winnipeg Ceiling & Roofing Co., Limited
P.O. BOX 3006, WINNIPEG, MAINTOBA

If interested, tear out this page and keep with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

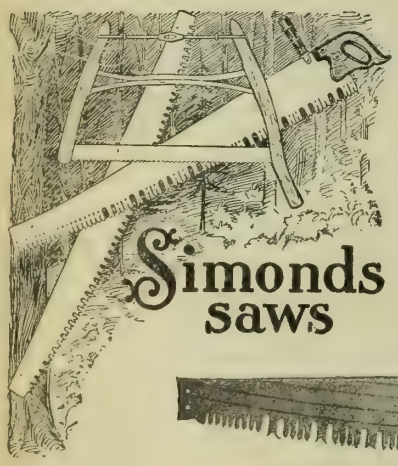
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

No. 10½. Sway Back Hand Saw.

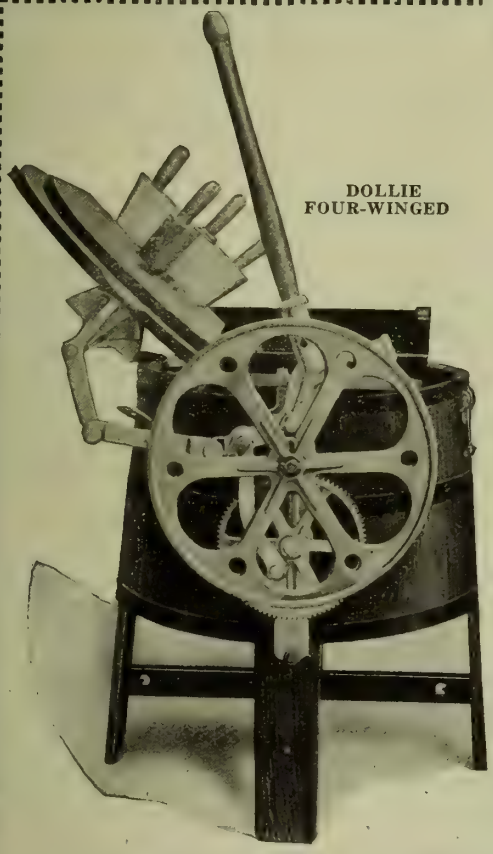
Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

THE EASY-RUNNING BEAVER WASHER

THE "BEAVER"

Just what the Housewife wants



DOLLIE FOUR-WINGED

A household facility that tends to lighten the burden of the housewife is always received with enthusiasm and if it is of real practical worth proves a great seller.

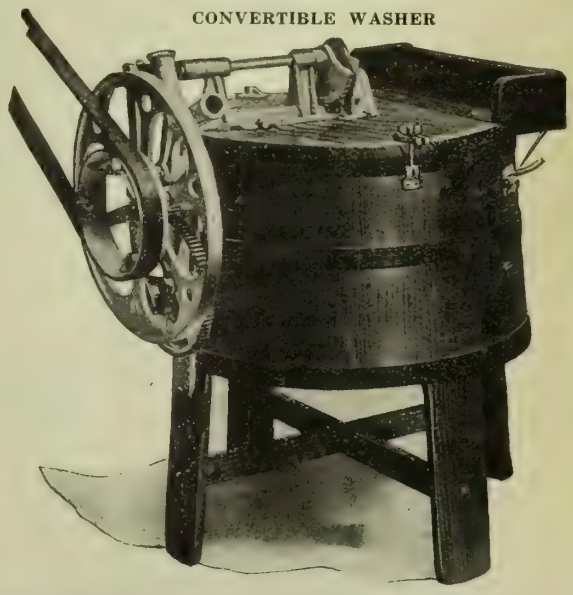
In the "Beaver" Washer you see a machine of genuine worth, a machine that takes the dread out of wash-day for the housewife. For it is so easy-running, that which was formerly an arduous task is made child's play.

And what's more it is NOISELESS. When a mother puts her baby to sleep she can go ahead with her day's washing without fear of awakening the little one, even though it be close by.

The "Beaver" Washer is ideal. Sell it and win friends and new business and make increased profits.

Four-Winged Dollie —Cover open, shows our latest Four-Winged Dollie. Represents another advance in modern washing machine construction.

CONVERTIBLE WASHER



Another splendid feature is the flange pulley attachment for engine drive which makes this washer an ideal power machine still available, however, for hand operation.

Our line of washing machines include—electric, gasoline, water power and hand operated types. Pay good profits—write for prices.

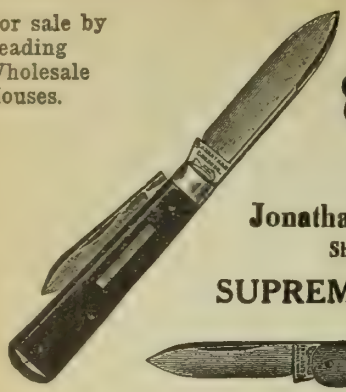
J. H. Connor & Son, Ltd.

Manufacturers of Washing Machines, and Clothes Wringers

OTTAWA ONTARIO

If interested, tear out this page and keep with letters to be answered.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

THE BRITISH ALUMINIUM COMPANY, Limited

OF LONDON, ENGLAND

PRODUCERS OF ALUMINIUM IN ALL COMMERCIAL FORMS

CANADIAN HEAD OFFICE:
60 WEST FRONT STREET TORONTO
Eastern Agents: Spielmann Agencies Montreal

ACME

Dot Embossed Box Strapping

Lacquered to prevent rusting, and the surface is embossed to prevent nails from slipping.
In coils of 300 feet, 20 coils to a case.

For prices and samples write to

Acme Steel Goods Co. of Canada
Limited
Montreal, Quebec

Single Spiral

The World's Best

LEADER

Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABELS For Hogs, Sheep and Cattle

Colored Celluloid "Girdle" Bands

CHALLENGE

SMITH SEALED

Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

The Burrill Celluloid Band

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company
Manufacturers of Cattle Ear Markers and Poultry Leg Bands
SMITHS FALLS - - - - ONTARIO

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our **CUTLERY**

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

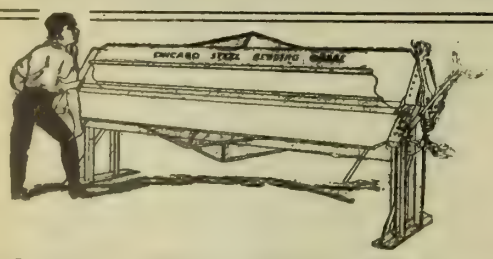
Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.



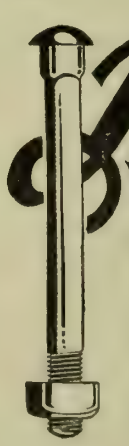
CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.



Bolts

We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

London Bolt & Hinge Works
LONDON, CANADA

If interested, tear out this page and keep with letters to be answered.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds

"Swan" Weather Strip

It Pays to Order Early

Early orders ensure preparedness to meet the first demand of the season—Ensure ability to get all sales in sight when the demand is ripe.

Good Seller, and Why?

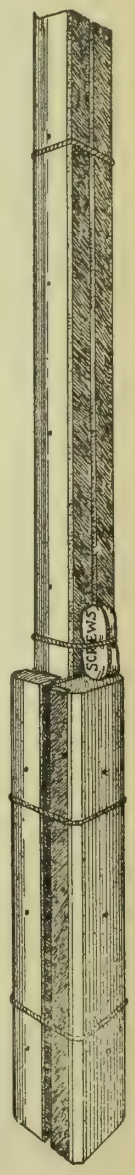
It's the only one of its kind, is superior to common felt and is guaranteed to keep out drafts. It's attractive, durable and cheap.

THE SWAN WEATHER STRIP is made of wood and felt. No rubber that dries out. No metal that buckles. The wood is best quality oak, nicely finished. The felt is manufactured specially of lasting quality.

Conveniently put up in sets complete for one door—7 feet long for the two sides, one piece 3 feet long for the bottom, and one piece 3 feet long for the top. Holes are drilled—nails supplied—no splitting—no trouble—no waste. The most practical and common-sense weather-strip on the market. Wherever it is sold it becomes at once by far the best seller.

Send in your order now.

FOR DOORS ONLY



The Swan Mfg. Co.
Winnipeg, Canada

If interested, tear out this p age and keep with letters to be answered.

THE RESULT OF SELLING A QUALITY ARTICLE

Reputaiton—

is built up by recommending and selling goods that give the greatest amount of service and satisfaction.

When you sell an article that is a disappointment you help your competitor because your customers will judge your other goods by that sale, and will go elsewhere for their next purchases.

Make your slogan "quality and service" and you will surely get the "cream" of the hardware trade, besides high-grade goods do not cost any more to handle, bring you in a large volume of business, decrease your overhead, and increase your profits.

"SPECIAL" SAWSET

MORRILL PRODUCTS ARE THE QUALITY KIND

This is the Sawset that is being used to-day by all progressive carpenters. Any inexperienced person can set a saw with this Sawset as perfectly as the most experienced mechanic.

Send for our catalogue illustrating our complete line of Sawsets, Bench Stops, Nail Pullers, Box Openers, Punches, Seal Presses and Liquid Soap Dispensers.

CHAS. MORRILL
94 Lafayette St., NEW YORK

W. Bruce Morrow, Toronto
Canadian Sales Agent

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

HOUSE NUMBERS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Preston PAPER Baler

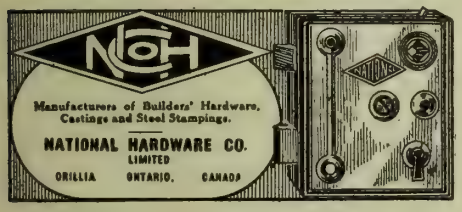
Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

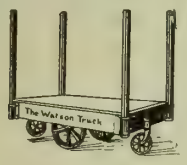
FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



S'rong, Easy-Running Trucks

Made in all styles and sizes. Stocked for quick deliveries. Rubber tired if ordered. Made to order. Also hand trucks. Repairs supplied.

John Watson Mfg Co. Ltd.
Winnipeg

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
135 WILLIAM ST NEW YORK

TANKS

GASOLINE TANKS FOR UNDERGROUND STORAGE

Complete Outfits with Brass Pumps and Fittings, from $25.00 Upwards

Sold on Approval Fully Guaranteed

Write for Catalogue

The Steel Trough & Machine Co. Ltd.
TWEED, ONT.

Atlas 10 Cent Fly Swatter

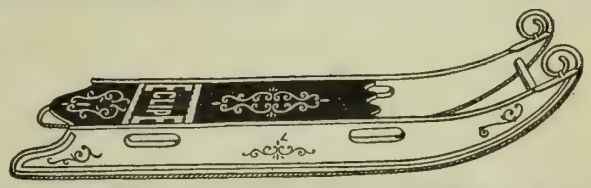
This swatter has an extra long handle — 10 inches. It is very neatly and securely bound with soft green felt — cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible — will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. Also it has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
New Haven, Conn.

A want ad. in this paper will bring replies from all parts of Canada.



STRONG SLEIGHS

ALL SIZES MADE TO LAST

VERY ATTRACTIVE PRICES

J. E. BEAUCHAMP & CO., MONTREAL

Representatives: British Columbia, Hardware Specialties, Ltd., Vancouver, B.C.; Man., Alta., Sask., T. A. Corley & Son, Winnipeg; Ontario, Maritime Provinces and Newfoundland, W. J. Grant, Toronto; British Colonies, Dominion Canners, Ltd., Montreal; South America, W. J. Williams, Buenos-Ayres.

Say you saw it in HARDWARE and METAL

HEADQUARTERS FOR

BRASS CASTINGS

and

SHEETS TUBES COPPER and BRASS AND RODS

Special Sizes Cut to Order from Large Stock—Prompt Shipment

THE BOOTH-COULTER COPPER & BRASS COMPANY, LIMITED

115-121 Sumach Street TORONTO, CANADA

JOHNSTON BROKERAGE CO.

CAPITAL AND SURPLUS $150,000.00 INCORPORATED

Manufacturers

Window Glass

Selling Standard Brands *Carloads Only*

Special attention given to export business.
Large capacity. Best quality. Excellent service.

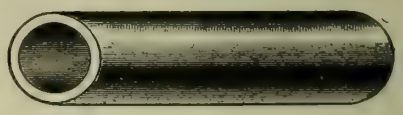
2104-05-06 First National Bank Bldg., Pittsburgh, Pa.

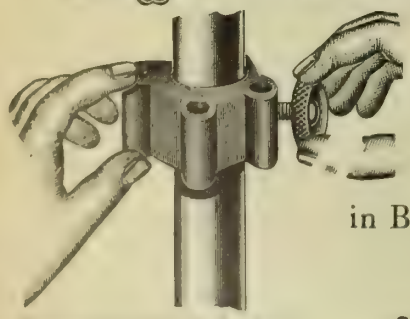
Canadian Office : JOSEPH TAYLOR & SON, Agents, 53 Yonge Street, Toronto

TRADE MARK. W.B.&C.

WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

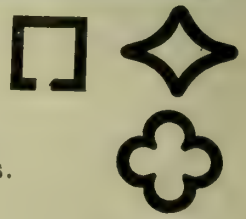




Patent Grip-Tight Socket

Specialists in **TUBES** Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickled Silver, and other Metals.

Over 1000 different sections

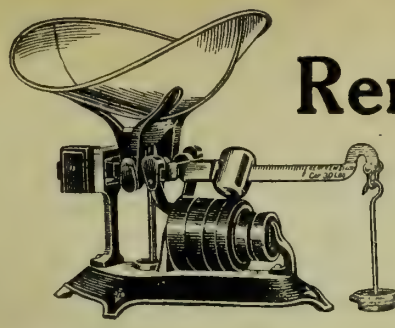


GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. W.B.&C.

If interested, tear out this page and keep with letters to be answered.



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

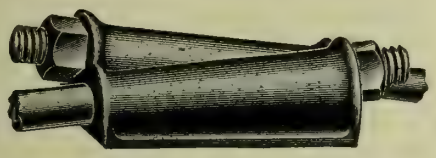
Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

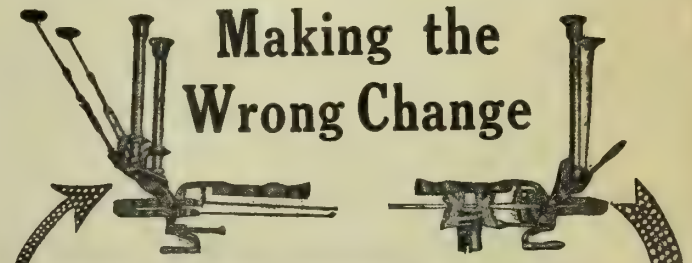
482 Wellington Street, West Tel. Adelaide 1892

TORONTO

5 Queen Street Tel. Main 4308

MONTREAL

Making the Wrong Change



It's done every day, and the chances are you get the worst of the error-making. But you don't want errors; you want accuracy. Will you allow us to send to you, in the form of printed matter, the remedy for wrong change-making. And you'll get some brand new ideas about store keeping. Costs but a post-card for request.

GIPE-HAZARD STORE SERVICE CO., LTD.
97 Ontario St., Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Making Good

Whatever the need for rubber may be, your selection of that need from the Dominion Rubber System products is a sure guarantee for the quality of the article you purchase.

Dominion Rubber System products are made for service. That is our *first* consideration. That is why they "make good" under the severest tests.

For service, value and economy, Dominion Rubber System products will easily be your *best buy*.

Write our nearest branch for prices of the rubber needs you require.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

If interested, tear out this pand keep with letters to be answered.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, AUGUST 25, 1917 No. 34

CONTENTS

Introductory Announcement 121
Suggestions for Fall Fair Exhibits 122
Stoves at Fall Fairs 123
Fall Painting Can be Urged Through Fairs 123
Electrical Goods Make Good Display Line 124
Bathroom Fittings Make Impressive Display 125
Beating Out the M.O. Catalogue 125
Organizing a Fall Stove Demonstration 126
Sporting Goods a Catchy Line for Fall Fairs 127
Amendments to Inspection and Sale Act 127
Naming Fall Prices Good Salesmanship 128
Profit-Sharing Speeds Up Sales 129
Allow Customers to Operate Stoves 130
How to Sell Fall Stove Buyers 131
Fall and Winter Leagues are Profitable 132
Collect Your Bills Promptly 133
How to Develop More Autumn Business 134
Window Displays for Fall Paints 137
Place High Value on Credit 138
Keep the Fall Stock Moving 139
Four Years of Auto Accessory Trade 140
Campaigning for Fall Paint Sales 145
Retailers Cost Accounting Important 146
Community Interest Aid to Paint Sales 147
Keeping Frost From Windows 148
Fall Wallpaper Trade Opens Well 149

Four Hours in the Transformation

From an Unsightly, Non-producing Shelf Arrangement to the New and Attractive Wall Case in Just Four Hours—Presto, the Prince Store Takes on a New Garb Which the Proprietor Claims is a Money-Maker.

"Hello, is that Cameron and Campbell's?"—"I want you to give me an estimate on a new wall case." This was last Spring, and the inquirer was Mr. T. Prince, the proprietor of Prince's Hardware Store at 526 Bloor West, Toronto.

The estimate was given and the order to go ahead was secured. Finally the case, measuring 31 ft. x 9 ft., was reported ready and in four short hours from the time the fittings arrived the transformation was complete and the new case with its scores and scores of metal boxes was ready for the stock.

And a handsome piece of furniture it is—neat, well made, each joint so well made that it is scarcely noticeable.

Those who knew the Prince Hardware Store before, with its long narrow hall-like appearance, its shelves crowded with a conglomerate assortment of original packages would never recognize the same store today which the HARDWARE AND METAL man had the pleasure of inspecting.

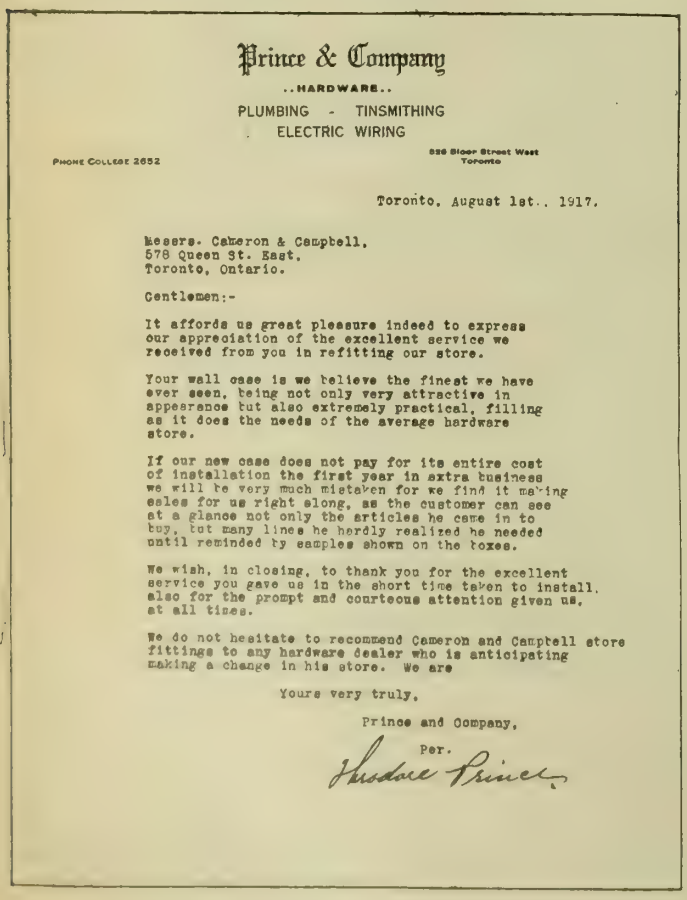
Mr. Prince is a man who is quite willing to give the other fellow his due as you will see by the letter sent to Cameron & Campbell, the makers of the well-known hardware store fittings.

The letter is here reproduced.

Mr. Prince was particularly pleased with the wonderful change the Cameron & Campbell people made in the appearance of the store and claims that he will very quickly get back his initial expenditure in extra business, to say nothing of the great improvement in the service he is able to give his patrons.

The new fixture is to all intents and purposes the standard Cameron & Campbell hardware wall case, but instead of having a few open shelves Mr. Prince has nothing but drawers, or shelf boxes as they are called, these being arranged to best suit his requirements.

Interior of Prince & Co.'s Hardware Store, Toronto, Showing the Cameron & Campbell Fittings.



Prince & Company
..HARDWARE..
PLUMBING - TINSMITHING
ELECTRIC WIRING

PHONE COLLEGE 2652

526 Bloor Street West
Toronto

Toronto, August 1st., 1917.

Messrs. Cameron & Campbell,
578 Queen St. East,
Toronto, Ontario.

Gentlemen:-

It affords us great pleasure indeed to express our appreciation of the excellent service we received from you in refitting our store.

Your wall case is we believe the finest we have ever seen, being not only very attractive in appearance but also extremely practical, filling as it does the needs of the average hardware store.

If our new case does not pay for its entire cost of installation the first year in extra business we will be very much mistaken for we find it making sales for us right along, as the customer can see at a glance not only the articles he came in to buy, but many lines he hardly realized he needed until reminded by samples shown on the boxes.

We wish, in closing, to thank you for the excellent service you gave us in the short time taken to install, also for the prompt and courteous attention given us, at all times.

We do not hesitate to recommend Cameron and Campbell store fittings to any hardware dealer who is anticipating making a change in his store. We are

Yours very truly,

Prince and Company,

Per.

Theodore Prince

For instance instead of having the small drawers, which are used for screws, above, he had them made below the tool display case which is in the centre and well lighted with electricity. This makes less reaching and using the step ladder which is important, as the screw section is in constant use.

The entire fixture is made of quarter-cut oak, except the boxes, which are made of heavy galvanized iron with oak fronts, the metal boxes giving the best possible service.

Another feature of this Cameron & Campbell case is the chisel section composed of a number of drawers, 20 inches long by 5 inches wide and 3¼ inches deep. These will accommodate all sizes of chisels and other tools which being much in demand must be handy. This section is at one end below the ledge.

This ledge, by the way, is made narrow so that the metal boxes cannot be set on it, for they are almost certain to leave scratches. Instead however, there is provision made for the resting of the boxes. Right under the ledge at intervals of four feet are slides which may be drawn out on the same principle as those found in office desks.

This feature is a distinct advantage where the floor space is crowded as it is in the Prince store—the entire store being only 16 feet wide, though it extends back over 75 feet.

The Cameron & Campbell fixture makes it possible for the Prince people to carry a most complete stock in their small store without overcrowding and without interfering with their service which they pride themselves on.

Every box is sampled except in cases where the contents are of such a nature that they do not lend themselves to sampling, in which case a small neatly lettered, easily read card is tacked on the front of the box. In the case of the chisel section, each box or drawer has a small metal card holder into which a card giving description, size, price, etc., is slipped.

Altogether the new fitting supplied by Cameron & Campbell, store fixture manufacturers of Toronto, is a credit to not only themselves but to their clients who are justly proud of the splendid appearance of their newly fitted store.

Mr. Prince is quite enthusiastic about Cameron & Campbell fittings and especially the unexcelled service received from them in the matter of quick installation.

It will pay one thinking of making alterations in their store or fitting up a new store to get in touch with Cameron & Campbell. They will be pleased to give estimates on their standard wall case here shown or on any style of store fixture desired.

Something New for the Cardwriter 150
Doubling Space in Hardware Store 154
Practical Sheet-Metal Work 155
Innovations That Pull Business 156
Some Paint Department Wrinkles 158
Stove Improvements and Innovations 159
Advertising is Not a Waste 161
Retires After Fifty-Five Years 162
In Russia Through the Revolution 163
Value of the Trade Press 167
Conditions After Three Years of War 168
What Hardwaremen Are Doing 169
Editorial Comment 170
Events in the Trade 172
Letter Box 173
Meeting of Dominion Board R.M.A. 174
Wanamaker, Who Has Made Retail Business History 175
What Other Papers Say 177
Weekly Hardware Market Reports 178

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

J. G. LORRIMAN, Manager.
H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

GEO. D. DAVIS, Editor.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Garry 2313.

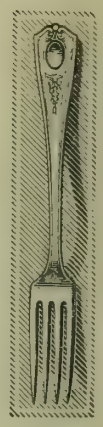
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Patrician Design

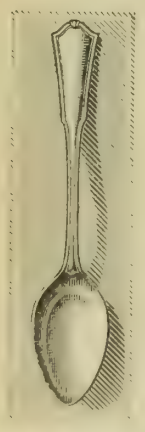
Louis XVI Design



Community Silver Plated Ware

is plated so heavily with pure silver and is so reinforced with silver at wearing points, that it will last beyond one's fondest expectation. It's the line to sell, and to be proud of selling. A Community distributing centre is a quality store.

We also sell *Oneida Community Reliance Plated Ware*



Exeter Design Reliance Ware

A silver plated ware of excellent quality with the additional protection of a pure silver overlay at the wearing surface of the principal spoons and Forks.

We have all Community goods in fine oak cases different sizes.

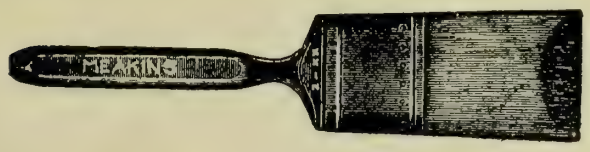
See our catalogue which shows designs

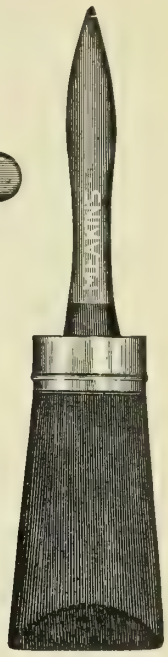
ELECTRIC IRONS, ELECTRIC TOASTERS, VACUUM CLEANERS, CARPET SWEEPERS, FOOD CHOPPERS make up only a few of many other useful gifts we sell.

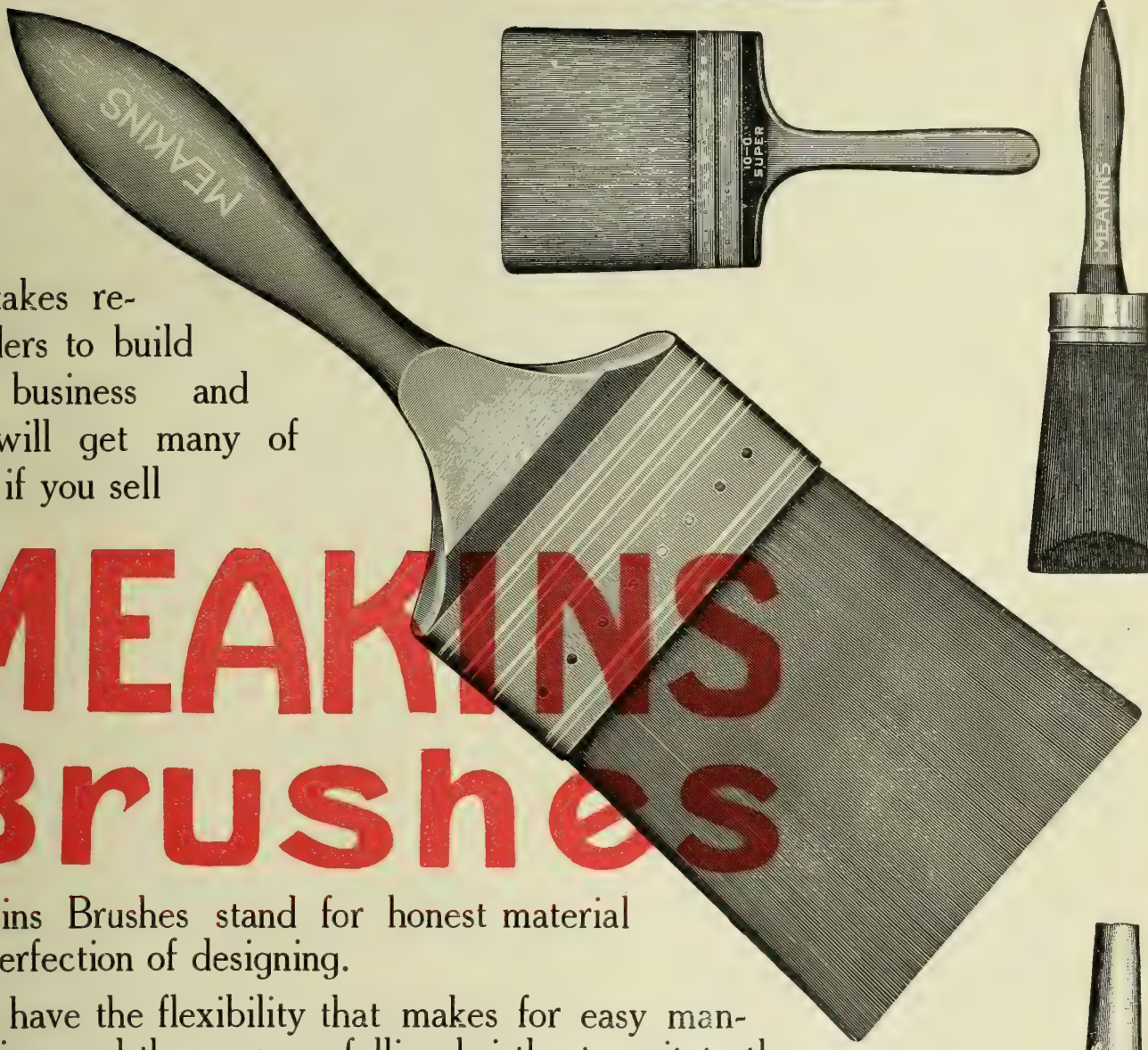
CAVERHILL, LEARMONT & CO.

MONTREAL, QUE.

If interested, tear out this page age and keep with letters to be answered.







IT takes re-orders to build your business and you will get many of them if you sell

MEAKINS Brushes

Meakins Brushes stand for honest material and perfection of designing.

They have the flexibility that makes for easy manipulation, and there are no falling bristles to agitate the user. They assure your customers an extra measure of ideal brush service and they bring a steady flow of *good-profit business* to you.

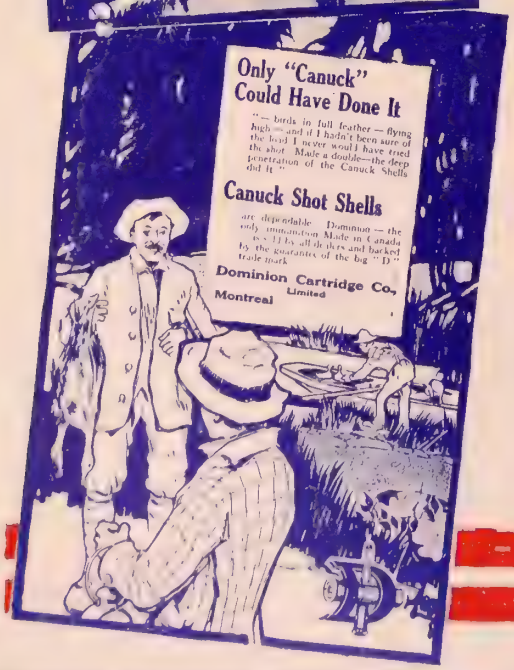
Our catalog shows a very extensive line. Send for a copy, pick out the brushes you want, then order from your jobber.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: WINNIPEG, LONDON, TORONTO, MONTREAL

M & S 1852

If interested, tear out this page and keep with letters to be answered.



These are the Ads

that are creating the ammunition business for your store. Are you making the most of this publicity?

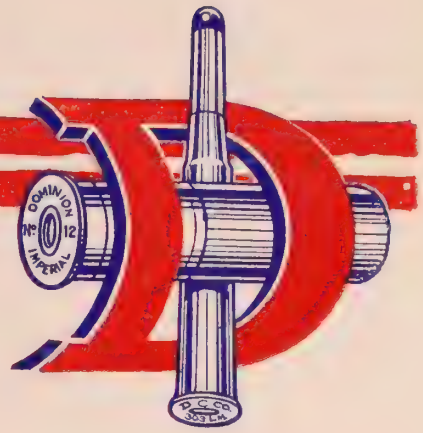
Dominion — the only Made-in-Canada Ammunition—is what your customers want when they ask for cartridges or shotgun shells.

Get in line with the advertising. Stock up for the fall with the full line.

Dominion Cartridge Co., Limited

120 St. James Street, MONTREAL

If interested, tear out this page and keep with letters to be answered.



This
Is the Trade Mark

that guarantees every cartridge and shotgun shell you sell if your stock is Dominion—the only Made-in-Canada Ammunition.

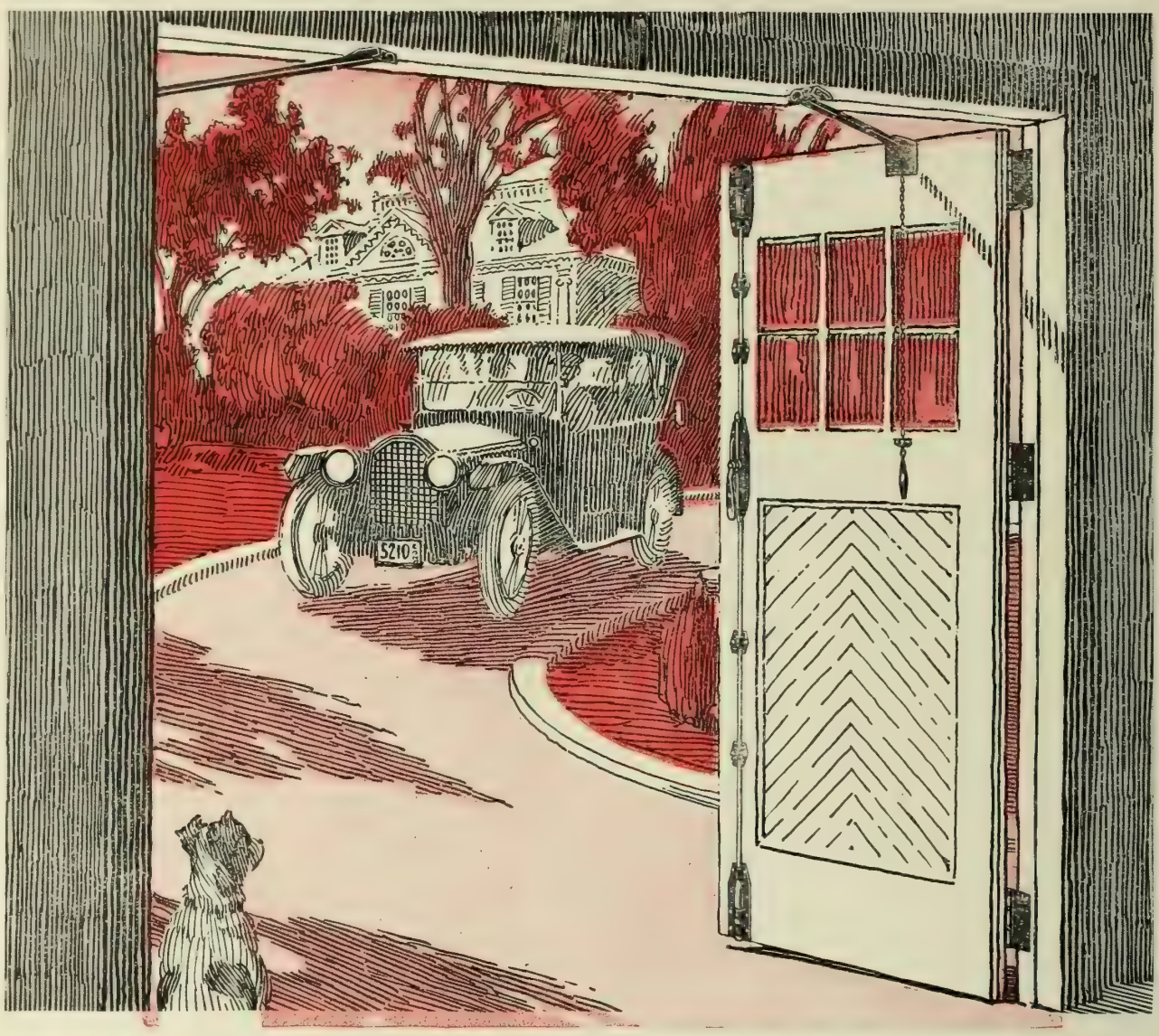
Take full advantage of this backing. It means satisfaction to your customers and better business for you.

Display the big "D" and big business will follow.

Dominion Cartridge Co., Limited

120 St. James Street, MONTREAL

If interested, tear out this page and keep with letters to be answered.



NOW, at this season of the year, when automobiles are in almost constant use, they enter and leave the garage many times daily. When the garage doors are equipped with

Stanley Garage Door Holders, No. 1774

there is no chance for a gust of wind or for a careless employee to send the heavy doors crashing against the machine, causing injury to the car or its occupants. **Stanley Garage Door Holders are a necessity for safety and are an insurance against damages. Send for booklet on "Selling More Stanley Garage Hardware." It's a bit unusual and will earn money.**

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Coristine Building, Montreal

If interested, tear out this page and keep with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, AUGUST 25, 1917 No. 34

On the Following Pages

IN this issue, our 29th Annual Fall Number, we have endeavored to place before our readers a large number of suggestions for increasing fall trade. With the advent of the fall months a change takes place in the retail hardware store. Goods which have been in the background for many months are given more prominence. Customers' needs change, and although there are many all-year-round sellers in the hardware store, the fall trade makes new demands. A more pronounced demand becomes evident for heating and lighting equipment, fall sporting goods, auto equipment and accessories, paint materials, builders' requirements and numerous other lines sold through every hardware store.

There are many customers who always make their needs known. There are many more who have to be sold. There is a great latent demand for many products, which has to be stimulated by the activities of the retail hardware merchants. A certain amount of business will always come your way, but the merchant who wants to make the greatest success must work in harmony with the times in which we live. He must adopt and promote modern sales methods if he desires to successfully compete with the great selling forces which he has to meet on common ground to-day.

The editorial pages of this issue, if read and studied, will furnish many practical ideas for increasing fall trade. They are the ideas of successful merchants. The matter was prepared, not only for proprietors, but also for the sales staffs—the men behind the counter—the men who meet the buying public, face to face.

The advertising pages contain a vast amount of information which should be of real service to the trade during the fall months.

Here is an idea for a booth for the fall fair, where space can be procured in one of the aisles or in a central position in the building.

Suggestions for Fall Fair Exhibits

Stoves, Paint, Sporting Goods, Electric Goods Can be Displayed to Advantage — Big Concerns Make it Yearly Feature—Hardwareman Can Adapt Idea to His Needs—Suggestions for Booths.

THERE is a great untrodden field for the hardwareman to get business through the medium of the Fall Fairs. Here and there some individual concerns have recognized the possibilities of developing trade through this channel. They have engaged space at the local fair booths in their district and made displays of goods that are a credit to the progressiveness of any business concern. But the idea is still in its inceptive stage. That is, hardwaremen have not generally availed themselves of the great opportunities that the situation presents. Now that the Toronto National Exhibition is close at hand very many of the large manufacturing concerns go to great trouble and expense to make attractive displays. Booths are erected that are fitting backgrounds for the goods they handle or manufacture. A great deal of missionary work for the retailer is done in a national way through the advertising done there. Salesmen and demonstrators are present who can talk up the goods with full and complete knowledge of their merits. When certain classes of goods require to be demonstrated in their operation, the most expert workmen of the factory plants are very often given a commission to go down to the "Canadian National" and do their best work at demonstrating. This represents the idea of demonstrations at fall fairs at their best. Some of the finest exhibits are there made. But the idea started at the larger fairs, can be carried with advantage to the smaller fairs. There are numerous lines any one of which the hardwareman can concentrate his attention upon and make just as creditable a showing and demonstration as the manufacturers or dealers.

Hundreds of Fairs Each Year.

There are perhaps hundreds of smaller towns and cities throughout Canada that hold their annual fairs. A list of Ontario fair dates appeared in last week's issue of HARDWARE AND METAL. These fairs are visited by townspeople and farmers who come in from many miles around. It is true many of the smaller fairs are only in progress for one or two days, but the enthusiasm displayed often makes up for the short length of time. There is one fair in Western Ontario that has become known as the place for the annual rendezvous of the farmers for miles around. "I will meet you at ——— Fair," has become the common expression of farmers and farmers' wives who visit those fairs. Often they do not see their friends in the interim between fair and fair, but they make it a point to get there on that occasion at any rate. It is a time for good fellowship when everyone wants to meet everyone else and talk over the doings of the year. It is a time when hardware dealers can renew their acquaintanceship with their customers and win new ones if they are there with a display of the goods they handle. It sometimes happens that the main attractions of a county fair are the sideshows and fakirs. Happily, however, the latter are becoming fewer. Visitors to a large exhibition like that at Toronto, usually find one of their greatest pleasures in looking over the displays in the industrial building. There is no valid reason why the industrial building of the smaller fair should

not be made the point of greatest interest at the fair. It is in the items of trade —the things they are using every day in their homes—that will be of greatest interest to the visitor at the fair. New goods or new methods of doing things are always a source of renewed interest.

A Case in Point.

As an indication of the way one fair was made to produce results, the instance of two merchants can be cited. A hardware merchant and a clothing merchant located in a medium-sized city went to a fair at a small town some ten miles away. They hired a coupe of lorries to take their display of goods, and erected tents on the grounds in which to exhibit their lines. The hardwareman, with his display of stoves, sold ten stoves to the farmers of the district, while the clothing merchant took orders for twelve suits of clothes and secured a five-dollar deposit on each suit. Both merchants did a good day's business in addition to securing what they had primarily intended to get—publicity. The farmers of the district seemed to appreciate the interest the merchants had taken in the fair. And stoves is not the only line that the hardwareman can exhibit to advantage. There are such items as roofing, paints, cream separators, electrical goods, washing machines, housecleaning materials, auto accesories.

STOVES AT FALL FAIRS

ONE of the popular lines at Fall Fairs naturally is the exhibit of stoves. They make a neat display and the women are always greatly interested in them. Herewith are reproduced actual photographs of stove displays that have been put on by stove concerns at one of the large Exhibitions. Reference thereto will at once convince that such an arrangement could hardly help but make an appeal to the visitors at a Fall Fair. It will be noted that the stoves are arranged on small platforms. There is no railing to obscure the vision of the passing visitor to the fair. There is a sort of standing invitation with the wide-open nature of these exhibits to step up and examine them. Of course, not all hardware stores could make such an elaborate display as the ones in question. The idea of arrangement, however, could be carried out to advantage. In No. 2 exhibit, it will be noted that an exhibit of the roasting and cooking qualities of the range are being demonstrated. Besides the tasteful arrangement in this display, one of the features is the use of the window cards or show cards. These cards transmit the salesman's message to many visitors who are not personally interviewed. Furthermore, they whet the interest of the prospective buyer.

Another feature that gives this style of display an attractive appearance is the use of palms and ferns for the purpose of decoration. It is advisable to have a good salesman in charge of the stove exhibit at all times. Very often when it is anticipated that a large crowd will be on hand, the merchant can arrange with the manufacturer to have a factory representative present.

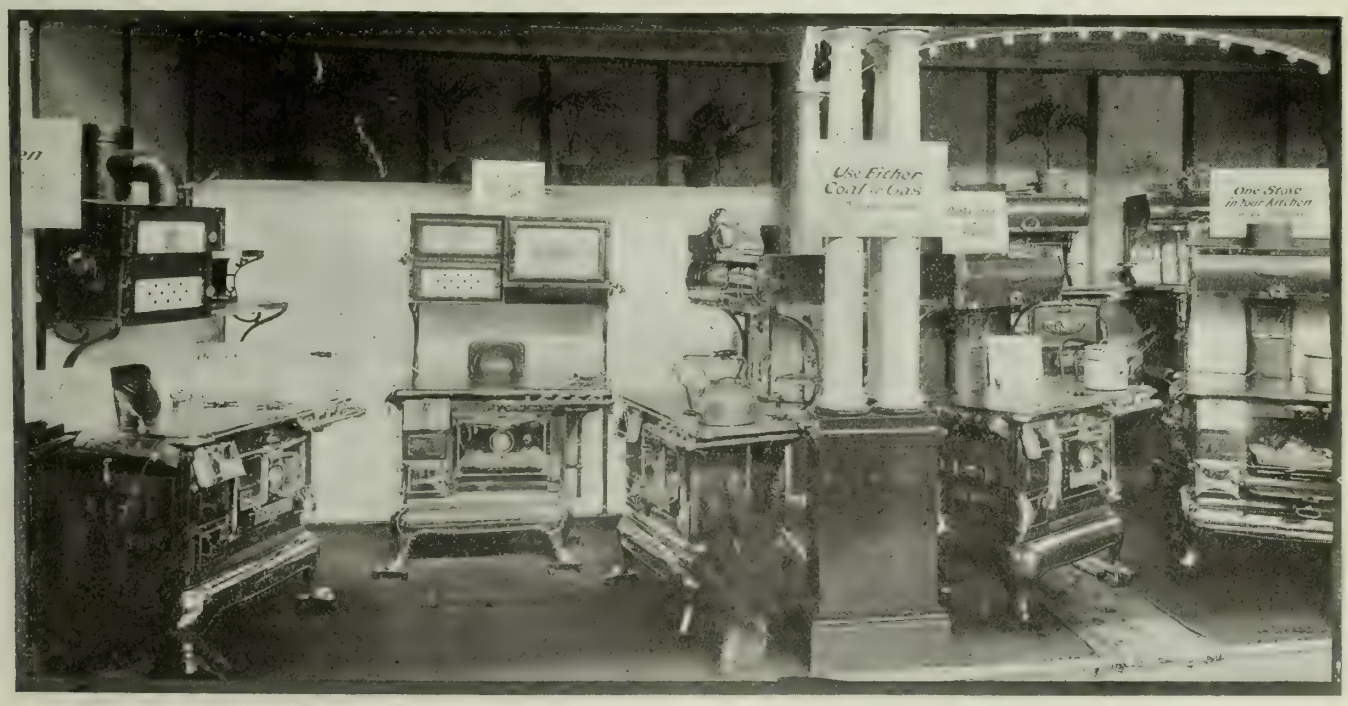
While it is the usual custom at Fall Fairs to serve biscuits and tea, a Western Canada hardware firm on one occasion served toast and coffee to adults. For weeks afterwards this firm stated their customers would ocasionally remark about the toast and coffee served at the fair. Even two months after the fair was over, a woman went to the store and asked to see a range similar to the one used at the fair for making toast. After telling the woman the meritorious features of the range the salesman succeeded in making a sale. The instance goes to show that while sales may not result immediately still a lasting impression is made by the fact that an exhibit was put on at the fair.

Two points are desirable from the standpoint of the exhibitor, namely, to see that a good location is selected in order that the display might be easily seen. The firm name should be given prominence at the display and should be printed on all advertising matter handed out at the exhibition. A further point that goes without saying is the desirability of always having the stoves clean and free from dust.

FALL PAINTING CAN BE URGED THROUGH FAIRS

Establishment of Booth at Fall Fairs Will Impress the Advisability of Painting at That Season—Surfaces Have Then Become Thoroughly Dry and Susceptible to Absorbing Paint

THE spring is considered by some people the most favorable time for painting operations. But the past spring was wet and the volume of painting could not be done that might otherwise have developed. When the favorable



The above shows how a good display can be made in a compar atively small space. The liberal use of show cards has added greatly to the value of the display.

weather of summer came people were busy with other things and decided to leave painting until some time in the future. But it should be remembered that the lumber and timber in any building is vastly more in need of a protecting coat of paint throughout the winter and early spring than at any other time in the year. With the winter storms melting snow, sleet, moisture and frost are driven into the crevices and pores by the heavy winds prevalent at these seasons. These seasons are characterized by a minimum of warmth and sunshine with which to thoroughly dry the timber when it becomes saturated. Dampness of this sort is given an opportunity to develop rot, fungi and other disintegrating influences in the otherwise unprotected pores of the wood. The hard driving winds of these seasons are permitted to exercise their maximum abrasive influence upon these exposed surfaces. A good coat of paint applied in the fall protects and repels all of these destructive elements. No mechanic can prepare a better surface for painting than a summer sun, so far as removing moisture and drying up the natural saps. In the fall the lumber becomes thoroughly seasoned, the surface and body are completely dried and the pores of the wood thoroughly opened, rendering it absorbent and receptive to the preserving liquids of the paint. They are equally receptive to moisture, and if the preserving paint does not get there first the moisture will, with all its detrimental results.

Facts Should Be Made Known

There is no better way nor time to make these facts known than through a display of paints at the fall fair. When visitors see a practical exhibit and have the desirability of painting drawn to their attention there is a good field for further sales. Some exhibitors will even paint the interior of their booth with their line of paints in order to show it off to advantage. There are many artistic possibilities of arrangement for a paint booth. And there is usually considerable advertising material in the shape of window cards and other printed matter available through the manufacturers. Paint should make a good line to display at fall fairs.

ELECTRICAL GOODS MAKE GOOD DISPLAY LINE

Visitors at Fall Fairs Will Be Interested in Examining Modern Appliances for Using Electricity—Toasters, Heaters, Ranges, Flashlights, Grills—Make Fine Line to Exhibit

NOW that "white coal" has more than ever been brought within the range of people living in country districts there is every reason that the hardwareman should make a massed display at the fall fairs of the various electrical lines which he carries. They are lines that permit of an attractive arrangement. Such goods are coming more and more to occupy a greater space in the average hardware store. An idea for a tasty arrangement is given in the accompanying illustration No. 3. The idea embodied in this booth could be applied to many lines carried in the average hardware stock. Wallboard or some such material could be used for the walls of the booth. The building of the fence or railing is a matter of taste for the exhibitor to decide. An equally effective display could be made without it. It will be noted in the illustration in question that a rug has been placed on the floor. Small tables contain the various lines manufactured and a desk and one or two receiving chairs for visitors make up the remainder of the furnishings of this booth. As will be noted the arrangement is simple and easy to carry out but at the same time very catchy in appearance. Two small tree plants give a further touch of attractiveness.

Hardwaremen have for some years considered that electrical fixtures is a line which they have every reason to make a part of their stock. Displays at fall fairs is, one of the effective ways of getting before the public.

How To Get Business

There are many ways of going after the business and each in its sphere is good. There is the special window display at the store, the house to house canvass for trade, newspaper advertising. One enterprising merchant watches all the advertisements in the papers. To all inquiries for houses to rent he sends an attractive circular with a letter telling of his stock of fixtures and of his fitness to handle the work. This merchant makes a specialty of a six-room set at a stated price, which is a popular seller. Repair work and wiring of all kinds can be undertaken if the merchant engages an electrician to do all his work. And one good workman can do a lot of work. With the extension of electric light lines into country districts there is a need for the hardwareman to carry a fairly good stock where this demand is likely to develop. If a display large enough to make an impression at a fall fair is carried he stands a very good chance of getting considerable business therefrom. Much of the trade goes to large centres at the present time because the purchasers feel they can get better prices and a wider range from which to choose. This is often imaginary, the small town dealer could give as good service and prices. There is no better place than at the fall fairs to impress upon the community that they can get a good range of electrical fixtures and at reasonable prices right in their own neighborhood.

Another suggestion for a display at the fall fair showing stoves on an elevated platform. This is a large display but the idea could be worked out on a smaller scale.

BATHROOM FITTINGS MAKE IMPRESSIVE DISPLAY

Hardware Merchant Who Does Not Retain Plumber Permanently Can Make Trade in Fittings Worth While —Fall Fair Is Good Place to Get Fact Before Public

THE question is often asked whether or not a retail hardware store can successfully carry bathroom fixtures and fitting when a permanent plumber is not retained. Unfortunately for the plumber in the average sized town and fortunately for the hardwareman the former in many cases does not attempt to push the sale of high-class fittings. There are a few plumbing concerns doing a large business in bathroom fittings but the number is comparatively small when the total number of plumbers doing business is taken into consideration. An instance of the way this trade is developing with the hardware store is in the experience of one retail merchant who was induced to put in a small stock after the traveler for the plumbing supply house had canvassed the plumbers in the town and had failed to land them for an order. He went to the hardwareman and induced him to put in a small stock. When the goods arrived, the merchant did not leave them in the original packages and store them away behind his counter or place them on shelves with other goods. He immediately price-tagged each piece and made a window display of the whole assortment. A sufficient number of sales was made from that display to demonstrate that there was a need for such goods. So he decided to keep the goods prominently displayed, and to this end he constructed a wall cabinet at the front of the store and lined it with black cloth. A black background shows the nickel finished goods up to excellent advantage. Now the fall fair is an excellent place to get these goods before the public. The display could possibly be made in conjunction with some other line carried. It is well, however, not to make the number of lines displayed too comprehensive as such a method loses in value by failure to make the customer concentrate his attention on any one particular line. Attention given whole-heartedly to one line will frequently net more results than displays of half a dozen different lines. The customer will remember long after the fair is over, that his hardwareman made a display of bathroom fittings at the fall fair.

Beating Out the M. O. Catalogue

Successful Arguments For the Hardware Dealer in Combatting Mail Order Inroads on Fall Stove Business—Mail Order Buyers Easily Disillusioned With Good Advice.

THE approach of the Fall season of another year again brings around conditions of trade involving problems which have to be faced by the retail hardware merchant. With the advent of the stove season, dealers of all classes commence vying with each other in their endeavors to sell stoves, and, while stove selling is very interesting, and can be made a source of great pleasure for the real salesman, it is necessary that he know how to face the problem of mail order buying of stoves, for the experience of established hardware merchants has been that the customer who is accustomed to buying goods by mail is one of the hardest personages to deal with from the standpoint of stove selling.

One dealer whose business is located in a good-sized town, in an agricultural district, where the farming element and the townspeople frequently patronize the mail order houses, describes the situation, and points out the strong features of the system which, while offensive to the town dealer, can be met in the majority of cases with sane argument. He states that nearly every farmhouse has its three or four hundred page, handsomely illustrated, mail order catalogue of everything which could possibly be required. It is conveniently hung where it commands frequent reference, and it is a comparatively simple matter for parents and children to look through the catalogue, select articles required of clothing, shoes, or a multitude of other things and send their money and orders into the large city emporiums. Careful details are given and appealing prices are offered, and the mail order houses take care that the parcels are delivered in absolutely satisfactory condition, for that is a big element in the success of the system. It is their keen desire to please customers, particularly on initial orders, and, contrary to some opinions, the mail order houses are in most cases out to give the utmost satisfaction and service at minimum charges.

Where the Stove Comes in

Satisfaction with clothing orders and other similar branches encourages going further afield, and here is where the stove department in the local hardware store becomes affected. Good service has been given in the past—the catalogue still hangs very conveniently—and when a stove is wanted it requires little argument to refer to the book. Townspeople and farmers' wives alike have the same tendency to consult the mail order catalogue when stove buying time comes around, and are easily influenced by the splendidly illustrated samples of stoves as shown.

There is admittedly one redeeming feature about these mail order buyers, however, and that is when they come to buy a stove—which is not very often—they usually consider the matter of sufficient importance to first consult the local hardware merchant. If such is the case, he has an opportunity to make a sale if he has good salesmanship abilities and knows the mail order system. The first thing is to find out whether the customer is interested in stoves known to be handled by the mail order houses, and, if so, to assemble sufficient weighty arguments to disillusion him.

Arguments Against Mail Order

The experience of one dealer in the meeting of mail order buying of stoves, and the arguments he employs, are given herewith, and are of undoubted value in dealing with such cases. He mixes up the points or combines them according to the necessity.

SETTING UP THE STOVE. — The first argument employed deals with the setting up of the stove, and it is a valuable point to indicate that the local hardware dealer will set up the stove in the home to which it is going without extra charge, and will see that the stove is in working order before the job is considered finished. The mail order house does not do this.

DELIVERY.—The question of delivery is also an important one, for when purchase is made from a mail order house the stove is very often not delivered for two or three weeks, and frequently necessitates considerable communication in an endeavor to hustle it along. The local dealer can deliver the stove the same day.

CONDITION ON ARRIVAL. — Very often too it is found that stoves delivered by freight are the worse for it and frequently arrive in a broken condition. If such is the case it requires considerable time to arrange matters to the satisfaction of the purchaser and the railway company, and in the meantime the mail order house has the money and the customer has not got his stove.

BUYING WITHOUT SEEING.—Another big argument against mail order buying of such articles as stoves is that the customer is buying something he has only seen in print, and in many cases arrival of the actual goods brings considerable disappointment. In the local store the stove is seen before it is purchased and there is no chance of disappointment when the stove is set up in the purchaser's home.

RUST.—There is also considerable danger of the mail ordered stoves arriving in a rusted condition due to exposure in transit, whereas the stove from the local dealer is sent out in perfect condition

DEFECTS IN CONSTRUCTION.—It is possible that any stove may prove defective or not be found to work properly when set up, but where the stove is purchased by mail order, such a case requires a great deal of communication in order to

straighten out the matter with the mail order house, and it is not the easiest kind of a matter to deal with by mail. In most cases the local dealer will accept responsibility for the condition the stove is delivered in, and will relieve the customer of all such trouble.

EXPENSIVE CARTAGE. — In the small town or country district the purchaser is under the necessity of arranging for cartage of the stove from the depot, thus entailing expense, worry and trouble. Then there is the trouble of uncrating the stove and erecting its fitting pipes, etc., difficulties which are attended to by the local dealer when he sells a stove.

REPAIRS.—The question of repairs is also a big one, and where a stove bought from the mail order house requires repair, considerable correspondence and occasionally trouble is required before the difficulty is corrected. Where a stove is bought from a local dealer, repairs can be secured on short notice without annoyance to the customer. Then in the matter of pipes, the local dealer sees that such are properly fitted and ready for easy connection as compared with the condition in which stove pipes are delivered from some mail order houses.

Patronize Home Trade

The above arguments are in addition to any which might be advanced on the grounds of patronizing home trade, not so much on the grounds of personal favoritism as on the conditions and arguments outlined above, wherein the purchaser is decidedly better off to buy from the local hardware merchant.

"I think I can truthfully say that I have never yet lost the sale of a range to a would-be mail order buyer on whom I have used the above arguments," says the dealer who uses the above points as a successful combination in fighting the mail order competition. He advises dealers to have confidence in the line of stoves carried and to regard the matter of selling stoves more as a pleasure and worthy of considerable interest. The arguments advanced can be used altogether apart from dealing with mail order house competition as well, and have proved to be very effective under any circumstances.

Organizing a Fall Stove Demonstration

Carefully Selected Mailing List For Circular Letters—Announcement Through Local Papers and Calls Over Telephone Are Some Means That Can be Employed to Announce It.

HARDWAREMEN in many parts of the Dominion have by actual experience proved that demonstrations of stoves help greatly in their sale. Given the will and desire to have a demonstration, it is essential to have a basic outline as to the way the demonstration can be organized to net the best results. One of the many things that help to make a demonstration successful is the way it is announced to the public. First—There is the invitation and announcement through the columns of the local newspaper. Second—and one of the methods which has been proven to give good results—is the announcement through the letter circular. And third—There is the invitation that can be extended personally over the telephone or to customers in the store. Once it has been decided to put on a demonstration nothing should be left undone to get the fact before the people.

It is a great advantage to the hardwareman to have a preferred mailing list to whom he can mail letter circulars. In organizing a demonstration in one of the Ontario cities a hardwareman made use of the voters' list, the city directory and the telephone directory, both rural and city. A neatly printed card of invitation was enclosed with the circular letter telling about the demonstration. The day on which it was to be held was announced and a cordial invitation extended. Care was used in getting up this mailing list,

View showing Demonstration in Progress in Elliott's Hardware, Brantford, Ont. This demonstration was well advertised and many attended from different sections of the community. It was very successful and brought results.

as the item of expense in mailing them out is not inconsiderable. Besides, it cheapens the announcement to throw them around indiscriminately. It is better to have a mailing list of two hundred good prospects rather than to have five hundred names, among whom there might probably only be a hundred prospects. This list is a valuable asset for future use once it has been compiled.

Announcement Through Advertisements

One hardware company that recently put on a demonstration carried on a campaign of enlightenment for several days prior to the demonstration through their advertisements in the local papers.

"Monday, Tuesday and Wednesday we are at home to our numerous customers and friends. Tea, hot biscuits, etc., prepared by the ——— cook stove will be served each afternoon. Come in and inspect our store on this occasion," is the way one advertisement was worded. Another advertisement reads: "This ——— cook stove will bake biscuits, etc., for all who call on April 10, 11, 12, *Monday, Tuesday, Wednesday. Hot biscuits and a cup of tea will be served and we trust everyone will call and see our new premises and see what the cook stoves will do."*

Utilize Telephone

One concern, not content with announcement through their advertisements, requisitioned the telephone and turned it to good use on the day preceding the demonstration. Almost the entire list of subscribers in the local telephone directory were called up and a personal invitation extended to the housewives to attend the demonstration. The telephoning consumed almost an entire day, but it was considered by the concern putting on the demonstration to be well worth it. It gave a personal touch to the invitation that was appreciated by those receiving it.

Should Have Suitable Section

For a demonstration such as stoves, it is well to have a separate part of the store set aside for that purpose. Various places can be utilized. For instance, one concern had a room on the second floor at the rear of their building that was away from the stir of customers in the store proper. Another concern had the demonstration right in their show window, with some of the stoves standing adjacent to the window on the store floor. Usually those who have had the space to place the demonstration in another section of the store have found that better opportunity was given to show the stoves to the prospective customers when they came in. Being away from the stir caused by the eddying to and fro of customers in their pursuit of other goods, there was better chance to explain more fully. A chance for greater intimacy was also engendered.

Services of Demonstrator

The general practice is to have a woman who can bake biscuits and make tea look after the luncheon part of the demonstration. When a sample of the actual work of the stove is given, the argument is an eloquent one—if the biscuits turn out all right. Furthermore, some of the stove concerns will often cooperate with the dealer in sending one of their experts to assist in the work of explaining the good points. This is a big help, because there can then be no fear that some of the salient points may be overlooked.

Fall Fairs Good Place

One of the excellent places at which a demonstration can be carried on is at the fall fairs. It is good practice to follow up demonstrations made in the store by similar ones carried on at the fall fairs. The length of time that it is advisable to keep these demonstrations going varies. Those that have been held in the past range from one day to six days' time. Opinion in some instances favors the longer period, but much depends on the character of the community. In some sections one to two days would be sufficient, if concentration of effort were made at getting the people to attend on those days.

SPORTING GOODS A CATCHY LINE FOR FALL FAIRS

Many Possibilities in Shape of Canoes, Motors, Fishing Tackle, Guns and Ammunition—It is an Incentive to People to Take Their Vacation or Hie Away on Few Days' Hunting Trip

About the time that the fall fairs are in full swing, people are in the mood for having a little outing of some sort. Those who have not had a vacation during the hot summer months feel the need for a break of a few days in the ordinary routine. Farmers are then finished with the harvest work and they can take a day or two off before they get into the root crop harvest. Other people who live in the vicinity of water courses might be induced to take to canoeing or motor-boating if a line of small detachable motors are carried. A telling display of fishermen's supplies can be arranged after some such manner as the following: For the back of the booth, large circle cut-outs can be arranged, possibly cut from wallboard and covered with sateen. Panels can be arranged at either end of this circle. On these circles and panels can be displayed a selection of fishing tackle, including lines, rods, flies, minnows, spoons and baits of various kinds. The centre of the large circular board could be cut out and a smaller circular display board hung in the centre. On this centre board, a display of pocket cutlery could be shown. Leaves and branches could be used to fill in the space at the top and would give touch of the fall atmosphere. A novel feature that might be introduced is a large tank of water, in which live fish were placed. On this water, a canoe could be placed. In the water goldfish or some other kind of fish could be placed. This idea was used by a Western hardware store in a window display of fishing tackle and sporting goods. It is somewhat elaborate, but makes a very attractive display. The floor around the tank was covered with moss and stones. Camp stools, paddles, thermos bottles, minnow pails, fish baskets and other articles could be placed at either end of the tank.

An increasing popular line is the detachable row boat, motor or engine. These motors can be sold from a sample. There are two good prospects for this class of goods, namely, the men who spend their week-ends on water courses and the man who has a home and family in the country. But where there is water, there is always a possibility of developing the trade.

Amendments to Inspection and Sale Act

Some Provisions That Will Require Some Marked Changes—Must Bear Name of Packer, Weight or Count and Date of Packing or Entail Heavy Penalties

BILL No. 210, an Act to Amend the Inspection and Sale Act, had its first reading in the Dominion House on August 2. It contains some very important provisions. "Every can, carton, bottle, box, barrel, wrapper, package or receptacle of whatsoever description" when it is in its original or unbroken state shall be plainly marked with the name of the filler of the container, or where the operations are conducted by an incorporated company with the name and address of the Company.

The package must also bear the name of the article contained and the net weight in Dominion Standard Avoirdupois weight, or the measure in Dominion standard capacity measure, or the numerical count of the enclosed product. It shall also bear upon the container the month and year when the container was filled.

The penalty for selling or having in possession for sale a container not so marked is a fine of one dollar for each container in possession not so marked in addition to a penalty of $25 for a first offence and $100 for every subsequent offence.

It is expressly stated in the Act that it shall not apply to articles manufactured or packed for export. The burden of proof that the article is packed for this purpose lies with the manufacturer.

Nor shall this Act apply to "any article that is weighed, measured or counted into any container at the time of sale, in the presence of the purchaser."

The Act shall not apply to "fresh fruit or fresh vegetables."

There is a provision in the Act for bringing it into force on January 1, 1918, should it be ratified by Parliament.

Naming Fall Prices Good Salesmanship

Price Cards on Stoves and in Advertisements Arouse Interest of Intending Purchaser at Once—Goes Hand in Hand With Attractive Display—Hardwareman Has Many Advantages Over Outside Competitors.

ONE of the first big considerations with a prospective stove buyer is, "What does it cost?" Occasionally the well-to-do patron does not have to stop and consider the cost. If a stove suits and gives promise of satisfaction he may buy it, regardless of the price. But with the average run of stove purchasers the vast majority will first of all want to know the price of the article. If the price is beyond what they are able to pay, the possibility of making a sale of that particular stove is largely foredoomed. However, good salesmanship can often prevail to make a customer buy a more expensive article than was originally intended.

Methods of Department Store

Although some retailers often have cause to rail against the tactics of the department store, still there are many of the business methods employed by them that could be adopted with advantage by the smaller retailer. And this matter of naming the price is one of the features that the department store always lays stress upon. In their window displays, in their counter displays, in their advertisements, in their catalogues, they are continually preaching the price. They never allow the customer to form his own opinion as to what the price should be. They are selling the goods, and they are the ones who name the price. There is a lot of salesmanship psychology in this naming of the price. When the price is named, the customer is left no chance to speculate as to what it should be. An article that interests a prospective purchaser inevitably calls up the question, "How much does it cost?" If he is allowed to size it up himself and establish the price he thinks it should cost, he is frequently likely to make a poor guess. Purchasers are always bears in the market, to use stock exchange parlance. They want to get as much for their money as possible. This is only good business sense. Now when a price is named, either through a price card or through an advertisement, the customer knows immediately what he will have to pay for the article.

And it is not alone the big department store that uses these methods, but the progressive concerns throughout the country that are employing them. There are still some retailers who are timid about naming prices or putting a price tag on their goods. Why is it that the department store can sell goods through their mail order department by means of catalogue without the customer ever having seen the goods? One of the reasons is the fact that prices are named. But along with the naming of the price they tell what the goods are like and what their good points are. The illustrations they use in their catalogues are often far from the actual article, but the eye of the reader notes these details and is satisfied to send money on the strength of such representations. Salesmanship is not complete when it simply names a price. The good points about an article must be explained—and explained in a plausible, clear manner. But the entering wedge to get the attention of the customer is in the majority of instances the price.

It is not because the department store is able to undersell the local hardware dealer that he is able to get the business. Invariably they charge their full measure of profit on goods, which in very many instances is larger than the small dealer is content with. The enormous overhead expense of a big department store, with its high-salaried officials and big ground rent, make it necessary that they get a good profit. Of course, there are always the leaders or baits thrown out in the shape of lower prices, and with which every hardwareman is familiar. But when these are eliminated, the vast majority of their prices will be found to carry a good margin.

One successful hardware merchant in a small town in Ontario always keeps the department store catalogue in his store. He tells his customers that he will meet the catalogue price. And he says he does not have to cut his price on many lines in order to do it.

Stove Prices Help Sales

This prominent display of prices will also help the hardwareman to sell his stoves. It does not matter whether he makes his display inside his store in a

Miners' supplies lend themselves toward attractive displays, and there is a romance in the miner's life which inspires interest in the window with his tools. Exhibit made by Marks, Clavet & Dobie, Port Arthur, Ont.

special room or section set aside for that purpose, the same principle holds good. An attractive display is always a big assistance in the selling of goods. Salesmanship does not consist altogether in any legerdemain of price juggling. Occasionally sales are made through cutting of prices where the competition is keen, but in the last analysis the big desideratum is the way the goods are made to appeal to the customer. That is the surest method of salesmanship. It is the recognition of this principle that has enabled nationally advertised goods to make headway against other goods that are perhaps lower in price. Desire to possess them is created, even though the price is higher than other makes.

Displays and Price Cards

So hand-in-hand with an attractive display of stoves should go the price card. Show cards drawing attention to other features of the stove would help much in arousing the interest of the customer and in helping to make a sale. It is with the idea of furthering sales that HARDWARE AND METAL has for many months past been running a series of showcard articles. Card-writing is employed to good advantage by progressive stores, and can be made of still greater benefit than it is. Price cards should be large enough so that they can be seen without the necessity of straining the eyes. They should be bold enough to strike out in a clear-cut manner.

Advantage Over Mail Order House

One of the big advantages that the local hardwareman has over the mail order house lies in the fact that he has the goods on hand to show his customers. The mail order sells from illustration and description; the hardwareman sells from the actual goods plus his description either through his advertisement or in his talk to the customer. Of all the lines in the hardware store that puts the mail order house at a disadvantage the stove is perhaps one of the most outstanding. It is a purchase that is only made infrequently, and the amount is usually a fairly large sum. Due consideration is always given to such a purchase. So the purchaser wants to see what he is getting; wants to be able to examine it; open the doors and look into it. He is able to do none of these things when he makes a purchase through the mail order house. Everything is in favor of the hardwareman who would push his fall stove sales when compared with the department store. Full advantage should be taken of this opportunity.

Profit-Sharing Speeds Up Sales

Training Salesmen Essential—Many Helpful Ideas Put Forth at Convention of National Retail Hardware Association of United States.

J. H. LEE, vice-president and general manager of the Towner Hardware Company of Muskegon, Mich., who has been in the hardware business for 25 years, and makes a hobby of training salesmen, gave the results of his experience at the recent convention of the National Retail Hardware Association of the United States, held at St. Louis. Mr. Lee said in part: "In training salesmen we sometimes have a pretty hard and difficult job. The getting together of salesmen to instruct them in the salient points of a particular article is important and should not be neglected. I claim we have not used altogether the right tactics in training our men. From the salesman's view point our training has been apparently for the express purpose that they be used for traps to catch something from each customer. Salesmen are not slow to recognize the selfish motive of the training. If we want our men to be interested in us and our business, we must be interested in them. And if we are truly interested in them, will we not try to train that which is the only true foundation upon which salesmanship can be built, namely, character?

"What is character? It is that great indefinable something which marks the man. It is the mark of distinction which we are constantly engraving upon our lives, and the example of our lives is reflected in the salesmen who are our daily associates. Thus unconsciously we train them, and your customer reads the marks of distinction carried by us upon the lives of the men who sell our merchandise. The surest way to train a salesman is to train him to train his character, and by so doing he challenges the respect of his employer and customer.

Threshing Out Problems

"Can you, as a merchant, take the ideas you have acquired from years of study, observation and business experience, and which in your judgment are ideals of true salesmanship, and transfer these ideas to other men, so that they are crystallized in the brains of your employees and remain real, positive, concrete thoughts, and can be applied as such?" asked Edward C. Haas, vice-president of the Haas-Shuenk Hardware Company, LeMars, Iowa, during the course of his speech on training salesmen at the above convention.

"There are many ways of obtaining results, but there is one which we have tried and which has worked out satisfactorily for our firm, and has solved many serious problems. Three years ago we instituted a weekly "Efficiency Meeting." The time is devoted exclusively to threshing out problems that have gathered and multiplied during the week. A perfectly frank and friendly spirit prevails between employers and employees, the men in our employ having learend to take in a kindly way all things that may be said at these meetings. Furthermore, everything said is held as strictly confidential.

"During the week previous to the Thursday night meeting, a pad is kept in a convenient place in the office, and whenever any incident occurs that is deserving of a reprimand, or a suggestion for improvement, it is jotted down and brought up in order of rotation during the meeting. It is needless to say that we have an abundance of material for discussion, and often some mighty hard nuts to crack, but employers and employees alike invariably leave these meetings with a feeling that a great deal has been accomplished and another upward step taken in perfecting the business. These meetings serve as a means to introduce new goods. Circulars and descriptive pamphlets are read, hardware trade papers are brought out, prices and trade conditions are discussed, together with the individual needs of different parts of our territory. General detail study is made of all subjects introduced, so that our salesmen are in a position to talk the goods as well as to sell them."

Believes in Profit-Sharing

W. F. Mueller, Ft. Dodge, Iowa, is another hardwareman who believes in the weekly store meetings as the best source of education of salesmen. He also believes that profit-sharing with employees is one of the best ways of getting the fullest and most loyal co-operation from employees. "Good salesmen and saleswomen are made, not born. Educate your own salespeople. Don't try to hire them away from a competitor. Weekly store meetings are perhaps the best source of education. We have held them for a number of years. Attendance is not compulsory, but there is not a person in our employ who will not miss other things rather than one of these meetings. These meetings are conducted along the line of a school in salesmanship with a general suggestion and question box. New and seasonable goods are thoroughly gone over, so that all are familiar with the selling points.

"Thorough knowledge of merchandise is essential to good salesmanship. We should add to this responsibility and confidence in our men. Too many of us are running, or trying to run, a one-man establishment. We are trying to do all the little details in place of devoting our time to the more important features of our business. Say to an employee: 'John, I am going to turn this or that portion of the business over to you. Use your own judgment and see what you can do with it.' If he is the right kind he will certainly do his very best, and if not the right kind, the quicker he is gotten rid of the better.

Profit-Sharing an Incentive

"Profit-sharing with employees is acknowledged by the leading authorities as one of the best ways to get the fullest and most loyal co-operation. We can all adopt this system in some form or other. It may be done by giving them an interest in the business, or a certain percentage of the gross or net profits at the end of the year, or a salary and commission arrangement.

"I am personally familiar with one

(Continued on page 152.)

Allow Customers to Operate Stoves

Peculiar Faculties of Customers Reckoned in Fall Campaigns—Sense of "Touch" is Big Element With Many Customers and Valuable in Imparting Knowledge.

THERE are two outstanding elements always present in the salesman who is really successful at the science of stove selling, and these matters should be given undivided attention as the stove season for another year draws near. In the first place, the salesman should know human nature, and be able to meet the petty likes and dislikes and other peculiarities of the varying types of customers with whom he will come in contact. In the second place, he should have a thorough knowledge of the stove he is selling, and have mastered all details of its construction, so that he is in a position to make comparisons with other types and point out the particular advantages of his line in an intelligent manner.

One of the chief admitted weaknesses of many otherwise good salesmen is the thought that they are relieving the customer by manipulating all the minor fittings on the stove, and oftentimes boldly doing so when the prospective purchaser has made a move to investigate for himself. One stove salesman states that he often noticed that the customer, usually a woman—occasionally a man—would make a move to operate the grates, open the oven door, etc. Thinking that he was relieving them of the trouble, he would watch closely for such moves and act quicker. Experience has taught the salesman that many of his actions were too hasty, even though he is a firm believer in being obliging to the utmost to all customers.

Imparting Knowledge

The stove salesman may be fully acquainted with all the details of his stove, but one of the main things in the retail business is to impart that knowledge to the prospective buyer and to bring him to an appreciation of the article in a similar light. That is the problem of salesmanship, for it is an unquestioned fact that if the customer is brought to an appreciation of the goods, if he knows about the goods, and feels the same way about them, he will undoubtedly have a preference for them.

It is evident from the foregoing that a great element of psychology enters into modern salesmanship. Some merchants are of the opinion that psychology is an impracticable theory, and not capable of bringing results, but there is a lot of definite fact and much theory of a good and bad character about the science. Primarily, psychology is the study of how ideas get into people's minds and how they work when they get in. It will be seen that the work of salesmanship is closely related to this science, for its importance lies in the getting of ideas into people's minds about the merchandise which is to be sold, and when these ideas have been impressed, to work right after they get in. Nobody knows what the mind is, but that is part of the theory, and we are merely stating the fact of psychology. In the same manner nobody knows what electricity is, but we know that it will make lights, run street cars and operate machinery, and similarly we do not know what the mind is, but there are a few things that we know about how the mind works, and some of these facts in connection with the working of the mind are useful in salesmanship.

Using the Various "Senses"

People are by no means alike in the matter of getting new ideas through their senses; some are impressed more through their eyes than their touch, while others are impressed more through their ears than eyes. In other words, some customers are said to be ear-minded and others are eye-minded. An eye-minded customer is one who cannot be told anything through their ears, while an ear-minded customer is one who learns through the ears and has to be told everything about the merchandise being sold. Then again it is a fact of outstanding importance that more people learn more through their sense of touch than through the faculties of sight or hearing, and this fact is of special significance in the business of selling.

MAKE SURE OF PAYMENT

It is the duty of every retailer to pay strict attention to the matter of credits this year. This is particularly true regarding sales of stoves. Some retail hardware firms insist on cash for all stoves. Others allow credit on condition that a good initial payment is made, and that additional payments are made regularly on specified dates. Where credit is extended a time limit for payment should always be set. The hardware merchant to-day cannot afford to be careless regarding the extension of credit terms. There has been a general tightening up on credit, and it will probably become even more pronounced as time goes on. All tendencies point to the cash business as the business of the future.

The Sense of "Touch"

The sense of touch is one of the oldest senses with which man has been endowed and it begins to act sooner than any of the other senses, in fact the sense of touch is active long before man is born and is the lase to remain active. The sense of touch is truly wonderful, but its importance is grossly overlooked. It helps out the other senses, and is the final faculty which establishes the composition of anything which might fool us through our other senses.

This sense of touch should be reckoned with by the salesman in dealing with customers, for such will be his greatest asset especially in connection with the selling of stoves. Goods should be displayed so the customer can get at them and handle them, for it will be found that goods easily accessible will be sold far quicker than would otherwise be the case. This fact is because in the one case the customer is merely looking at the article, and in the other case he is actually handling it and is learning through the sense of touch and learning more than he otherwise would.

Taking advantage of the outstanding faculties of each respective customer is undoubtedly a big proposition and the problem is to tell the customers about the goods, or get the salespeople to tell them about the goods what the salespeople or the employer or buyer know about them. It is very remarkable, but it is a thing that very few salespeople do.

A Case in Point

As an instance of what is meant, a case can be cited of where a certain retail salesman was busy selling a kitchen utensil and was showing a lady at the other side of the counter how it worked. With a pencil he pointed out the different points and gave a demonstration and a splendid talk, indicating that he knew his subject well. Every once in a while the lady stretched forth her hand instinctively as if she wanted to get her hands on it, and each time he drew the utensil back for he had not finished his talk. When eventually he finished, and laid the article down on the counter, the lady walked away. The man was a good salesman for the people who learn by the eye, but this particular customer was "touch-minded."

"Touch-Minded" Customers in Catalog Selling

The advertising manager of a well-known corporation in the discussion of the subject of handling customers was asked the question of how an appeal could be made by the mail order houses through the medium of catalogue to customers who were "touch-minded."

"You can appeal to the people through the sense of hearing; they can read about them and learn how and of what they are made, but you can't appeal to them through the sense of touch" was a statement made to this brilliant advertising manager, who immediately replied "We write our description so that they will imagine how they feel." He continued to point out how descriptions were written in such a manner as to appeal to the senses of seeing, hearing, smell, taste and touch. If there was anything to be tasted or smelt in describing the goods a constant appeal would be made to the sense of taste or give an idea of the odor. As an illustration the case of the advertising of a certain brand of oatmeal showing a child bending over a bowl of oatmeal from which the odor is rising, and the pleasant expression on the face of the child was cited. That is an appeal to the customer's imagination and to his sense of smell, and if this sort of thing is worth the study of large mail order houses and advertising men, it is of value to salesmen in the retail buisness.

With such evidence of the importance which the "touch-minded" customer attaches to the ability to handle the object of his purchase and with such evidence of the importance with which the subject is regarded by large mail order and other concerns, many of whom handle intangible things, how much more important is it for those dealing in tangible articles such as stoves?

How to Sell Fall Stove Buyers

Tendencies and Purchasing Peculiarities of Varying Range of Stove Customers Should be Studied—The Mail Order Problem.

THE knack of sizing up customers is one of the outstanding features of the successful salesman, and nowhere is this fact more apparent than in the stove selling campaigns in the fall. The live salesman who has his selling plan well thought out is the "man behind the guns," so to speak, and is the moving element in getting the stoves off the floor.

Among the hardest customers to handle are the "just looking around" type, who visit the stores in large numbers, particularly during the fall season. The salesman will have to give careful attention to this class of customer, for the majority of them are a good "buying" class, and are evidently interested in stoves. The real salesman will immediately banish the initial impulse to "pass up" this class of customer, and will regard him as the best of prospects.

Some of the more general types of customers include the one whose mind is made up to buy a stove like some neighbors. Then there is the kind that is skeptical of all stoves alike, and has to be shown minutely the details of the various stoves. There is the class who through advertisements and other agencies has acquired such a variable taste that they really do not know what they do want. But it is a general and well known fact that they all want the best value for their money, for stove purchases on the part of the individual are few and far between.

Many Different Salesmen Encountered

Then, again, there is the type of customer who is not satisfied until a visit has been paid to all the stores in the vicinity, where a varying range of salesmen are encountered. The price-cutting salesman—the one who talks too much and the one who talks too little—the one who does say the right thing—the one who talks over the customers' heads—the one who shows up his competitor's stoves in a bad light—the one who studies his customer and the one who does not—and lastly, there is the "salesman" who can sell, and the one who cannot.

Mail Order Customers

Another of the hardest customers to handle, and a class not dealt with in the foregoing, is the customer who is under the influence of a mail order house. Other articles are ordered by mail from the large city houses, and when it comes to buying a stove, reference is invariably made to the catalogue. The visit to the local dealer before purchasing offers a favorable opportunity for the real salesman to make a sale, and it is not difficult to draw the customer away from the mail order proposition if good arguments are offered by the dealer, pointing out the advantages of local purchasing from the standpoints of facilitated delivery, condition on arrival, setting up the stove, the disadvantage of buying without seeing and of securing repairs after erection, cartage charges, and the advantage of patronizing home trade. If the retailer is able to press home these arguments, a sale will result; but if not, the money is invariably mailed to a mail order house, and the sale is lost to the local retailer. Incidentally an article elsewhere in this issue gives some splendid arguments to use on prospective mail order customers.

Stove Field Restricted

The stove field is becoming more and more restricted as new agencies for handling stoves make their appearance, and with such a diversity of customers to deal with, it is only natural that the subject should be worthy of all the attention and study which can be devoted to it by the retail hardware merchant. The list of types of customers enumerated is by no means complete, but it is generally found that the customers' peculiarities are based on their desire to get the best value for their money, and the class of customer who is guided mainly by price is rapidly disappearing.

It has been stated that the stove field is in a sense becoming restricted, and competition is keen owing to the large sums of money being spent annually by large manufacturers in advertising their lines. The mail order and the "easy payment" concerns are also after business, and the number of retail stores carrying stoves seems large when the fall season comes around.

Principal Stove Trade in Hardware Stores

Such competition has to be expected, but it must be borne in mind that the hardware store is the logical place for the carrying of stoves, and the principal trade in stoves is being carried on through the hardware trade to-day owing to the untiring effort and study which the problem has received at the hands of a large number of hardware salesmen. These salesmen realize the advantage of making use of the national advertising campaigns carried on by the manufacturers and continue the good work in their respective communities.

It is significant, but none the less true, that a man might spend half a century behind a retail hardware counter and never become a stove salesman, whereas another man who makes a study of his customers and knows how to meet their respective demands, may become an expert stove salesman in very short time without aspiring to the realms of the "know it all" type.

Thorough Knowledge of Stoves and Customers' Peculiarities

To make a successful stove salesman, it is first necessary to acquire a thorough knowledge of the stoves being sold, and to be fully acquainted with their outstanding features in comparison with competitive makes. It is next necessary to be able to impart this knowledge to the prospective customer in a convincing manner, and to inspire him with the utmost confidence in the product being sold. Prospective purchasers are very unlike, and their widely varying tendencies render it a task of no small import to fit oneself to meet such a widely varying range of tastes and purchasing peculiarities. The real successful stove salesman and the one to get the results is, briefly, the one who can intelligently handle each individual, and who can impart all the necessary information without being accused of "talking over the customer's head."

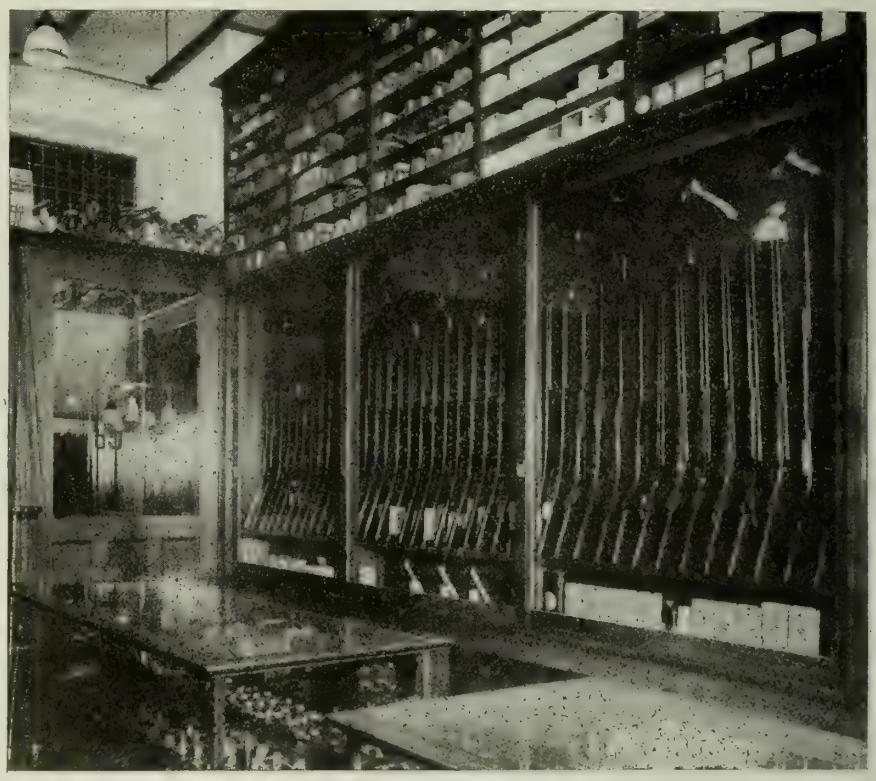
Fall and Winter Leagues Are Profitable

Hardwaremen Have Excellent Chance to Develop Field For Sporting Goods by Encouraging Boys in Their Baseball, Hockey and Football Leagues—Local Organizations Easily Started

A LARGE field for the development of the sporting goods trade lies in the youths of the country who are not yet of military age. Organization of baseball leagues and football leagues in a district means an ever-developing trade. Some hardware concerns have been very successful in their efforts along these lines and have built up an excellent trade in baseballs and bats, gloves, masks, footballs, shin-guards, sweaters, shoes and stockings. "The boy of to-day who is only making a small purchase is the young man of to-morrow who will be making bigger purchases and has a lifetime of trade before him," said the president of one of the large sporting goods houses in conversation with HARDWARE AND METAL. In talking with his salesmen he always advised encouraging the friendship of the small boy as in him he sees the possibility of many years of trade. With the man well along in life who comes in and makes a purchase of a set of golf clubs at thirty-five or forty dollars that is very often the extent of his purchases. True he will need a golf ball occasionally but he has not the years in prospect of steady trade that the young baseball fan has. As one representative of a large sporting goods house put the matter: "The sporting goods business is to some extent built on friendship and when a friendship is established with a boy he never forgets it when he grows up. He is bound to the dealer with hoops of steel. There is an ardor in the friendship of a boy that never cools and on which he looks back with increasing pleasure the farther he gets away from those days. As the hardware dealer appealed to him in those days he will always appeal to him.

Growing Boy a Big Asset

The possibility that lies in the direction of fostering this trade is perhaps not appreciated to its full extent. Often when a boy comes into a store to make a twenty-five cent purchase he is treated as though he were an interloper and did not deserve the attention of grown-ups. His little purchase is doled out with as great speed as possible in order to get the boy away out of the store again. This is not the spirit that makes friends with the boy, nor does it make him feel welcome. No one is quicker to detect deference paid to him than the boy. His enthusiasms are quick to respond and he is sensitive of the attitude that the merchant adopts toward him. Boys never forget the little attentions and comradeships extended to them by the grown-ups. The hardwareman above all other merchants conducts a business that has a strong appeal to the boy. For there he gets his knives, his fish-hooks and line and sinkers. There too he gets his first pair of skates very often and it is there that he makes his selection of a hockey stick. The hardware store is very often the Mecca toward which the boy looks with longing eyes and wishes that he had enough money to buy the whole "ding-busted place out." If a boy can find an intelligent appreciation and interest taken in his wants by the hardwareman a bond is established that can never grow less.



With the advent of fall there comes a demand for guns and rifles The above shows a view in the Cochrane Hardware Store at Sault Ste. Marie.

Should Encourage Leagues

The proper word dropped at the right time is often sufficient to start a baseball league or a hockey league into being in a small town. In the developing of the sale of baseball goods the organization of a league is one of the very fruitful fields. No matter how small the town may be there is always sufficient latent enthusiasm and a clientele large enough among the growing boys to make it worth while. Hardwaremen in different parts of the country have helped in the organization of such leagues and have found that any effort they expended in the welfare of the boys came back to them a hundred-fold in the shape of trade. Given the starting point of a league it is necessary to have some little idea as to how the organization can be brought about.

Method of Organizing

A three-league team can be successfully worked in almost any small town. One of the first divisions that suggests itself is that of the boys of the various churches. There is hardly a town so small but that it has its three or more churches. In some of the large cities leagues have even been formed within a particular denomination. Winners in this league have again been entered in a city league in semi-finals and finals. There is also the possibility of developing an inter-class league in the day schools. Or again in a country district with a number of district schools within a radius of five or six miles there are often as many as four or five schools. In a town large enough to have several schools there is always the possibility of developing teams in each of the day schools. Rivalry is always very keen in

a league such as this and there is no trouble to keep the thing going once it has been properly started on its way. The larger the number of teams that can be included in the league the greater will be the number of prospective customers. The hardwareman can greatly assist in the development of these leagues by getting some of the leading boys interested. Cultivation of their friendship to this end makes a good starting point. Often only a hint is sufficient to start the ball rolling. The hardware merchant can often volunteer the use of his store in which they can hold their preliminary meeting. If it is a school league it is always best to get the principal interested. He in turn could possibly suggest it to the boys and they could get together and form their organization. If the hardwareman is given the opportunity to be present he should avail himself of it as there are often many questions with respect to costs and equipment that he is in a position to answer.

Factory Leagues Also a Possibility

For the more advanced boys and young men one of the divisions in a factory town is readily suggested in the staffs of the various plants. Great interest has been aroused in some instances through baseball teams selected from these employees. There is perhaps a better opportunity for the hardwareman to take the lead in organizing such a league. He can offer the use of his office or store as a meeting place and this immediately establishes a connection with his sporting goods department. There are usually a number of hardware dealers in the same town and it is to the one who takes the initiative that the trade should naturally belong. Bankers and clerks suggest other possibilities for baseball teams.

In some instances the hardwareman has been elected to fill the office of treasurer. Being a man with a reputation for right dealing in the community he can secure the confidence of the league. It is more advisable perhaps to let the boys elect their own officers from among themselves and for the hardwareman to remain in the background except for the enthusiasm and encouragement given. Often the stimulus of a prize of some sort offered by the hardware merchant is good business. Such a course definitely establishes his connection with the move.

Football Leagues Also

In towns where the ardor of the youths runs more to football than baseball the same encouragement to leagues can be given with good grace and with a big chance for monetary returns. A display of goods in the hardware store window or in a prominent place inside the store will do much to start the boys thinking along the right lines. It has been a matter for considerable surprise with some hardwaremen how their trade in footballs, sweaters and shinguards has grown when these goods have been given proper display in their store or windows. There is a sort of skepticism in some quarters that wholesalers have sometimes taken bold means to counteract. One representative has in many instances got permission to place a stock of goods with the stipulation that he would take back at the end of the season any lines that were still on hand. The condition he would lay down was that the goods must be placed in the window and a good display made of them. He has never had to take them back. One of the drawbacks in handling these lines is pointed to by one large wholesaler in the very small stocks that are usually carried. Sufficient lines should be carried to make an impression and give a variety of selection.

Time To Capture Trade

The hardware store is the logical place for the boy to get his sporting goods. Laxity in looking after this trade has allowed it in some instances to pass into the hands of the drug and stationery trade. There is no reason why this should be, as the hardware store carries many lines that are indispensable to his stock, such as skates and hockey sticks, and the boy naturally looks to him for baseball and football equipment.

Collect Your Bills Promptly

Credit Business When Allowed Should be Watched Closely—Merchant is Entitled to Prompt and Regular Settlements.

THE average retail merchant has been found by investigation to seriously neglect one of the most important ends of his business as far as gauging the success or otherwise of his undertaking. This neglected phase, which is more noticeable outside the large cities, is in the matter of collections. Increasing sales must be carefully watched, but profits will be seriously cut if the money does not come in for what goes out.

It has been suggested that a cash business is the solution of this difficulty, but such is not always the case for a number of reasons. The credit system is in some cases the customer's bond to the store, and the judicious extension of credit in some cases facilitates doing business, saves time and tends to stabilize trade.

The merchant is entitled to a fair price in exchange for merchandise delivered, the money belongs to him, and he should not be reluctant to inform his customers when their bills are assuming too large proportions. Friends are not made, and business is not built around the tendency to let bills go, and on the other hand successful business depends upon the prompt settlement of accounts. It is a common weakness of human nature to attempt to evade a man to whom he owes a large bill, and the effect of allowing bills to lag will be that trade will gradually drift away from the store. A suggestion which has been used to advantage in some cases is the use of properly worded and diplomatic letters concerning the settlement of bills.

For the benefit of merchants desiring to improve their credit system, the following suggestions are offered. A limit should be placed on the amount of credit to be extended, based on the standing of the customer involved. Information regarding the financial position of such customers, or as to the extent of credit extended by other merchants would be valuable in placing this limit.

Credit customers generally are divided into three classes. The first consists of working men who barely come within the class to which credit should be extended. They should not be allowed to get beyond their credit limit.

Customers of fair income and generally reliable, constitute the second class which is the great middle class, the majority of the average store's customers and the most valuable asset. A reasonable amount of credit can be extended to this class, but even they should not be allowed to get behind.

The third class consists of wealthy people whose credit is fully guaranteed. Many of this class wish to settle bills at annual or semi-annual periods, and while this practice can if necessary be allowed, the merchant should watch closely that such customers maintain their financial standing and do not fall back to the classes one or two, and also that they do not so extend their credit so as to diminish his working capital. If this latter tendency is apparent it does no harm to inform such customers of the position of your business and the result will be that payment will be more prompt and a permanent customer will be established.

Modern methods are being established throughout the business world to-day in keeping with the advances of the age, and those who adopt such principles are gaining increased prestige and more friends than the ones who stick to the old careless methods of years ago. Efficient service in every branch of the business is admired by the buying public and respect and admiration is gained thereby. There is no reason why customers of all classes cannot be educated to settle their bill promptly at stated intervals. There is in fact no good reason why most of them should not pay cash.

How to Develop More Autumn Business

Ideas and Methods Guaranteed to Increase Sales — A Big Season's Business in Sight For the Dealer Who is Willing to Get Out of the Rut—Good Salesmanship Works Marvels.

Written for Hardware and Metal by John C. Kirkwood.

EVERY hardware dealer in the land can sell more goods this autumn than he usually sells. And if he sells more, he will improve his income, and his business will be in a healthier condition.

Many hardware businesses suffer from constipation, and when this state becomes acute, a purgative is taken—generally a special sale. But sales of this nature and for this purpose do not cure; they merely give temporary relief.

A healthy business is one that sells every day its proper amount of goods, and does this by a proper amount of exercise. Every day that passes without the right amount of goods going out, at a full profit, is bad for the business: it means that doubled and quadrupled efforts have to be made later on to recover lost ground and time.

Put it this way: If the hardware dealer knows that he must sell $30,000 worth of goods in a year—in 300 working days, it means that he must sell, on an average, $100 a day, or $600 week. If he lets himself get behind a single day, it means that he must sell $200 another day.

I say it again: Every hardware dealer can sell more goods this autumn than he usually sells, and in what follows I shall try to show keen men some ways, and to provide them with some ideas, by which they can beat the records of past years.

I.

Setting Oneself a Mark

THE hardware dealer who wants to sell the largest amount of goods possible must do two things: (1) set himself a mark; and (2) work like the Old Harry.

In setting a mark, one should know what has been done in previous years. Presumably the sales records of the Autumns of 1916, 1915 and 1914 can be looked up. But looking at mere sales totals is scarcely sufficient, for prices this year are higher than formerly. One may surpass this year, in total sales figures, the records of previous years, but yet may not really sell more goods. The point is important. If you can at all, find out the quantities of goods sold in previous years, and make it your object to surpass the records of past seasons in the quantities of goods sold.

But for our present purpose, we shall consider sales figures. These may average, for the autumn months, $75 a day, or $100, or $200; or more or less.

Knowing what must be accomplished provides one with a spur. Unless principals and staff know just what is required in the way of selling, there is apt to be a contentedness of mind, and this content may cost the proprietor a good many hundreds of dollars between now and Christmas.

It will be stimulating to the proprietor and his staff to have prepared a sort of barometer indicating what must be accomplished daily. For example, we shall assume that the daily sales of last year averaged $75. Then let a table after the following manner, be placed in some non-public place, but where all the staff may see it.

Sept.—	1916 Sales (average)	1917 Sales	Ahead or Behind
1	$75	$ 95.20	+ $ 20.20
2	75	Sunday	— 95.20
3	Sunday	63.15	— 32.05
4	75	77.20	— 29.85
5	75	83.85	— 21.00
6	75	73.80	— 22.20
7	75	80.10	— 17.10
8	75	125.40	+ 33.30
9	75	Sunday	— 41.70
10	Sunday	90.30	+ 48.60
11	75	73.55	+ 47.15
12	75	89.25	+ 61.40
13	75	100.45	+ 86.25
14	75	73.85	+ 85.70
15	75	150.40	+ 151.10
16	75	Sunday	
Etc., etc.			

This daily record will certainly act as a spur, but it will not be enough, by any means. Mere knowledge, without exercise, rarely puts any man forward.

II.

Preparation

IT will be found a good plan to study one's stock according to its composition; for example:

Builders' supplies.
Heating and lighting, and electrical goods.
Motorists' sundries.
Farm and garden goods.
Domestic utilities.
Christmas gifts.
Repair equipments.
Sporting goods.

When one knows his stock according to its group arrangements, one is in a stronger position to sell it.

The proprietor will do a wise thing if he requires his staff to make an inventory of stock — according to quantities. He can ignore values for the purpose in hand. He should assign to each one of his staff the task of going over the stock, to ascertain just what it consists of, and to record the items belonging to each particular group or division. The requirement will lead each member of the staff to make himself more intelligently familiar with the stock being carried; and when he knows the stock well, he is in a much better position to sell it.

Brown, for example, is charged with recording the sporting goods stock. His inventory may be as follows:

5	Automatic Rifles.
8	Revolvers.
15	Shotguns.
6	Boys' .22 rifles.
590	Loaded shotgun cartridges.
1060	Rifle cartridges.
6	Footballs.
20	Golf clubs.
36	Golf balls.
60	Pairs skates.
	Etc., etc.

Summarizing in this way the various stocks will impress on the staff, or the particular individuals responsible for the departments, the necessity of selling out the stocks on hand; and will impress also, the proprietor.

In this connection it is to be said that it will be a very excellent thing for the dealer to have printed leaflets or handbills, itemizing the various lines carried, and distributing these among customers, or mailing to non-customers. The cost of getting sheets printed—one each for:

Building Supplies and Sundries.
Sporting Goods.
Christmas Gifts.
Heating Equipment, etc., etc.

will be inconsiderable.

It is suggested that the lists be published in the local newspapers, with the counsel to readers to cut out the advertisement and save for reference. The several lists can be published in this way on different days, or in different weeks, thus spreading out the publicity.

Also, it will be found good practice to illustrate the advertising proposed, using small electros. Hundreds of retailers in Canada possess goodly quantities of these small and inexpensive electros, finding them real salesmen, and from this point of view recovering their cost many times over.

Peddling Your Business

OF course, the alive and keen dealer will dress his windows attractively and change them often; and will also keep his interior displays equally attractive and fresh. But something more aggressive than displays alone is needed to get the best results. The dealer must peddle his business, so to speak; must take his wares about from house to house. This can be done by means of good newspaper advertisements, and through the mails. If the dealer has a motor car, he can make it a useful factor in developing new business.

Suppose the dealer hears that Walter Jamieson of the 6th line is going to fit up his cow stables this autumn; then it would be good business to motor out to Jamieson's place, and get first hand in-

formation; and learn exactly what hardware is likely to be required. Jamieson, at heart, will like and appreciate the enterprise and the compliment of a visit, and will be very friendly, and very favorably disposed towards the dealer. Thus the dealer will have a chance to submit a tender; and will probably be able to offer numerous good suggestions.

Also the dealer will be able to learn of other farmers planning to improve their barns, or stables, or dwellings; or planning to instal a furnace; or put a new roof on barn or house; or do some fencing.

Getting information in this way makes a dealer keen to serve and sell; advertises him; makes him a favorite; and enables him to beat out competitors who stay at home all the time, waiting for farmers to go to them.

Does it pay a hardware dealer to go out and drum up busines in this way?

Let us answer this question by asking another: Does it pay the wholesaler or manufacturer to call on the retailer? How long would you, a retailer, continue buying from a house that never sends a representative to you? And what firms are you doing business with right now who never call on you?

You probably know fifty firms—jobbing and manufacturing—from whom you buy nothing. Sometimes distance is the barrier; sometimes—and very often—it is because they never sent anyone to see you and to solicit your business.

And your customers, in town and country, are just about as you are in this matter: they buy and will buy from those who solicit, in person, their trade. This is human nature.

The average retailer never does any personal soliciting. He "keeps store"—just waits for customers to come to him; and yet he wonders why many good families and individuals never become his customers.

Buy a motor car and make this "bus" carry you and your business to those whose custom you want. You'll get much business this way—and your motor car will soon pay for itself.

I started out by saying that the average dealer can sell more this autumn than he usually does; and the motor-car-canvassing method is one of the means that can be employed to make the extra sales.

IV.

More Along the Same Lines

ONE good place to look for business is right at home—right where you live.

The presumption is that you sell furnaces and hot-water heating systems. Instead of waiting for some householder to look you up, do some looking up yourself. Use the telephone. Make out a list of families; or better still, have some member of your staff make out a list for you, with phone numbers provided. Then take this list and call up the families listed, saying:

> "Good morning ———. This is Mr. Jones talking, of the Jones Hardware Co. I have rung you up to inquire if you are thinking of installing a furnace or hot-water heating system. No? Is your present furnace giving good satisfaction? . . . . Oh! you haven't a furnace? Well, will you let me call on you, to talk over this matter? Thank you. What day or evening will be convenient? Thank you."

This imaginary conversation is offered as a method of approach. Answers will vary; but the main point is that by this method a dealer can get a good deal of useful information not now possessed; and will certainly get on some hot trails.

Better than phoning will be a personal canvass of local business men, in their stores or offices. A note book ought to be carried; or better still, a card index; and the information should be there recorded. It will not always be wise to make entries in the presence of the one canvassed; but the entries should be made when knowledge is fresh and full. The record, if not much use this year, may be useful next year, or two years hence.

In the same way heating stoves and ranges can be brought to the attention of families, with sales certain in many, many cases.

If the dealer will go to the trouble of writing letters to out-of-town families inquiring if they are in the market for furnaces, stoves or ranges, and enclosing a postcard for reply, he will find the trouble taken and the expense involved will be worth while.

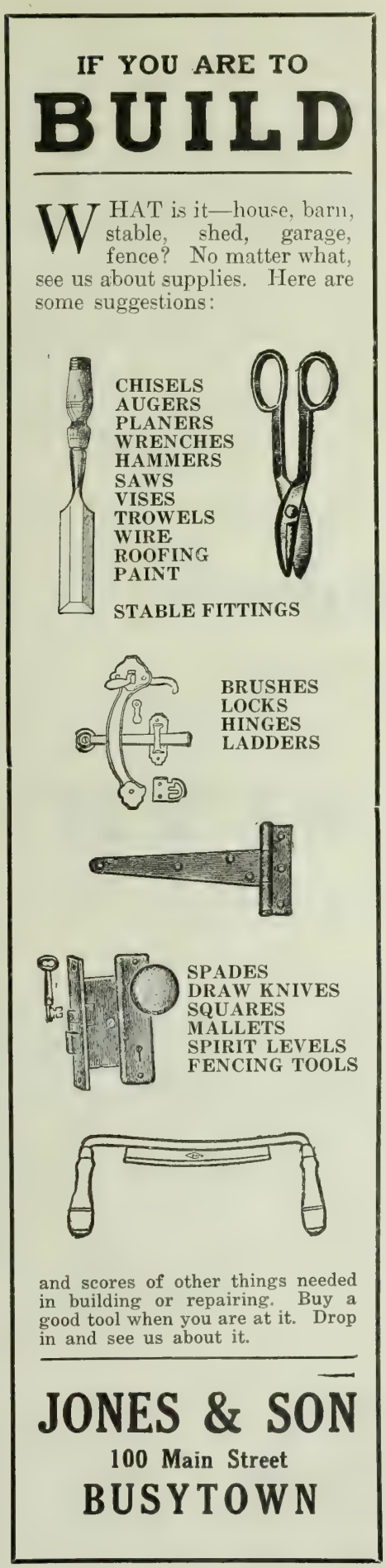
The big fact to be borne in mind is: The public likes to be canvassed, and it feels very friendly to those dealers who go to the trouble of canvassing them. The public prefers to buy from aggressive salesmen—dealers who evince a genuine desire to serve and sell. The public will buy more, when it is well solicited, than it will if left to itself.

Again I say: The hardware dealer can sell more this autumn than he usually does; and in the methods outlined and urged is a way to larger sales.

V.

Getting After the Motorist

THIS past spring and summer many motor cars have been bought by local citizens and near-by farmers; and previously there were a good many cars owned by men and families in your territory. Have you a complete list of those car owners? If you haven't, get at the business of making a list straightaway. Put one of your staff at this work; or employ the services of an outsider. Every motor vehicle must be registered at your provincial capital; so if you can't get the needed list any other easier or quicker way, get it from the registration bureau.



A suggested single column advertisement that is "strictly business."

Now what does a motorist want? What does he buy besides gasoline?

You have immediately twenty answers to this question. All right. Now put it up to these motor car owners that you want to sell him a metal garage; a stove or heating system for this garage; lubricants, batteries, foot-warmers, rugs, anti-freeze fluids, and so on.

Get ready a series of letters or circulars, to be mailed to your list of motor car owners at regular intervals. Let car owners know that you know them; and really want to serve them. Motorists will answer back with business.

If you will write the supply houses that you have a complete list of car owners in your territory, and that you are communicating with them, through the post, every fortnight, and if you will say to these supply houses: "Is there any way we can co-operate to sell these car owners what you provide," you will find the sales managers most eager to help you.

Suppose, for example, you learn of some new thing for motorists; get a sample of this article; and announce by letter or phone to car owners, that you have a sample on exhibition, and invite them to come in and see it. The certainty is that you'll get visitors, and probably orders. And you'll make your place headquarters for motorists' supplies.

Here is a thing that you can be sure of: Your opposition are lazy men—don't wait to take trouble, or get out of rut they are in. Perhaps they are very much like you are now: a good "storekeeper!" Now, if you will take the trouble that they won't take, you'll capture a lot of business that may otherwise go to some other dealer. Remember that motor car owners prefer to buy from live dealers, who canvass their business, and who demonstrate that their desire is to render real service.

I have said that the hardware dealer can sell more goods this Autumn than usual; and the idea put forward is a means to this objective.

VI.

Women Are Good Customers

EVERY hardware dealer sells a host of things to women. This being so, the hardware dealer who wants to attain top notch business records this Autumn, will get after women's business. He can solicit this business in various ways, but one way is by inserting in the local newspapers a series of advertisements addressed to women. Women like being spoken to through the agency of printers' ink. They like to know that their trade is valued; and they will respond to courting.

What are women likely to buy this Autumn? Many things for the kitchen; some things for making the housework easier or more quickly performed; perhaps a new range; perhaps an electric iron; perhaps an electric lamp. Women buy wedding presents and Christmas presents; and cutlery and silverware. They are the gardeners.

If the proprietor will get one of his staff to prepare a list of things women buy, it will be valuable for its suggestiveness, and will enable salesmen and proprietor to make many suggestions to women that they will respond to.

Suppose such a list is prepared, and Mrs. Robert Morgan comes in, and the one serving her says: "Mrs. Morgan, just look over this list, please, and see if there is not something on it that you need?" It is certain that Mrs. Morgan will see a dozen things she needs, and many a sale will be made as a consequence.

I do not develop the idea further. I put it forward for the spurring up of the keen dealer, to let him see that there are ways he can use, and which he is not now using, by which he can increase his sales this Autumn.

VII.

Getting Ready for Winter

THE approach of Winter means that many, many things will be bought to make homes comfortable—homes for man and beast. What are these things? Let a list be made of them, published in a newspaper. The suggestions thus made will be resultful in the direction of increased business.

Let the hardware dealer remember this: The public is able and willing to buy a great deal more than it is in the habit of buying. It requires to be intelligently canvassed and persuaded to buy. Left to itself, the public will buy only a fraction of what it otherwise will buy. Salesmanship consists in arousing interest, developing interest into desire, and pushing on desire until it becomes demands.

Let us illustrate this.

Get Ready for Winter

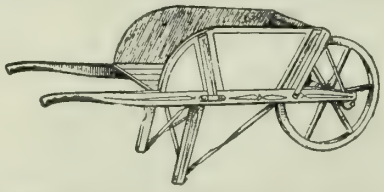
HEREWITH are suggested to you a very few things, some of which you probably do not possess. Make up a list of the things you know you need and then come to us with your list.

Bells—We have them as illustrated, and in strings. The style illustrated comes in several sizes. Prices, 50c to $1.50.

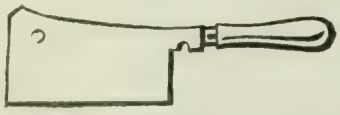
Oil Heaters — Use them before you light your furnace or stoves. Fine for the autumn. No smell. Can be carried from room to room. $3.50 to $6.50.

Electric Lamp Bulbs—Get half a dozen or so, 30c to 45c.

Axes—Heads, handles or complete, as you wish. Heads, $1.00; Handles, 25c. Complete, from $1.15 to $1.75.



Wheelbarrow—The handiest thing about the place. Lasts for years. Get one. $6.00.



Meat Choppers—Farmers can use this chopper this winter. Good quality. $2.00.

Screwdriver—Every home needs one. 25c for the style shown.

GET ready for winter early. Take time by the forelock. See us about other things not mentioned here.

JONES & SON 100 MAIN STREET BUSYTOWN

This advertisement is suggestive of how a small space can be profitably used.

Mrs. Charles Magee enters your store to buy something or other. You say to her: "Mrs. Magee, have you an oil heater?" and she says, "No, we haven't." "An oil heater, Mrs. Magee, is a wonderfully useful thing. It will save you lighting your furnace as early as usual, and really pays for itself." "But they smell so," says Mrs. Magee. "'Not if you get the right stove, Mrs. Magee."

And so you go on, arousing interest, developing interest into desire, and pushing desire into demand. It is all straightforward. Good salesmen are doing this very thing every day. They are making sales, and selling customers something they ought to have—serving and selling.

This single illustration is offered to prove to you that you can make new sales if you get about it the right way; to prove to you that you can sell more goods to more people if you are minded to do so.

What has been written is for the dealer who really wants to sell more goods, and who is willing to try to sell more goods. It is written, also, for this man's employees, in order that they shall fully realize the responsibilities and possibilities of good salesmanship.

The big fact is: Every hardware dealer everywhere can sell more this Autumn than he usually sells—this, if he is ready to (1) set himself a mark, and (2) work like the Old Harry.

Window Displays for Fall Paints

Importance of Effective Window Arrangements in Fall Selling Campaigns of Paints and Other Hardware Lines—Displays Should be Seasonable and Combine Simplicity and Harmony

WITH the Fall season fast approaching, hardware dealers are again under the necessity of devoting special attention to Fall selling campaigns of paints and other lines. In this connection, the vital importance of effective window dressings cannot be overestimated, for their value especially in regard to the sale of paint has been amply demonstrated by experience of dealers in recent years.

As a business-getting medium, the important value of the well-dressed show window is now so generally accepted that further support of the argument is unnecessary, and we will, therefore, confine this little discussion of the subject to the principles and methods generally recognized as most essential for successful hardware store displays.

Simplicity is the best principle to follow in window dressing. The general inclination is to crowd a window until it offers nothing but confusion to the passer-by. It should always be remembered that the first mission of a window is "to sell goods," and a crowded window has about the same chance of making sales as would a clerk who offered a customer a dozen different objects in every sentence. The circular arrangement of goods is usually more graceful and effective than cornered grouping, and to this end only curved fixtures should be secured. There are, of course, many striking displays to be had from square and triangular forms, but in the circular method there is greater safety from possible discord.

Displayed Goods Should Harmonize

A "mixed" window containing goods of various grades and sorts not in harmony should generally be avoided. Goods for displays can be divided into two classes: New and seasonable goods which find a ready sale because of their novelty or timeliness, and slow-selling goods which must be moved by the expedient of bargain prices. The selling value of a window is almost invariably increased by a display of prices—merely prices, not necessarily "cut" prices. Prices have an educational effect directly bearing upon a large sale of hardware stocks.

The hardware stock offers an immense variety from which to draw material for attractive displays. Arrangements composed entirely of one brand of goods are always striking. A window filled with a certain line of paint, etc., impresses observers with the abundance of that article and the extensive need that must in consequence exist for it, and to convince people of a commodity's popularity is to accomplish the largest part of your sales work on it.

(Continued on page 153.)

A splendid display of varnishes and paint specialties by Marks, Clavet & Dobie, Port Arthur, Ont.

Place High Value on Credit

Merchants Should Educate Customers to Value Extending of Credit—Lax Systems of Past Unsatisfactory—Banking Procedure Should be Followed in Giving Credit.

IN these days, when the cash and the cash and carry systems of merchandising are receiving general attention and becoming increasingly popular, it is common knowledge that the reason for such a situation is that customers are dissatisfied with the lax systems of the past, especially in the matter of granting credits, and want anything which spells relief from the evils of past years. In the past credits have been carelessly attended to, and the result has been apparent in retail prices, thereby taxing the cash and good credit customer for the benefit of the customers using long-time accounts.

This condition of affairs would not be the case if merchants realized the advantage to be secured from educating customers to place a high valuation upon credit, and paid strict attention to the granting of credit from the standpoint of the desirability of the people to whom such courtesy should be extended instead of blindly rushing ahead to greatly increase the volume of business at the expense of neighboring merchants while there is a constant leakage through the credit system.

Rights and Wrongs of Credit

Credit is a peculiar thing, and is one of the most potent factors in deciding the course of modern business. Rightly used, it is one of the most desirable attributes of retail merchandising; wrongly used, it serves as the rock upon which many a commercial ship founders. The credit factor is often prominent in the records of financial embarrassments and business failures, and it is evident that the reason for this is that credit is too often cheapened to the consumer through failure of the merchant to demonstrate its proper value, and in this way contributes to the difficulties which bring on the financial disruptions.

The present tendency toward cash and cash and carry stores is by no means new, but was urged long before the present circumstances required greater economy which the elimination of deliveries and other new innovations being urged by organizations throughout the country were broached.

This situation raises the point as to whether retail credit business will eventually disappear and be permanently replaced by the cash system.

Much has been said about the greatly increased overhead expense of the credit system and the financial loss occasioned thereby, but rightly handled it has been proved that the overhead expense is increased by a very small fraction, and the loss is infinitesimal. The economies of the cash system are real, but they are not nearly as great as appears at first sight.

One large dealer in meats, fresh fruits, fresh vegetables and allied lines, who has recently been carrying on an advertising campaign offsetting the tendency toward the cash and cash and carry sytems, states that his loss during a two-year period from poor accounts was only 8/1000 of 1 per cent. This figure may appear significant, but it was made possible through the investigation of the credit system and by the establishment of terms on which credit would be granted to customers and by holding to the terms agreed upon. In other words, the customer was taught to place a high valuation upon his personal credit and to regard it as an asset which must be treasured.

In dealing with the matter of credits, there is present an element of generosity which pays direct dividends. One merchant considered himself a most generous personage for sending all the slow pay and undesirable credit customers to his competitors. This case is evident of what is meant by teaching trade to place a high valuation upon credit, and the retail merchant should be just as careful of his credit as the banker is. Money is not loaned indiscriminately by the bank with no question as to the desirability of the risk and terms of settlement, but everything is minutely arranged and the transaction is surrounded by safeguards of all kinds.

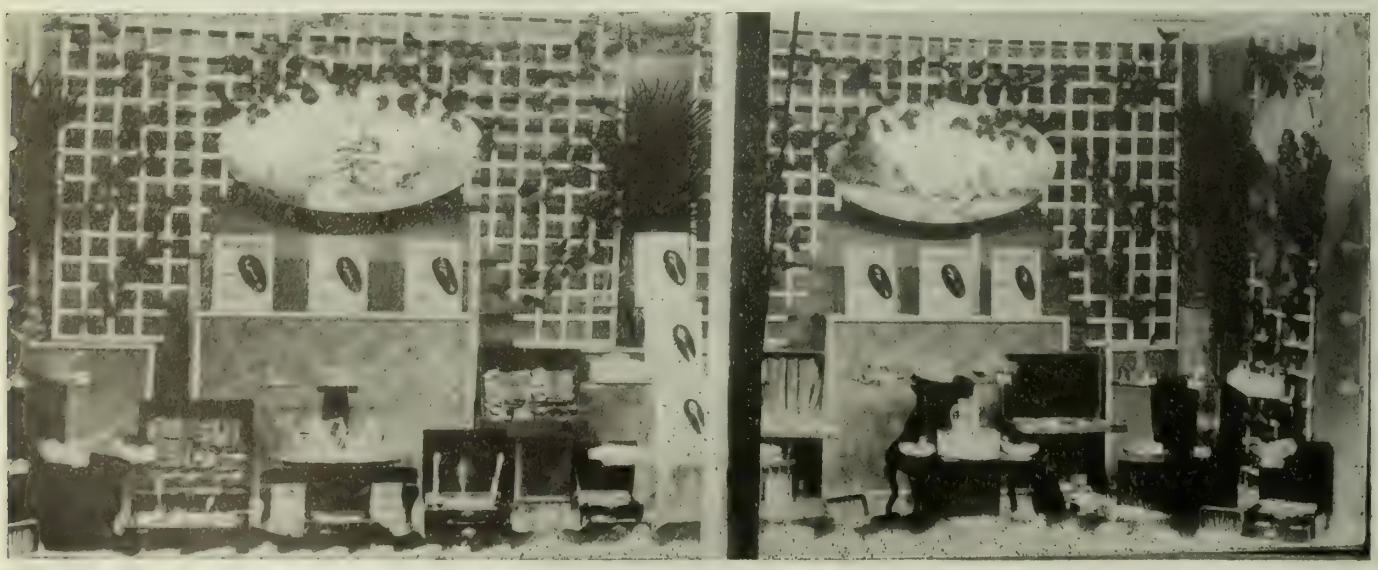
Merchandise is the equivalent of money from a trading standpoint, and should be dealt with in the matter of credits similarly to the manner in which money is handled by the banks. Many persons who could not raise a loan of any small amount of money from a bank can negotiate a credit of many times that amount at the local hardware or grocery store simply because the local merchant in his desire for increased volume of business shuts his eyes to the undesirability of granting credit to certain customers and to the matter of educating the public to place a higher valuation upon his credit.

The solution of the cash and credit systems of merchandising is up to each individual retailer, who must decide what length of time credit will be extended, and all other details. He must satisfy himself that the debtor is worthy of the credit, and then compel him to adhere strictly to the terms agreed upon. Such practice as this will educate trade in general to place a higher valuation upon individual credit. The merchant should abolish all fear of customers and regard the matter as a courtesy extended to customers for their own benefit and not for his benefit alone.

Especially Essential Now

Under the present circumstances the regulation of credit is especially essential, and this thought is well expressed in

(Continued on page 152.)



This display offers some excellent suggestions for a September wedding gift window. The same ideas could be carried out in a Christmas window. This display was arranged by C. H. Smith for the E. H. Ashdown Hardware, Winnipeg, Manitoba.

Keep the Fall Stock Moving

System to Keep Stock Moving—What Have You on Hand More Than a Year?—Take Present Circumstances Into Account.

By Henry Johnson, Jr.

A SIMPLE system of keeping track of stock and its movement through the store is this: number each item with month and year. Let 117 mean January, 191; 217 stand for February; 317 for March, etc. That can be put onto china with the same marking pencil used for writing the price. It can be written in pencil on other items when price is put thereon.

But for all items on which ordinary pencil or pen can be used, it is much better to get one of those numbering, adjustable rubber stamps which are obtainable in any stamp or die making place. Those can be set to a number in a jiffy and the operation of imprinting the number is so simple and takes so little time that the practice can be extended to cover all but the staples which turn without attention.

That same stamp is adjustable for price-marking, too. It will set from 1c to $99.99 for the ordinary six-band size, and larger ones can be obtained if you need 'em. I recommend such stamping of every item in the store, even down to ordinary standard tomatoes and corn. Takes only about five or six minutes extra time when you are opening and stacking from one to six cases of an item; and you will be astonished to find how much the process will earn for you in solid dollars. Fact is, none of us realizes how many pennies slip away from us through sales being made under-priced. And pennies make dollars.

This last is worth thinking about.

How Long Certain Stock Is Kept

The manager of a big prosperous department store, a store and man that I have known rather intimately for upward of ten years, tells me that in his upward of 76 departments the average percentage of stock carried into the second year normally runs to only 5 at most and has been down as low as 3 at times. This means that 95% to 97% of all the varying lines is sold out with at least one turnover each year.

The system I have described will enable you to know this particular thing about your own business. Then when you inventory, the numbers can be noted and you will have your percentage before you in actual figures. Undoubtedly some things, some special items called for and wanted regularly though very seldom, will remain in stock more than a year. But if you find that of six bean pots bought in a car which you assorted in December, 1916, five are on hand in January, 1918, maybe you will conclude that it were better to go to your neighbor and buy a bean pot when a customer asks for one than to buy them at wholesale in any quantity whatever. You will have no difficulty in thinking of many other items like this—especially if you number your stock as suggested.

But neither must a merchant limit himself by any laws like unto those of the Medes and Persians. For example: my department store friend showed me the status of his china department. With a normal turnover of 1.65 times a year, his had turned something less than 1.40 times in 1916 and there was a carry-over of something like 20%. Usually, that would call for immediate and drastic action. Stock would be marked down, sales stimulated, goods would be sold practically regardless of cost. But no such action was taken for the reason, which will appeal to you too, that most of the stock on hand would have to be replaced at higher costs if sold out now. So nothing was done except what I have recommended to my first friend and now to you: buying was curtailed to replacement only of stock necessary to keep the department going, and stock on hand is being realized on through regular sales on the basis of current replacement costs.

I think you will have no difficulty, in view of this instance, to put a correct interpretation on my former advice to clean up at "any old price."

What of YOUR Turnover, Margins, Expenses, etc.?

I notice that you carry merchandise costs in three divisions: invoice-cost, freight and truckage. I suppose that is for comparative record only, and that you figure your costs inclusive of every known expense and shrinkage to get the goods into your store and ready for sale. On this basis, it appears that you paid $37,773.84 for merchandise last year. This only in passing.

Now, what was your turnover? You sold $41,538.55. You made a gross margin of $5,627.34, showing cost of goods sold as $35,911.21. Divide that by a stock averaging $18,000 throughout the year, and your turnover is practically twice. Of course, you have in addition the enhancement of values which makes your 1917 inventory foot up more than if markets had remained stationary; and that enhancement makes your turnover so much better. Whether this is normal or not for your line, location and general environment, you know better than I; but it always helps to get these things down before us.

And does not that considerable enhancement serve to substantiate my contention that now is a good time to go slow on buying?

The gross margin earned on sales seems to have been 13.56%. This seems rather small to me, especially as advantage is here taken of enhanced stock values. Of course, expenses are shown as only 6.91% so there appears to be 6.65% net profit on sales; and such a net is splendid.

But among the expenses I miss two items; rent of premises and interest on the $7,000 investment.

Perhaps the expenses of that building, including due depreciation, insurance and repairs, are included in the "General" item; but a better practice is to carry real estate in a separate account and pay into that account the same monthly rental that could be realized from another business which might be located in the premises if you were not there.

Interest on that $7,000 always should appear as an expense; and I am inclined to think that interest should be charged at the end of each year on the money-value of the entire business at the beginning of that year. For if earnings are reinvested they must earn primarily the same interest which money will earn in that vicinity. So here is an item of expense running from $420—6% on $7,000—to $1,050, or 7% on, say, $15,000. In any case, this item will cut down the net earnings; and the only way to avoid a constant increase in interest charges is to withdraw some or all of the earnings from the business, put them into outside investments and carry such in a surplus account. This last is the best practice for any business, as I may have occasion to detail at another time.

Why Any Money Borrowed?

Now look with me at an other point: here we have interest on the one hand, $270.00, charged into expense, and discount on the other, $289.56, credited to earnings. These two items practically offset each other, and demonstrate my oft-repeated contention that, aside from the more attractive credit standing, there is no nourishment in borrowing money for the purpose of discounting purchases.

Discounts should be taken by all means and to the limit of our ability; but that limit should actually be our ability unaided by the bank. Why? Because while in theory it is sound to borrow and take discounts, in practice that leads simply to too liberal purchasing and our discounts only serve to pay interest.

Here again I shall have more to say.

Four Years of Auto Accessories Trade

Development of Automobile Supplies in Hardware Trade Since 1913—Hardware and Metal Foremost in Pioneer Work When Canada's Now Leading Industry Was in its Infancy.

ONE of the most interesting features which has marked the development of the Canadian hardware trade in recent years has been that connected with the consistent growth in popularity of the automobile accessory department. Four years ago, little had been done in this matter by the hardware merchants of Canada, but when once started, it took short time to gain favor in all communities, and sweeping over the country, it gathered weight as it went in a stupendous movement to establish auto accessories as a permanent department of the hardware store. To-day there is hardly a city or town where accessories cannot be secured by the motorist at a local hardware store.

The movement after its inception swept over the country like a gigantic wave, and the issues of HARDWARE AND METAL down through the past four years have been in the forefront in urging the matter on and keeping enthusiasm at the highest pitch. In this connection, it is interesting to briefly review a few of the editorial articles which have appeared since the matter was first broached somewhere about the year 1913, and an endeavor will be made in the following paragraphs to outline the growth of the plan in the past four years, which may be taken as an example of what might be expected in years to come.

THE START IN CANADA.

It was in the initial issue of HARDWARE AND METAL for the year 1913 that the matter began to receive most serious attention. The matter had been dealt with prior to that time, but in that issue an article was printed on the subject, under the heading "Auto Accesories Are a Profitable Line," in which it was pointed out that hardwaremen would find automobile owners were anxious to deal with them rather than with the garages, that sporting-goods dealers were beginning to show interest in the line, and that the carrying of such lines could be attended with considerable profit.

Continuing, the article says "A great many hardware dealers are missing an excellent opportunity to add increased sales and profits to their business by not making an attempt to cater to the needs of automobile owners. The sale of automobile accessories has not been taken up by hardware dealers as rapidly as might be expected, and naturally the trade has drifted to the garages. The majority of automobile owners will tell you that they do not get satisfactory service in many of the garages and that the prices are, in many instances, exorbitant.

"In some of our large towns and cities, a few hardware dealers are enjoying a good trade among the automobile owners and are steadily increasing their stock of the lines in which the automobile owner is interested. One dealer, who is working up a nice trade in this line, states that the automobile owners prefer to deal with the hardwareman and will suggest to him many lines in which they are interested and afford him a good margin of profit. With so much dissatisfaction existing among automobile owners regarding their treatment at the garages, it would appear that the present would be an opportune time for the hardware dealer to look into the opportunities afforded him in handling this line of goods.

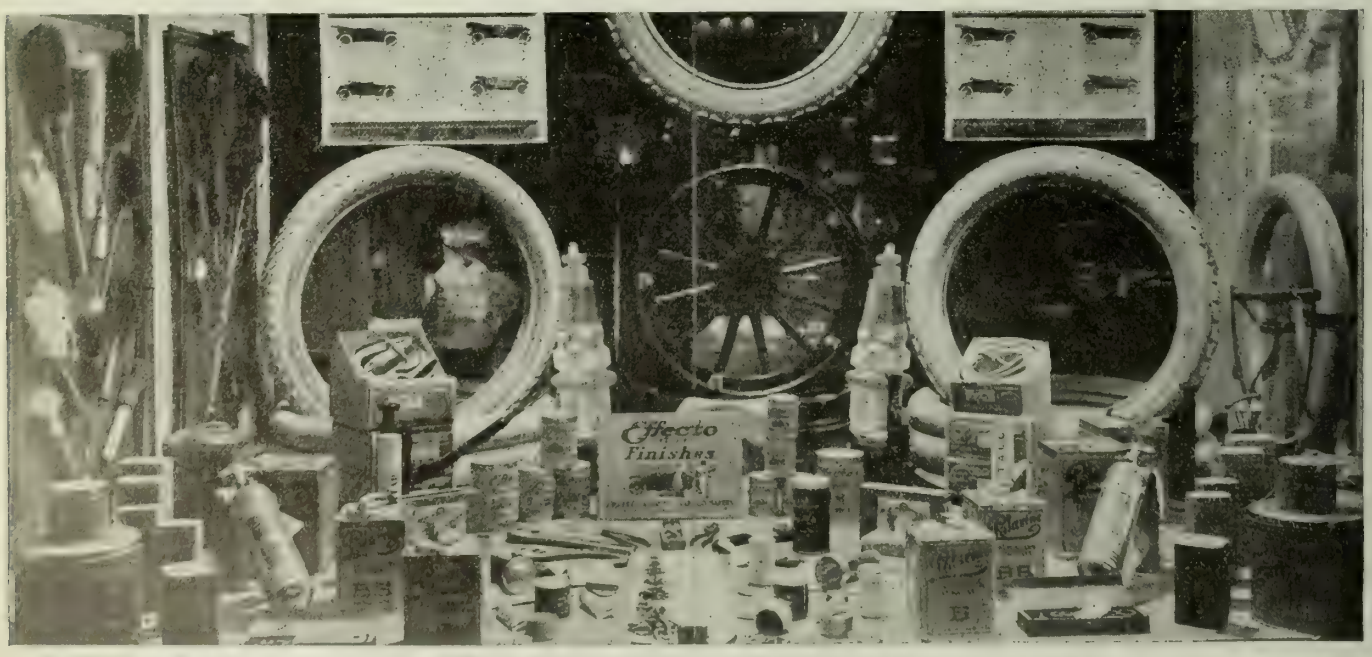
Opposition Growing.

"It may be surprising to the hardware dealer to know that the sporting goods stores are working into this line and are doing a large business in several lines that are used by automobile owners. Mention might be made of one line, namely, spark plugs. These are being sold in large quantities and afford a large margin of profit for the dealer.

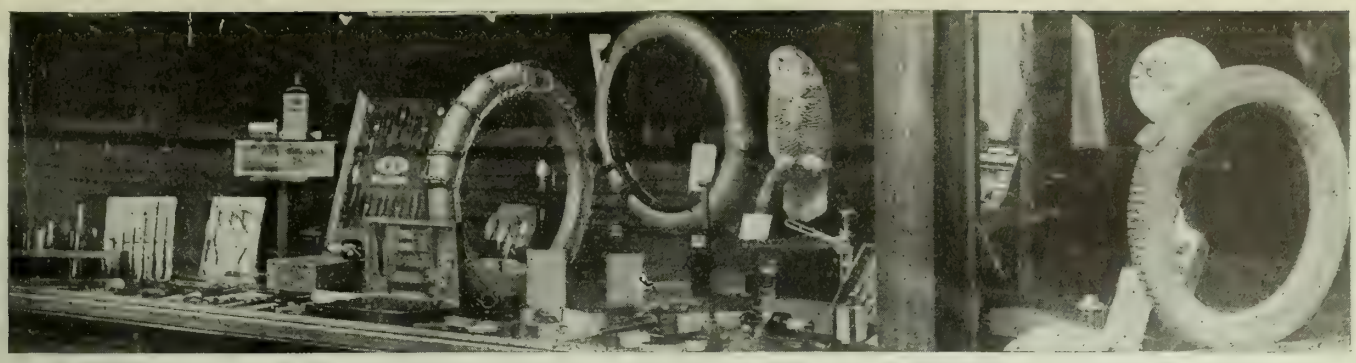
"One progressive hardware firm is now getting a list of automobile owners in their city, and it is their intention to issue a circular describing the lines of automobile accessories they carry in stock and mail one to each owner. In this manner, they hope to get the automobile owners' trade coming their way, and no doubt they will be successful.

"Automobile clubs are being formed throughout the country, and members no doubt talk over matters pertaining to their machine. A merchant will get good advertising in this manner, as the owners will inform each other as to the best place in which to purchase supplies.

"There is no doubt but what the automobile supply business belongs to the hardware dealer, and the longer the dealer delays in going after this busi-



Auto accessory display, put on by Ecclestone's Hardware Company, Bracebridge, Ont. This is a most attractive window.



Cowan's Hardware, London, Ont., is making an aggressive bid for Auto Accessory Trade. Above illustration shows a section of their display.

ness, the harder it will be for him to regain it later on, as **no doubt automobile accessories will eventually be found in almost every up-to-date hardware store.**

Sale of Tools a Big Item.

"The sale of tools alone is a very large item, and in addition to this, the dealer can sell large quantities of cup grease, lubricating oils, etc. Auto owners are continually buying spark plugs, dry batteries, bearing scrapers, rubber-covered wire, tubing, set and cap screws, belting, hose, kits, wrenches. etc., and many other lines that are regular stock in the hardware store. There is also sale for automobile jacks, pumps, battery testers, lock washers, strainer funnels, chamois skins and so on. Automobile owners also large consumers of metal polishes, and this is also a line on which there is a large margin of profit.

"The manufacturers of automobile accessories are issuing catalogues and in many cases increasing the capacity of their plants in order to meet the demand for this class of goods. The automobile accessory line is one on which the dealer can stock lightly on the start and gradually add the lines there is a demand for. With a few good accessory catalogues on hand, the dealer can order any lines he may not care to stock, and can have them for his customer in a few days.

"The stocking and displaying of automobile accessories will not only add a new and profitable department to the store, but it will also help to increase business in other departments on account of the many new customers the dealer is sure to obtain. The sale of automobile accessories has been taken up extensively by hardware dealers in many parts of the United States and in several places repair shops are run in connection with the hardware stores."

Display used by James Walker Hardware Company, Montreal. It has the record of getting results.

Modern Conditions Little Changed.

The foregoing article printed over four years ago contains information which is equally applicable to the hardware trade to-day in the matter of adopting automobile accessories. The article has been reprinted in full, for its value is equally good to-day as it was in 1913, and identically the same problems have to be dealt with.

Taking up the various points dealt with in the article as they affect the trade to-day, it is fully appreciated that automobile owners to-day more than ever appreciate the carrying of accessories in the hardware store, as compared with the average garage, and are fully aware of the increased efficiency of the service rendered from every standpoint. For this reason, it is just as imperative for the hardware dealer to look into the opportunities offered to-day as it was four years ago.

The statement in a subsequent para-

Auto Accessories are prominently featured by the James Walker Hardware Company, Montreal. They catch the eye and get the trade.

graph to the effect that eventually automobile accessories would be found in every up-to-date hardware store, has to a large extent been realized to-day, and it is also evident in these times that the automobile supply business belongs to the hardware dealer more than ever, and that popular opinion is regarding the hardware store as the logical place for handling such lines.

The stocks carried in 1913 and those carried to-day vary to some extent with the big changes which have been made in motor car construction, but, as is stated in the article, it is unnecessary for the hardware dealer to stock heavily at the outset, and he is, therefore, afforded an opportunity of gradually building up his business, and in the meantime meeting the demands of customers largely from catalogues.

The statement that the accessory department will also increase business in other lines by bringing new customers to the store, is just as true to-day as ever, and to a large extent has been proved by actual experience in the past few years.

Stories of Early Success.

One of the first articles appearing in HARDWARE AND METAL, illustrative of the success which could be attained by handling automobile accessories, was in connection with the hardware firm of D. H. McCay, of Kingsville, Ont., which sold fifteen barrels of batteries and over 12,000 gallons of gasoline in one year.

The article outlined the fact that a great many hardware merchants were just beginning to take advantage of the opportunities afforded for the sale of accessories, and pointed out that the purchasers of accessories were usually people of means who would spend their money freely on any requirements.

The McCay firm was reported as carrying a light stock of accessories, and relying on the catalogue and the wholesales for getting any further supplies within three days' time. Some of the lines for which a ready sale was found were batteries, spark plugs, greases and oils, valves, tire patches, lamp burners, carbide, automobile jacks, pumps, automobile wrenches, tools and other small items used for repair work. The firm found that by keeping these lines in stock, they were able to get orders for lamps, tires, bumpers, etc., which they did not need to stock, but secured from the wholesalers within three days.

Accessories in Cobalt.

From Kingsville, Ont., a jump was next made to Cobalt, Ont., where the George Taylor Hardware Company were reported as handling the sale of automobile accessories with considerable success. The article commences with the statement during the year prior there had been a marked increase in the number of hardware firms who had added automobile accessory departments to their business. Continuing, the article says, in part:—

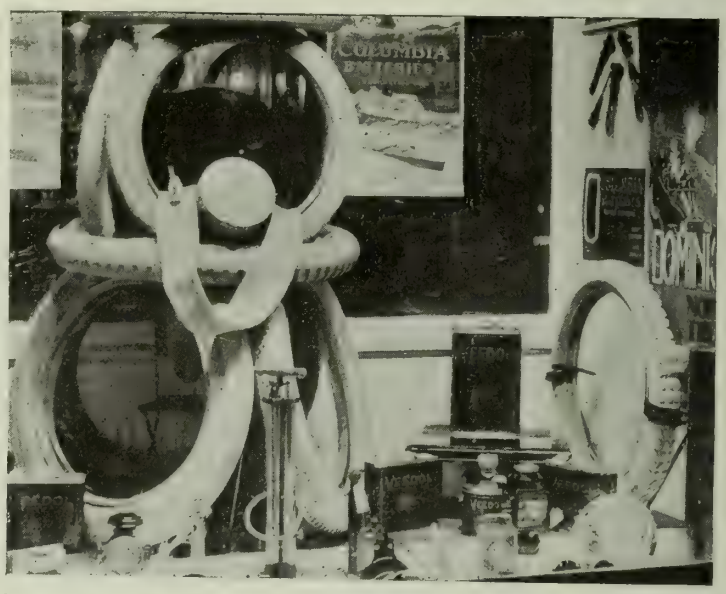
"For a time, this line of business was to a large extent apparently neglected by the hardware trade. There has been a tendency of late on the part of the hardware firms to enter extensively into stocking and selling automobile supplies, and it is surprising how rapidly some of the automobile accessory departments are progressing."

The case of the George Taylor Company was cited as being included among the class described, and was reported as handling automobiles, in addition. The value of show windows was fully impressed, for the Taylor Company recognized their windows as one of the most effective factors in pushing the sale of accessories. An accompanying illustration of a window display indicated the extensive stock carried, containing as it did everything from tires to polish. The Taylor Company accessory business has developed to such an extent that the company now conducts a large garage and also sells cars.

Sask., was one of those to pave the way. Though located in a small town, Mr. Heartwell was reported as selling both automobiles and accessories in good volume.

Special Section in HARDWARE AND METAL.

It was just about this time when an announcement was made in HARDWARE AND METAL that the vastness and growing importance of the automobile accessory department to the retail hardware trade, justified the devotion of a special section to this department for the purpose of giving hardware dealers all information of value in securing a larger share of such business from automobile owners. This announcement appeared in the issue of June 13th, 1914, and since that time more detailed attention has been paid to the subject.



Attractive acccessory window arranged by George Taylor Hardware Company, Cobalt, Ont.

Large City Store Adopts Idea.

Proceeding on towards the beginning of 1914, there were quite a number of hardware firms throughout the province in which the automobile accessory idea had become deep rooted, and the next mention we find in HARDWARE AND METAL is a statement early in 1914 that one of Toronto's largest departmental stores had arranged a window display of automobile accessories. The article pointed out that the standardization of automobile parts and accessories greatly facilitated the matter of opening such a department and made special mention of the fact that many tools commonly known as accessories were in reality part of the average hardware stock. In the same issue, it was recorded that the George Taylor Hardware Co. of Cochrane, Cobalt and New Liskeard, were planning the erection of a garage in a central location in Cobalt, to work in conjunction with the automobile end of their business.

A short time later, reports began to come in of the expansion of the automobile accessory department to the businesses of a number of western dealers, of which L. F. Heartwell, of Rosetown,

Following closely on the announcement, appeared an article illustrative of the success which attended the selling of automobile supplies in the A. A. Sinclair Store, of Paisley, Ont. This merchant had been handling the line for two years, and reported a large turn over on a small investment.

In an authorized interview with a HARDWARE AND METAL representative, Mr. Sinclair said:

"This line is such a perfectly natural one for the trade to carry, and, further, to push, that it seems incredible that so large a number of country dealers, in particular, have failed to grasp the golden opportunity. I understand that a great many of those who do carry the line have neglected to go after the cream of it, viz., the more costly parts, such as tires, etc., simply because they do not carry such parts in stock.

"I have been handling the line for two years and find that the business is constantly growing, not only through the local increase in cars, but owing to the fact that tourist travel is increasing every year. As the good road movement sweeps the country, this latter fact will be the more noticeable.

Motorists are always interested in displays of tools. Section of store of Parsons Fair, Orillia, Ont.

"There were only four cars in the immediate vicinity when I first took on the line; there are twenty now. That is one illustration of the growth in a two-year period. To get down to elemental facts, fifty dollars would buy my stock in this line, and yet I did an eight-hundred-dollar business on that investment in 1913. What straight hardware line can any of us claim as much for?"

Enthusiasm in the West.

Evidence of the unbridled enthusiasm with which the campaign swept over the West was indicated in the Fall number of HARDWARE AND METAL for 1914, in which stories of rapid development in western towns and cities were related by a representative who investigated the situation. The article, in part, says:

"The idea that automobile accessories cannot be handled profitably by hardware merchants has been proved false by several retailers in Western Canada, many of whom have gone farther and are making a good thing even out of automobiles. A merchant in Carlyle, Sask., finds no difficulty in selling cars, and another outstanding case is that of Hugh McGillivray, Pense, Sask., whose store is shown behind a line-up of thirty-six cars which, with the exception of four, were supplied by McGillivray to the inhabitants of Pense and district."

The representative reported that throughout the three Western provinces he found a distinct tendency to regard the automobile and accessory business as one to go hand-in-hand with the hardware trade. "Everywhere," he says, hardwaremen are taking on automobile tires as a side line, and the number of automobile filling stations installed during the past year is surprising. They are taking hold of the business unconsciously, not aware what lies within their grasp."

Following this indication of the rapid spread of enthusiasm throughout the West which is now looked back to as the nucleus of what has become one of the most valuable industries in the country, the next sphere of activity to be taken up editorially through HARDWARE AND METAL was down east, where W. E. Ranger, of Lachine, Que., after successfully adopting motor boats and motor-boat supplies as a side-line, became enrolled among the number of hardwaremen handling automobile accessories.

Eastern Hardwaremen Interested.

Mr. Ranger had long been interested in motor-boat racing and supplying motor-boat accessories through his hardware store, and he adopted into his business an automobile accessory department. It was easy for Mr. Ranger to handle this line, after handling motor-boat supplies. "At that time," says the article, "the number of automobiles in Lachine could be counted on two hands, whereas to-day there are close on a hundred. Passing motorists seeking his gasoline signs were beginning to ask for tires and other accessories, and he was literally pushed headlong into the business."

Some Valuable Suggestions.

In the same issue in which the story of Mr. Ranger's rapid development appeared, there was a complete section devoted to automobile accessories, giving some pointers on carrying accessories and paying special attention to advertising.

With an illustration of a window display of accessories, by Lariviere Inc., Montreal, Que., an article appeared entitled "Pointers on Carrying Automobile Accessories," in which considerable valuable information was given on the subject, which was at that time beginning to take on added weight as enthusiasm was encouraged in all parts of the country. Much of the advice extended would be of equal value to-day for merchants just now adopting the line, and for this reason, we will reproduce a few of the paragraphs to indicate the basis on which the trade has been built up to what it is to-day.

"When considering adding automobile accessories to your present stock," says the article, "there is one thing to consider first: Are there sufficient cars in your town to warrant your starting this business? Can't sell accessories if there are no cars. Furthermore, there must be some Fords among them—in fact, the more Fords there are, the better, because, generally speaking, all other automobiles are equipped, and require very little outside of pneumatic tires and tubes, and goods for repair work.

"The Ford car is the most popular one, it needs the most accessories and is likely to keep on needing them, because it is unlikely they will be put on the market more fully equipped.

"It is vitally important that a man going into this business try and familiarize himself with new lines that are likely to interest the motorist, thus he will avoid stocking up on accessories that become unsaleable.

"Automobile accessories, like millinery, have their fashions, and just as the wise milliner never carries a heavy stock of hats which are not likely to be worn next season, so the hardwareman, by careful studying of the automobile situation, can avoid buying accessories which are likely to be left on his hands next year. Thus it will be seen that care is required in buying. A good plan is to keep stock fairly low and renew often. Don't be tempted by quantity prices, except on lines you know to be good sellers and for which you have an outlet.

"There is no better way of getting a good knowledge of this line and at the same time of displaying your goods, than by having a car of your own. Many accessories have to be "talked up" or demonstrated to sell."

In the following paragraphs of the same article, some real pointers were given on actual stock which should be carried and emphasizing the best selling lines.

Pointers on Advertising.

Another outstanding indication of the advances being made in this line was the appearance in an issue of HARDWARE AND METAL at this time of an article dealing with the subject of advertising automobile accessories. The question of advertising the automobile acces-

sory department in local newspapers was another step forward in the development of the scheme and of particular interest and value to hardware merchants at that time.

"Perhaps the most recent development in retail hardwaremen's newspapers advertising," says the article, "is in connection with automobile accessories. Quite a number of firms are paying particular attention to the trade of automobile owners and are making every effort to secure a good share of the rapidly growing trade of automobile owners. There are many forms of publicity that can be used by the retailer, but one of the most popular is the daily or weekly newspaper."

There were four newspaper advertisements of automobile accessories. One of the best illustrated advertisements was by T. McAvity & Sons, Ltd., St. John, N.B., while the George Taylor Hardware Co., Cobalt; Sinclair's Hardware, Paisley, and the Cochrane Hardware Co., Sudbury, whose adoption of automobile accessories has already been dealt with, also had advertisements reproduced in the article.

In the same issue, an editorial appeared urging the further adoption of automobile accessories in the hardware trade, in view of the rapid growth of the automobile industry in Canada. By this time, many of the best hardware firms in the country had regular automobile supply departments, and were realizing a very healthy profit from accessories, which as a retail proposition were becoming more generally recognized as part of the modern hardware stock of any store.

Further stories of the successful adoption of motor supplies as a separate department subsequently came from the east. P. Phoenix, of Phoenix & Girard, had been in the automobile accessory business for ten years when the details of his business were dealt with in HARDWARE & METAL. His stock of automobile hardware at that time amounted to about $500, about half of which was invested in tires. Mr. Phoenix owned a car ten years prior to that time, when there were only three cars of the steam type in town. He never opened a garage or did repair work, but was content with the accessory business alone.

A story of equally rapid development also in the east came from L. E. Choquette, of Farnham, Que. Mr. Choquette's window displays of accessories were said to be equal to anything in Canada. He built a garage, and as the headquarters for automobiles in that section of the country, he disposed of twenty-two cars in one year. So important had this end of his business become that Mr. Choquette was seriously considering disposing of his general store and devoting the whole of his time to automobiles, accessories and hardware.

Big Montreal Firm Adopts Accessories.

The next point to mark the development of the automobile accessory line was its adoption by the James Walker Hardware Co., of Montreal, in May, 1915. The same week there appeared in a Montreal paper an advertisement drawing attention to the fact that this store was able to equip automobiles with almost anything they were in need of. This was followed by a special advertisement devoted to tires. In a night, one of the oldest and largest hardware stores in Canada had developed a new department. It was a revelation to them.

A few weeks later, the manager made the following statement to a representative of HARDWARE & METAL: "The average hardware firm does not realize the number of articles they have in their regular stock which are in reality suitable for, or actually in use on, automobiles. It was a revelation to us to analyze our stock, and gather together the various articles. We, therefore, determined on making a window display of the items gathered together and were much pleased with the result of same. I am convinced that it is going to pay us to go into automobile supplies more extensively than in the past, and we anticipate that it will eventually be a good side line.

"I don't think I am exaggerating in saying that the average automobile owner would rather enter a hardware store which tries to keep up to date in supplying his other needs, than go to a garage and purchase his accessories. We feel confident that the customer gets better attention in the one case than he does in the other; we also believe that prices are apt to be less, owing to the greater purchasing ability of the hardware store than the garage. We base this assertion on our own experience."

This statement is indicative of the general feeling which began to prevail among hardware dealers, as automobile accessories became more popular as a branch of the hardware trade, and since that time the subject of automobile accessories has received general treatment through the columns of HARDWARE & METAL, as hardware firms throughout the country commenced to adopt the line in large numbers.

Accessory Department Most Rapidly Developing.

An article by an American specialist on the situation in the United States, in which the adoption of automobile accessories was termed the "most rapidly developing department in United States hardware stores," appeared in 1915. The specialist had interviewed a number of merchants and his conclusion showed that the sale of automobile accessories in hardware stores was not confined to any one section. "There has been a wonderful development during the past five years, and in that time more wholesale hardware houses have taken on the line than there are exclusive automobile supply houses in the country," said the article.

The development in Canada was not quite as rapid as in the United States, but there were hundreds of Canadian retail hardware merchants selling automobile accessories at the time the article was written (December 18th, 1915), and information gathered by HARDWARE & METAL at that time indicated that many firms would take on automobile accessories during 1916.

Tales relating to the success attending the adoption of the line were frequently used in subsequent issues of HARDWARE & METAL, and special articles containing suggestions for display and advertising appeared periodically in special numbers. From the mining camps of Cobalt to the large cities and throughout the Canadian West, interest ran high and there was a rapid taking on of stocks of automobile hardware, as it was realized that what would be one of Canada's leading industries was but in its infancy.

Nor was the trade restricted to accessories, for shortly afterwards many dealers began taking on agencies for automobiles, and the Brampton Hardware Company's sale of fifty cars in 1916 in the small town of Brampton was made the subject of a special article. During that year, the number of automobiles greatly increased in Canada and the demand for accessories greatly increased as well. In May of that year, it was expected that a 25 to 50 per cent. increase would be made in the number of automobiles in use, and about the same time many new lines of accessories began to make their appearance. This latter fact was largely due to the tendency to standardize motors. During 1916 HARDWARE & METAL published several special articles telling how retail hardware firms had sold from 80 to 125 cars in one season.

The effect of the war on the trade was negligible, and later was even found to have benefited it. Especially was this the case as hardware dealers who adopted the line commenced a study of the subject with the idea of reaping the greatest rewards available. In this connection, it is noteworthy that throughout the development of the line during the past four years HARDWARE & METAL has urged upon merchants the necessity for securing a complete knowledge of the automobile accessory line and has been foremost in making suggestions to aid them in the adoption of accessories as a side line.

We now find that the wholesale hardware houses, many of whom were very slow in taking up automobile accessories, are now carrying large stocks and have in many cases issued special catalogues of automobile accessories.

SELLING BROOMS BY A NOVEL IDEA

There is a prominent merchant in a Western town, who believes in the science of salesmanship. He believes that sales are not just made, but that they need some making, and that a touch of originality, will go a long way toward boosting sales. One of his ideas was a "Dust Pan and Broom." He trimmed the windows with these articles and made displays in his store, advertised in the newspapers and had his clerks call attention to the sale when selling other goods.

Campaigning for Fall Paint Sales

Paint is a Line That Needs to be Pushed Energetically in Order to Get Best Results—Store Displays, Window Displays, Fall Fair Displays, Newspaper Advertising, Letter Circulars, Following Building Permits is Effective.

NOW that the spring and mid-summer painting season has passed, there is still good field in the fall paint sales. A campaign organized for this purpose will result in education along the right lines, and net trade that otherwise would not come. The spring is usually considered the best season for painting. This is really not the case. Custom had, until recent years, established the spring as a painting season more than good reason.

Authorities on the painting question will agree that a desirable time to paint is in the fall, when the wood is thoroughly dry and seasoned, and after the summer's sun has done its work. There is no moisture in the wood at that time and the pores of the surface are receptive to the preserving qualities of the paint. After the winter storms have beaten against the building, the woodwork is damp and the surface is not as receptive to the preserving elements of the paint. This is a doctrine that can be preached to advantage in a campaign for fall paint sales.

The possibilities for pressing such a campaign are numerous. Store displays, window displays, fall fair displays, newspaper advertising, letter circulars and close observation on building permits, and with a personal canvass for orders, are fruitful ways of getting the paint before the consuming public.

Store Displays Always Interest.

Many merchants have their paint stock arranged in a convenient position in the front part of their store. This brings the commodity prominently before store patrons in the spring time. A small table, with a neat display of the various sizes and kinds of paint, together with an arrangement of brushes, makes an attractive arrangement for locating near the main entrance. Color cards, neatly arranged, and perhaps a row of paint ladles suspended over the table will add attractiveness to the display.

Window Displays for Passerby.

While the paint table in the interior of the store will catch the eye of the patron who comes into the store, the window display should be designed with the idea of arresting the attention of the passerby. In such a display, window cards can be used to excellent advantage to promulgate the fall painting idea. "Paint in the fall and preserve your building from the beating storms of winter," is the central idea around which many attractive cards can be arranged. The idea will stand reiteration in many different forms. There are possibilities for a window display of paints that the store exhibit does not lend itself to. One concern used for a background curtains of rich-colored material, and in the foreground arranged a neat display of paint, with some brushes. It was an attractive display, and one which meant but little effort. Elaboration of this idea can be made, being carried even to the extent of setting up a room with wallboard or some other light material on which the actual colours could be painted. A small house painted in colours and placed in the window is another way of drawing attention to the various kinds of exterior paints. A display of brushes, along with the paints, is always a good adjunct.

Fall Fairs Can be Utilized

Hardware merchants are coming more and more to realize the advertising

An unusually attractive window display of paints arranged for the Summer Hardware Co. Moncton, N.B.

value of fall fairs. A booth set up at the fairs of the district in which paint is prominently displayed serves to bring the idea of painting prominently before the community. This is an excellent place to appeal to the farmers of the district. After their fall work is over they are in a mood to listen to arguments respecting the value of painting their buildings. It is a notorious fact that farmers taken as a class show neglect in the care of their farm buildings. A barn coated with paint will last much longer than the one that is not so preserved. The argument should be driven home to the farmers that the fall is the proper time for them to do this painting in order to save their buildings from the disintegrating effect of the winter's storms. Here, again, at the fall fairs the booth could be painted with the line of paints carried and cards should be prominently displayed announcing that fact. There is no use doing the painting unless advantage is taken of the fact in the way of advertising. Barn paint should be a good line to sell in the fall. Oftentimes the farmer neglects to paint his house as well as his barn, and this should not be lost sight of in pressing for sales. It should be continually impressed upon him that it is poor economy to neglect the painting of his buildings, no matter whether they be barn or dwelling.

Newspaper Advertising Draws

The doctrine of preparedness for the winter can be preached in no better place than through the local newspaper. So long as the ad. is kept a live one, and has drawing power, such a form of publicity should bring results. With the aid of printer's ink the advisability of preserving the buildings against the inclement weather of winter should be preached and driven home. There are many forms of publicity, but there is none that quite takes the place of advertising that is well carried out. Arguments showing why fall painting should be done should be set forth in well-displayed advertising. By way of suggestion as an argument that might be used the following is given as a possible draft of an advertisement:

FALL PAINTING IS THE MOST EFFECTIVE

Painting is usually done in spring through custom.

If you did not paint your buildings last spring, you cannot afford to let them go through the winter with their unprotected surfaces exposed to the beating storms of rain and snow.

It is false economy to put it off.

After the summer's sun has dried the surface thoroughly, the fall is really the most effective time to paint.

The pores of the wood are then open and most receptive to the preserving coat. You should paint this fall as a matter of simple economy.

Come to us for your paint. We have one of the best lines made.

This is but one of the many forms that might be used, and is given simply by way of suggestion. The idea therein embodied can be used in other forms of argument and extended over a series of advertising talks. The advertisement should be kept alive with interest. The best way to do that is to change the wording: put up the argument in different words, even though the underlying facts are the same from day to day.

Letter Circulars and Canvassing

When the appeal has been made through the columns of the local paper it is time to augment this publicity with other forms. Another form of these is the letter circular. This gives the personal touch to the appeal for trade that comes through a letter. Here, again, the need for painting in the fall should be set forth, the kind of paint that is carried, together with its merits. These letter circulars can be obtained at the local printery, or can even be in the form of reprints of newspaper advertisements, and should be printed with typewriter type. Canvassing for paint orders is another way that has been found to be most effective in getting orders. One hardware store in the northern part of Ontario utilized some of the spare time in the fall and went among the farmers to preach the doctrine of paint preparedness. And they got results, too.

Building Permits Give Possibilities

Keeping track of the building that is going on in the neighborhood often leads to the landing of a sale, because the merchant has been on the job before anyone else. Once it is known that a building is to be erected the merchant should lose no time in making a canvass for the contract of supplying the paint, as well as other hardware lines. If business is worth having, it is worth going after. Those who stand on their dignity, draw their mantle of reserve around themselves and say: "Well, we have the paint. If John Jones wants paint let him come and get it." This is not business. It is not wooing trade with gentle enticements and persuasion. The merchant who goes after this trade is pretty sure to be the one who will make the sale.

Retailers' Cost Accounting Important

Adequate Bookkeeping as Necessary to Retail Merchant as to Manufacturer—Accurate System Aids Credit.

THAT cost accounting is a branch of bookkeepin only related to the business of the manufacturer, is an erroneous idea which is held by some retail merchants. The impression has been circulated that the purpose of cost accounting is merely to show the manufacturer the cost of manufacturing certain articles, but it is equally important that the retail merchant knows his own individual cost of doing business and is therefore as important for him as for the manufacturer. A cost accounting system is a means for the retailer knowing whether his business policy is sound, and whether he is receiving the maximum results from the extent of his turnover in the form of highest profits and lowest operating expenses.

That many retail merchants do not know accurately the cost of conducting their businesses and for that reason are unable to price their goods intelligently, is the subject of a pamphlet recently published by the Federal Trade Commission of the United States which has displayed a keen anxiety to see retail merchants adopt efficient accounting methods. The pamphlet states that "there must be a decided improvement in this direction before competition can be placed upon a sound basis, and before we can expect a decrease in the heavy business death rate among retail merchants."

Then from the standpoint of securing loans, the banks, on which many merchants depend in regard to the matter of granting credit, are not likely to arrange loans and discounting facilities for merchants who are known to keep a poor system of accounts. The banker is compelled by law to conduct his business on a basis of the highest efficiency and safety, and in return he expects that the business man who depends upon him for credit, shall conduct his business accordingly.

It has long been recognized that business success depends to a great extent upon the men at the head of the organization having a detailed knowledge of the exact facts that influence the operation of the business, and if a merchant can show a detailed report of the condition of his business he is more apt to receive consideration than a dealer who is unable to do so, owing to a poor accounting system. Statements are periodically furnished to bankers by manufacturing companies and it is probable that such a policy would be of benefit to the merchant.

Overhead expenses constitute one of the main items affecting the pricing of goods and this is one item on which estimates are of no value and accurate figures are required. If articles are not priced high enough to cover operating expenses, the business is being run at a loss, and there have been too many merchants put out of business as the result of poor financial policy which has its root in the practice of estimating expenses without any attempt at accurate verification.

Community Interest Aid to Paint Sales

Merchant Who Takes Greatest Interest in What His Community is Doing and How His Fellow Citizens are Progressing is One Who Will Reap Biggest Reward—Should Get Outside One's Store and Self.

A GENUINE interest in the people and their problems is one of the surest methods to build an enduring business. One of the most successful hardware merchants in a small town in Ontario says that he always wants to feel that his customers are as glad to see him as he is to see them. This is the spirit that has built a business for this man in a small village of eight hundred population which in the yearly turnover aggregates $65,000 a year. This hardwareman has made a big success in his restricted field, but it has never appealed to him as being restricted. There have been other hardware dealers who have come and gone in that community—have beat their heads off against the adamantine wall of this hardwareman's grip on the people. Those who have spent their money and time in an endeavor to edge their way into the business life of this community have failed because in the long run they lacked that indefinable something which for lack of a better term might be given the name of cordiality. It is something more than cordiality. Cordiality may be a mere sham—a play, a gloss of the real self, for selfish motives. The oily tongue and "hale fellow well met" type does not constitute at all times what is expressed in cordiality. It is not so much a matter of outward show that constitutes this attitude. It is what the heart of the business man thinketh so is he. The spirit of your patrons is farseeing and discerning. It is peering and cannot be deceived. The man who thinks he can pass for something that he is not is his own biggest dupe. If he is at heart a sham be sure that no amount of gloss or tinsel will cover that fact.

Community Interest an Evidence

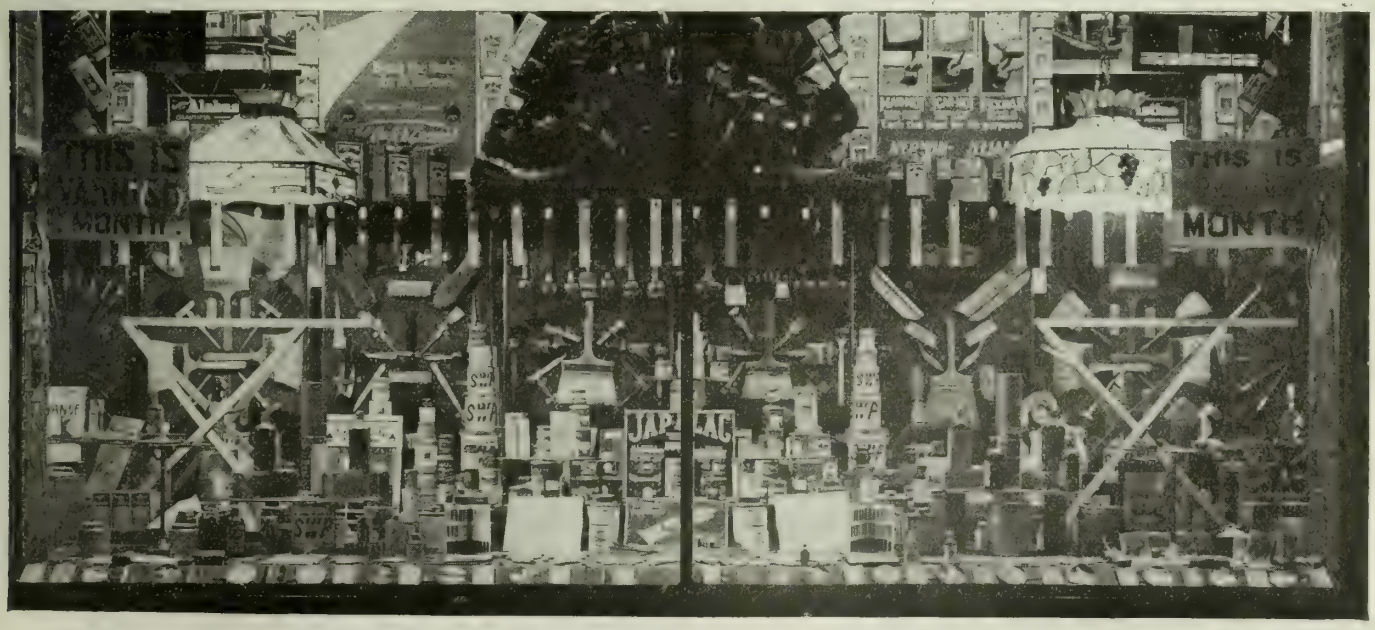
One of the surest ways for this to be manifested is the attitude adopted toward affairs of the community. Thomas N. Witten, hardware and implement dealer of Trenton, Mo., at the recent convention of the National Retail Hardware Association of the United States, put the idea strongly before the convention in a short but weighty address. Mr. Witten has become known as the father of the "Trenton Idea" of community building. Whether it is in the selling of paint, of hardware, of implements, Mr. Witten believes the merchant must get outside himself and look with "larger, other eyes" on the people around in order that his business may be the real success that it should.

"You advance in this world just in proportion as you mingle your thoughts with your labor—just in proportion as you share with others the sacrifices that are demanded. Think of the sacrifices that were made two hundred years ago, that we might have the things we enjoy to-day. Our ancestors have made sacrifices for us and we in turn must make sacrifices for those who follow," said Mr. Witten in the course of his address. "Don't misunderstand me. I do not mean that it is wrong to make money out of your business. I do not think that a man ought not to be successful. But I haven't any time for the man who can see nothing but the dollar, and who will let neither friends nor neighbors stand between him and his goal. I have spent a good many hours and years studying on this community co-operation, and have reached some very definite conclusions on the subject.

"One thing we should strive to do is to eliminate the dividing line between town and country. Well do I remember how, when a boy, in driving to our little town of three or four hundred, we used to stop when we got to Uncle Sam Smith's place—Uncle Sam's house was the first one going into town and the last one going out—get out, rein up our horses, dust our clothes, and make ourselves as presentable as possible before going into town. Mother always brushed our hair and told us to sit up straight. I asked her what was the matter, if Uncle Sam didn't like us? She said yes, but that he lived in town.

"When I got a little older I was permitted, once in a while, to drive over to town by myself and get the mail. I thought that was quite a thing, but every time I got up to Uncle Sam's place I would get out and brush up and rein the old mare's head up a little, because I was going into town.

"And in later years I discovered that same imaginary line around Trenton, Mo., and around every town and city in this country. And it is one of the greatest obstacles to community co-operation that exists to-day. A few years ago I started out to remove that imaginary line around our town, and I succeeded in making a great many holes in it,



Above window display embodies excellent suggestions for Fall trim in pushing paint sales.

although there is a lot of it there yet. You cannot go out and in a few years remove something that has been two thousand years in the making.

"I am just like the rest of you. I am just as lazy and just as selfish as I dare be. But these are things which must be hid when you undertake community work. If you continually ask, 'What am I going to get out of this?' your community work is going to be a failure.

"A man asked me one day what I considered the most essential thing to a successful business. I said love. He said he didn't quite understand what I meant. He was one of those fellows who can see nothing but dollars. I said, 'Love of home, love of business, love of people.'

"If I do not leave with you any other message, but can send you back so filled with that one thought,—to love the home, love the business and love the people, I shall feel that I have accomplished a great good. I just naturally like the fellow who does things. I hate the fellow who reads and reads, and does nothing. Get the idea out of your head that your store is just for you, and that you are there solely to make money. You are there because the demand of the community calls you there, and your business is their business and their business yours, and they have a right to dictate what kind of a store you shall run in that community."

Opportunity in Mingling

"I do a great deal of canvassing, and believe in it very much," stated another successful hardwareman recently during the course of an address. "I believe in canvassing for this reason: It gives a chance to mingle with farmers and their families. You can get better results when you are at the farmer's place of business and get a closer knowledge of his problems. You can look over his stock, take dinner with him and his family, and discuss his problems and prospects. And above all, don't fail to pay special attention to the children, no matter if their faces are not always as clean as they might be. Don't be afraid of soiling your clothes. You will always get results from playing with the children, although you may not be able to see it at the time. When you play with the children you are building a business future which no man can take from you. You are not building business for to-day alone, but a business that will stay with you as long as you continue in business. You will reach the hearts of the parents and of their friends and neighbors, through the children."

Mixing Means Trade

And so from a selfish standpoint—from the point of building trade—it pays to get near your fellowmen. There is a hardware man in Ontario who in spare time goes out into the country and canvasses for paint orders. It is not alone the volume of orders that come in at the time that counts so much. But it is the fact that you have come closer to the people by meeting them in their own home—in their own place of business. It is possible to do this canvassing so that it appears more in the nature of a friendly call than an actual drumming up of trade. Incidentally it should be made known that your mission is in the interests of furthering your paint trade. The impression should not be left that the day on which you call is the only one on which you expect to make a sale. Neither should the merchant so look upon it himself. Rather should he look upon it as seed sown that will result in business later on. The very fact that the hardwareman has met his prospective customers in their own home and talked things over with them has brought them closer together and has started them thinking along the lines of the desirability of painting. It all gets back to the underlying attitude of mind from which we made our starting point: If the feeling is deep enough, —genuine enough,—to want to know people better and uses as an excuse the furthering of one's own business, that business is bound to come. It came in the instance of the hardwareman in the village of eight hundred population. And it will come to others if the attitude of mind is right. That attitude of mind can be set right.

Keeping Frost From Windows

Solutions of Retailer's Perplexing Problem in Winter-time—Adequate Ventilation Best Preventative of Heavy Frosting.

ONE of the difficulties which winter time annually presents to the retailer appears to be the elimination of frost from display windows, and, though there has been much written on the subject, HARDWARE AND METAL has been in receipt of many inquiries recently regarding the matter. These letters are from retailers who are taking time by the forelock and are preparing well in advance.

There are various remedies suggested for the frosting of windows, and these are roughly divided into two parts. In cases of slight frosting, the trouble can usually be eliminated by the rubbing on the window of preparations such as alcohol, glycerine and water, ammonia and salt water, or alcohol and water. Where windows do not frost over very heavily, it is also possible to keep the glass clear by throwing a strong current of air over the inside with an electric fan. The current of air should strike the glass from one side and sweep over the entire surface, thus creating a circulation of air over as much as possible of the surface. In large windows two fans should be used.

Cause of Trouble

It might at this point be as well to define the cause of the frosting of windows, which in cases of considerable difficulty necessitate much more drastic measures than those previously enumerated. The windows frost over because of the difference in temperature in front and back of the glass. If the air in the window is warmer than that outside, there will be condensation of moisture when it strikes the glass. Thus the point is to make the temperature on both sides of the glass as nearly the same as possible.

The windows should be enclosed, the back, sides and floor being practically air-tight so that none of the warm, moisture-laden air of the store or basement will find its way in. Sometimes this will be all that is necessary, but in exceptional cases of heavy frosting it will be necessary to go further and have some form of an opening just below the glass to admit cold air into the window, and openings in the top to let out the warm air. This circulation of air from outside will keep the temperature of the inside of the glass much the same as that outside.

Old Windows

There are several ways of ventilating windows already installed. When the floor and background have been made thoroughly air-tight, the window should be ventilated by boring holes through the sash, about 1 inch in diameter, with corresponding holes in the upper sash of the window placed from six to twelve inches apart. If the glass is so set that there is no wooden sash to bore through, it will be necessary to instal air ducts from the base of the window up through the floor.

Some windows are built in bay window style protruding over the sidewalk, and in such cases all that is necessary is to bore holes through the floor which overhangs the sidewalk, with corresponding holes in the ceiling of the window. This often provides the necessary ventilation, but it will be necessary to put a tin cover over the roof holes to prevent rain entering.

Open Back Windows

In cases where windows are used which are not enclosed, it is impossible to use the ventilating system as a preventive of frost. In such cases the only remedy suggested is to get as much heat next to the glass as will render the glass too warm for frost to accumulate. To do this, some stores use electric heaters, oil heaters and gas, the latter in numerous small jets from a pipe run along the lower sash.

A Novel Idea

Another suggestion, which is both simple and very often effective, is to place pots of unslacked lime in the window as near the plate glass as possible. These can be made to appear as part of the display by using jardinieres or other containers, and the design of the window need not be affected. In large windows there should be three or four such jardinieres, but in smaller windows one or two will suffice.

The Fall Wallpaper Trade Opens Well

Year Gives Promise of Being Best in History—New Patterns Now Being Shown—How to Hang Fabric Effects—Various Bedroom Types.

ONE of the large manufacturers of wallpaper reported that the new line for 1918 has been received with great favor, and that booking of business has been heavy. Travellers were started on the road during the first week in July with new samples for fall delivery. The trade during the first month was reported heavier than any corresponding opening period in the history of the concern. If the pace set is maintained the concern in question asserts that it will be their banner year so far as wallpaper sales are concerned. Prices have been increased somewhat due to the higher cost of printing inks, paper, labor and other commodities that go to make up the manufactured article. An increase of approximately 15 per cent. has been made in present prices over those prevailing before new lines were shown to the trade.

Variety of New Designs

The new lines that are now being shown represent a variety of new ideas and novel treatments colored in modish fancies and with a vigor and freshness that bespeaks the spirit of the times. War conditions have caused the price of all raw ingredients to increase, and the manufacturers of necessity have had to increase the price of the finished product. The assertion is made by the manufacturers, however, that it has been their endeavor to put a higher standard of good taste into the designs and colorings. There is an exceptionally catchy range of ungrounded papers and an array of blanks in all conceivable types of designs which are bright and cheerful. There are dainty stripes with ready-cut borders. In marked contrast to the many forms of stripes are a number of all-over floral and chintz designs, which are shown with two-band ready-cut borders in a variety of effective ideas. In one of the designs a delightful glimpse of Japanese mountain scenery is introduced into a border that comes with a diminutive wistaria design. Branches of Japanese blossoms add a quaint touch to another pattern. There are also one-band floral borders with new stripe effects for parlor and bedroom, richly colored hall and dining-room treatments.

In gilt papers there is being shown numerous designs. One of them consists of a unique gloria-stripe, with bright two-band border of chrysanthemums; another a monotone design, with sumptuous border of rich peonies; still another consists of a shadow-stripe, with large poppies, and again one with foliage in bright autumnal tints.

Textomeals Again in Favor

Last year the textomeals were introduced and found much favor, and this year are again shown in a large number of brand new designs. In the embossed papers there is an abundance of bedroom designs of high quality, together with parlor and drawing-room patterns. In the embossed designs there are also the near-plain papers in a variety of weave and stippled effects, each with a modern decoration treated in exquisite style.

In appearance the textomeals are asserted to possess all the richness of printed duplex oatmeals, but are stated to have an advantage in the uniformity

(Continued on page 152.)

The Enchantress design in bedroom wallpapers which is shown in a large range of modish colorings. New line being shown for fall. Illustration by courtesy of Staunton's, Limited.

Illustration of one of the new fall lines of wallpaper showing "The Palms," an independent tapestry design which is shown in a large range of colorings. Reproduction by courtesy Staunton's, Limited.

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

LESSON NO. 1.

CARDWRITERS, like the rest of the world must be always on the alert for something new in order that their work may not become stale.

New ideas come to you naturally because one idea brings another and the more you consider them the greater becomes your capacity for evolving new ones.

The cardwriting profession has a very wide scope for producing novelties. There are so many different branches of the work to go into and each branch has an unlimited number of surprises in store for even the experienced cardwriter. It is for this reason—to bring out original ideas—that this new series of cardwriting articles is being conducted.

This is lesson No. 6, and each lesson has revealed a new form of show card lettering. You will have noticed all along how practical these lessons are. We may all be able to sit down and work out something new if we are willing to spend sufficient time on it but all these types can be made very rapidly being all on the brush stroke principle, which means each part of the letter is completed with one stroke of the chisel pointed brush. That is where the speed comes in. This is the principle that nine-tenths of the present day cardwriters are working on. You get the effect, and the clean cut letters with the speed which modern competition demands.

Of course new types do not necessitate the changing of show card principles set out in any previous lesson. On the contrary the lessons contained in previous articles will facilitate the making of new types and will enable you to appreciate the simplicity of a principle which serves the same purpose no matter what form of letter you are making.

We are endeavoring to give you as wide a range of lettering as possible so this month's lesson deals with poster lettering and design.

From poster lettering you may at first get the idea that it is just used for making posters or large temporary signs, but this is not the case. It can be used on cards for the most exclusive showing or it can be used on ordinary sale cards with equally good results, though it is of course, derived from poster work. It is of that class of lettering that is of free and easy formation; in fact, it is so free and easy that once you have mastered the rudiments you can make changes in it to suit yourself. But of course these changes must be consistent with the rest of the alphabet.

While that shown in the chart is a good one, it is no better than dozens of other poster types which are used or can be invented.

The alphabet we are now showing when formed into words makes a very readable card and should therefore be studied carefully before you turn your attention to other forms. When you are able to make this successfully you may find new ideas for lettering on theatre posters, headlines and advertisements in good magazines and other examples of work done by the best artists, and you cannot do better than model your lettering and designs on these.

Now to return to the chart. The lettering, as stated before, is made with the one stroke principle which means every stroke of the letter is completed with one swing of the brush, a second stroke being unnecessary.

One of the features of this type is that there are no absolutely straight line strokes in it. It is entirely composed of curved lines, some are more curved than others but all must be gracefully made.

Upper Case

"A" is a three stroke letter. Note the broken spaces between lines 2 and 3 and that of line 1.

"B" is a four stroke letter. This letter will need more than ordinary practice in order to make it in the proper proportion.

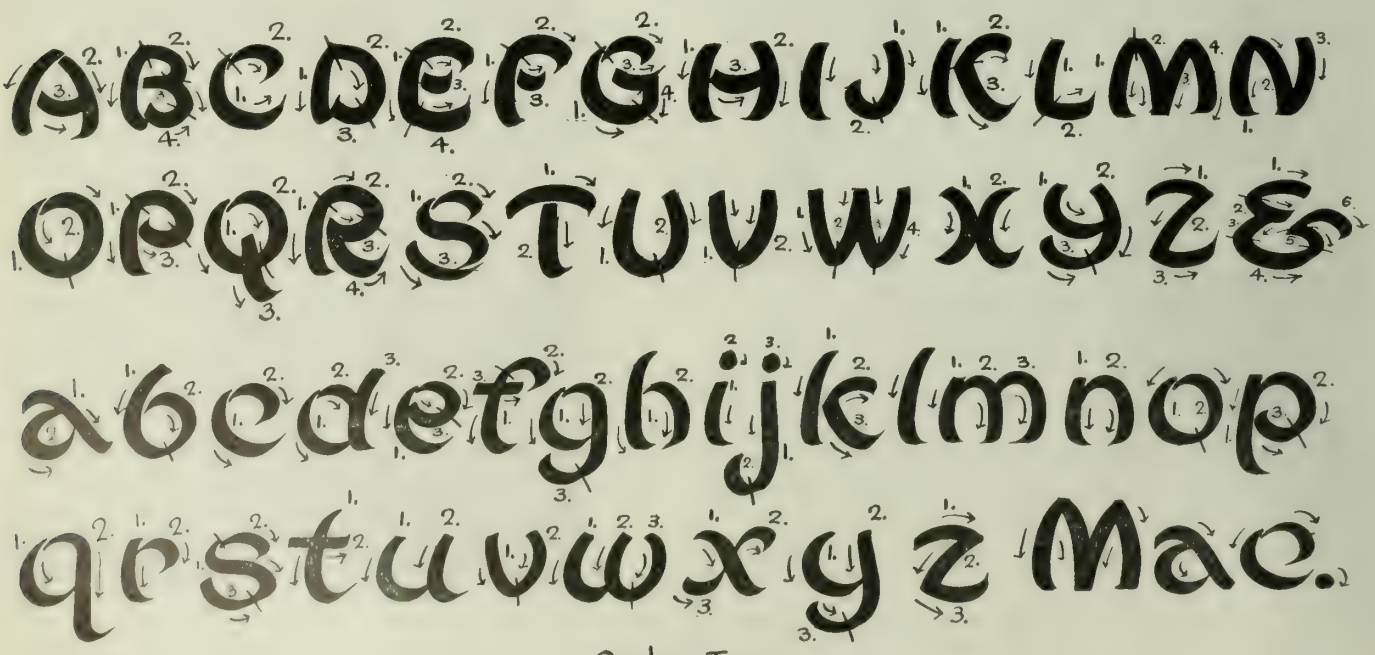
"C" is a quickly formed letter; note the break where the two strokes meet.

"D" like the "B" needs much practice. Stroke 2 is the most difficult, practise often.

"E" shows a formation which differs from any other. Strokes 2 and 4 are the same only curved the opposite way.

"G" is made with four strokes. The practising of "C" will aid you in this letter.

"H." This letter is the same as the



Poster Type.

"A," with strokes 1 and 2 spread apart. Note the break between strokes 1 and 3.

Practise many times "I." This stroke appears often throughout the alphabet.

"J." Stroke 1 of "J" is similar to stroke 2 of "H."

"K." This is a three stroke letter. Note the relation strokes 2 and 3 have with that of stroke 1. Much practice is needed.

"L" is composed of two strokes. Care should be taken to get these strokes at the proper angle.

"M" is a four stroke letter. Stroke 1 and 3 are the same and 2 and 4 are the same. Both sides of this letter should be alike.

"N" is composed of three strokes. All these strokes have appeared in other letters. Practise many times.

"O" is made with two strokes. Note the broken space where strokes 1 and 2 commence. "P" shows a very graceful formation. This letter takes a great deal of practice in order to get it properly balanced. Three brush strokes form this letter.

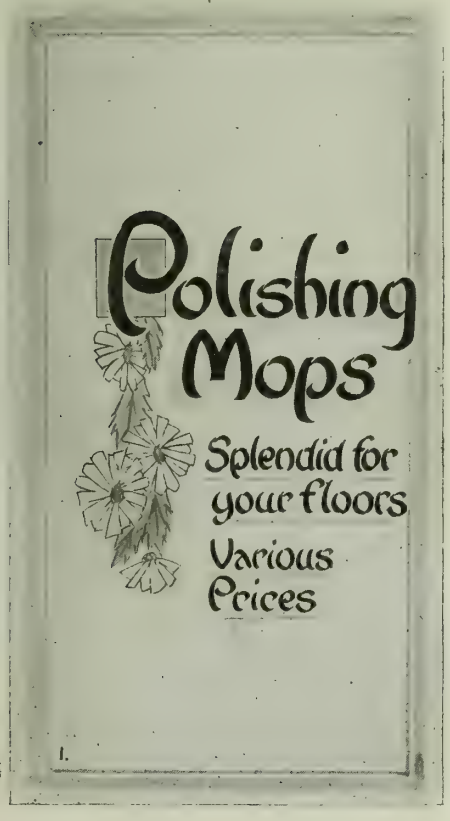
"Q" is the same form as "O" with stroke 3 added. "P" also is the same form as P with stroke 4 added. This letter needs much practice.

"S" is made with three strokes. Each stroke is separated. Note that the lower section of this letter is wider than the top. It should be practised often.

"T." Stroke 1 of this letter is the only one of its kind in the whole alphabet. Note the even curve on this stroke.

"U" is made of only two strokes. Note how each stroke curves in at the top. Practise often.

"V" is similar to "U", the only difference being that the two strokes come to more of a point at the bottom.



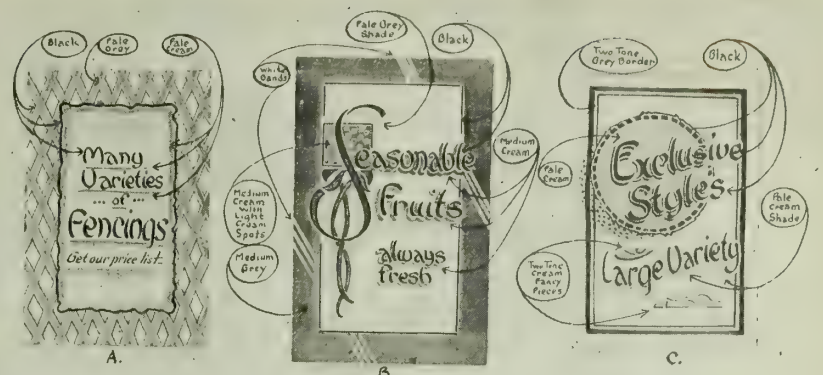


Fig. 1.

"W" is the same as two "U's" joined. You will need a great deal of practice with this letter.

"X" is made with two brush strokes, one opposite to the other. Much practice is needed here.

"Y" is a nice formation and a good one to practise. Note the relation strokes 1 and 3 have to stroke 2.

"Z" has three curved strokes. This letter is similar to the "N" on its side.

The sign "&" shows good food for practice.

Lower Case

In the lower case alphabet there is a lot of similarity of stroke formation. Here you will notice the few strokes used to form each letter and as you know this spells speed. All unnecessary frills have been cut out.

Take the "a" for instance. Stroke 1 is used where usually two are used.

The curve on the bottom of stroke 1 does away with the third stroke. "G's" second stroke takes the place of two strokes. "H's" second stroke also takes the place of two strokes.

Strokes 2 and 3 of "M" each take the place of two strokes, making it a three stroke letter which is ordinarily made with five strokes. "M" also is usually a three stroke letter, but this is cut down by make the entire right of the letter with one stroke.

"Q" also gives a demonstration of this. These strokes are made into one with stroke 2.

Stroke 1 of "U" is usually made with two strokes. "W" is usually made with four strokes but we have only used three here.

We save one stroke in our formation of the "Y".

Poster Design

With poster lettering we are showing a few ideas in poster designs as they go very nicely together and are both of the free and easy styles. These ideas are obtained in much the same way as the lettering. Whenever you run across any save them for future reference.

You must remember that these ideas do not appear on the cards illustrated here; they are just mere suggestions and you have to work cards up from them.

Your attention is called to Fig. 1. Here is a reproduction of three miniature cards with diagrams to show you what colors or shades make good combinations, though many others can be used.

A shows a diamond shaped background effect. This gives a suggestion of a lattice work fence and is quite in keeping with the wording. First mark out the white centre panel, then the background in pencil. Apply the black uneven border around the panel first then after that is dry rule the pale grey diagonal stripes. Then draw the pale gray border inside the black one. To complete the design draw thin pen lines on the inside of each diamond as shown. It is then all ready to letter.

B shows a very striking card. It has a two inch border all around it of a medium shade of gray with a black pen border inside of that again. It is advisable to lay all cards out with pencil first. Then do the black lettering because this is the most important thing on it. All the shadings, etc., come in turn after this is done.

C shows a striking design. The round is of a pale shade of cream with a black broken border around it. The shadow behind it is of two tones of grey with white dots on it. The border used here makes a very effective card without any other fancy design. It is of two tone grey.

The larger cards show other distinct ideas of poster types and poster designs —put them into use. Card 1 shows an idea worked up from a postcard. The flowers are pink with a yellow centre and the leaves are two-tone green. The panel behind the "P" is of pale blue. The shading and border are of pale grey.

Card 2 shows a centre panel of two tone cream with the shadow on the letter of a darker cream. The border is of pale grey and the lettering black.

Card 3 gives a bizarre effect. This idea was gotten from the illustrated section of one of our weekly papers. The heavy band is of pale cream and the narrow band is of pale grey. The spots on the band are pale cream with a darker cream shade. The spots on the left hand side are pale pink outlined with black with a pale shade of grey shadow.

The novel type used in the three cards whose lettering stands out in bold relief will be described in the next lesson which begins a new phase of cardwriting and describes the many uses of the air brush with instructions how to use it.

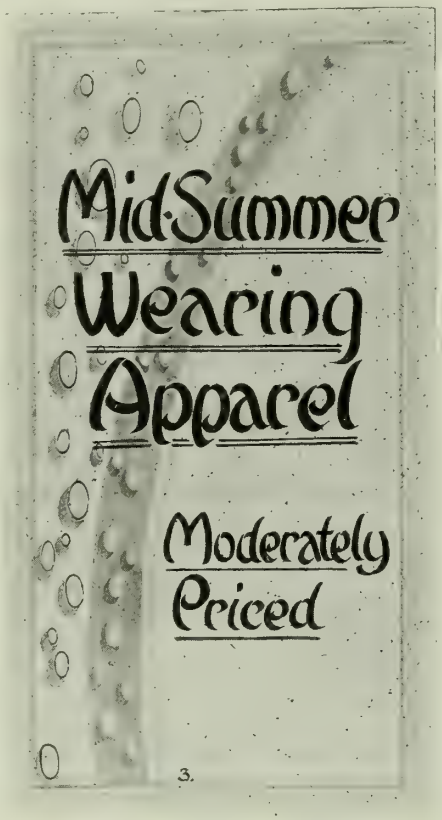
FALL WALLPAPER TRADE

(Continued from page 149.)

of their colorings. They are printed on specially-made tinted stock. Shades in which these textomeals are shown include grey, fawn, tan, golden brown, dark brown, rich green, deep blue and terra-cotta. One of the new designs is a two-inch double stripe with gold tracery, together with a two-band border and base trimmer of roses in classic treatment. There are also exquisite grass-cloth effects with a modish border in what might be termed the Cubist treatment, but with the grotesque features of this type of ornamentation omitted. A stripe with rich gold tracery on grass-cloth grounds is presented with a border of flower baskets in an artistic vein, and this same border is shown with similar fabric grounds, over which is printed a monotone design of rambling foliage.

Ready-Trimmed Papers Popular

Popularity has been attained by the ready-trimmed wallpapers because of their obvious advantages over untrimmed designs. Several of the largest distributors of wallpapers assert that this class of paper has been responsible in large measure for the increase in their business at a time when unusual conditions make it not easy to hope for any large increase in trade. Some of the points wherein these lines are stated to gain popularity lies in the fact that from 25 to 50 per cent., and even 100 per cent., more paper can be hung, as vouchsafed by mechanics. Secondly, the selvages are cut exact to a thousandth part of an inch, so that the papers are easily matched and a good job assured. Thirdly, the papers are trimmed at the correct place, thus preventing loss from an employee or paperhanger trimming the goods incorrectly. Fourth, where the work is done by people at home it eliminates a long and tiresome job of trimming with the scissors.



How to Hang Fabric Effects

The appearance of fabric effects when hung is often a source of conjecture to many. Customers should be informed that small weaved background patterns cannot be expected to avoid some slight shading at seams, and that this should not be considered as a fault any more than would be the case if a real cloth were used. Most of the shading at seams can be avoided by trimming in liberally from the edges, as a heavier deposit of color is apt to occur at the ends of the printing roller. A little care in this respect will be well repaid and avoid many of the complaints formerly so frequent. Reversing alternate strips will sometimes improve results, providing the pattern permits, but cutting in a full inch from each edge on patterns that have no matching figure will usually produce an even satisfactory surface with no pronounced shading. Cut well in from the edge, hang each strip as soon as pasted, avoid hard brushing and give plenty of air while drying, and a good piece of work, it is said, is reasonably sure to result.

Bedroom Types

All-over patterns in bedroom patterns are now quite popular, and numerous dainty patterns have been designed to fill this need. Sprigs of hawthorn in many colors have a border of similar flowers interspersed with wild roses.

PLACE HIGH VALUE ON CREDIT

(Continued from page 138.)

a suggestion as follows made by the National Credit Men's Association as to credits during war time. In part it is as follows:

"Individual credit should be handled fearlessly. The consumer of merchandise, i.e., the individual buyer, should neither ask nor be offered long credits. We must begin the saving of waste at the very foundation of our commerce. There should be no hardship in bringing individual credits close to the cash basis. Waste can be prevented by the adoption of such a plan, and commercial failures can be cut down."

This plan should not only be followed under the abnormal conditions of war time, but at all times, for it is unquestionable that well regulated credits are a safeguard to the merchant at any and all times, and are also desirable from the standpoint of the cash and prompt pay customer. Banking procedure should be followed as closely as possible, and in this manner trade will be educated to place the proper valuation upon their credit.

PROFIT SHARING SPEEDS UP SALES

(Continued from page 129.)

store that works it in this way. When engaging a new man, or advancing one to the sales floor, they say to him: 'We do not set your salary. You do that yourself. Your salary depends upon your ability. We want to pay you all we can. We would rather pay $100 per month than $50. Of course, you realize the more goods you can sell the more money you are worth. We allow a certain percentage for sales expense. If you can sell a given amount of goods you are worth so much money to us. Now go to it and see what you can do. We will pay you a commission at the end of the year on all sales in excess of the stipulated amount. Your next year's salary will be based on this year's record, with the same commission arrangement.'

"The salesmen in this store are always anxious to see their monthly sales and department reports. In busy seasons they quite frequently go down after working hours to put their stock in shape so that they may have more time on the floor next day. They are working for themselves as well as for the house. The commission being paid at the end of the year has a tendency many times to hold salesmen where otherwise they might leave.

WINDOW DISPLAYS FOR FALL PAINTS

(Continued from page 137.)

Displays should be Seasonable

Window displays should be seasonable. There isn't much "pulling" quality in a midsummer display of articles whose use is restricted to winter season or vice versa. Mechanical displays—those having action due to special mechanism—are very effective if their obvious purpose is to show the quality or method of manufacture of some particular article of stock. But it should never be lost sight of that a display must attract attention to the goods for sale and not merely to some interesting, but irrelevant, device.

"Illusion" windows and bizarre exhibitions of all kinds surely attract a crowd, but the crowd is there to see the show and not your goods. The value of most such displays is always questionable, and unless these exhibitions have some direct bearing upon what you have for sale, nothing is lost by avoiding them. Electric illumination effects can usually be depended upon to get attention at night, and, if well designed and arranged, they form very excellent methods of halting the passer-by.

There are many opportunities during the year for special decoration, some of which are now near at hand. Thanksgiving, Christmas and New Year's will soon be celebrated, and other periods offering special facilities in the way of window decoration are distributed throughout the year. There are also numerous other occasions for attractive window work; association and lodge conventions, local celebrations, visiting celebrities, etc.

Dress Windows in Business Hours

Most merchants dress their windows outside of business hours, but a deviation from this practice is frequently advantageous. Many decorators gain much attention for the store by dressing their windows in full view of a mid-day crowd. People never seem to tire of "getting behind the scenes" and "watching the wheels go 'round," and a window dresser can always be sure of a sizable audience.

In the hardware trade, cleanliness of window displays is of equally essential importance as in other branches of business. As a business-repelling device, nothing can quite equal an exhibition of articles in a show window surrounded by dingy decorations covered with dirt and dust and having the appearance of neglect. Goods and decorations should never be permitted to remain on display after they have lost their appearance of freshness.

Construction of Window is Important

Of prime importance in dealing with the matter of window advertising is the window itself. Its construction should be such as to supply it with plenty of light during the day and for evening use there should be installed a sufficient number of properly placed lights to provide a brilliant window, but not a glaring one. Merchants the country over, whether in small towns or in the largest cities, are rapidly learning the value of light for evening displays. It has many times been demonstrated that through more brilliant lighting the stores on a street of moderate popularity can attract to themselves a large volume of the trade held by the merchants on the town's principal shopping thoroughfare. Whether a store keeps open late or not, evening window displays are in most cases highly valuable, as they afford many busy people an opportunity of viewing things which may appeal to them as immediate necessities or for future purchase, but which they would never have seen had it not been for the evening display.

Window Should Be Enclosed

There are three big advantages in having the rear, top and sides of a window completely enclosed. Such construction keeps displayed goods clean; offers an opportunity for arranging attractive backgrounds, and enables the enclosure to be so ventilated that during the winter no frost can form to obscure the display. Such ventilation keeps the temperature on both sides of the window practically the same, and thus prevents condensation of moisture.

It should be borne in mind that in a window, as on a stage, the most conspicuous position is directly in the centre; therefore, in arranging goods, the most important mass or object should have this prominent location. The extreme sides are best adapted for the two masses next in weight to the centrepiece and then all the minor objects may be grouped between these three bodies. Displays should be kept well away from the window glass, as often an effect, otherwise splendid, is spoiled by thrusting it too close to the observer.

SIXTEEN TURNS ARE SUFFICIENT.

When the United States entered the war, states the Iron Trade Review, official Washington expressed the belief that it would be necessary to drive rolling mills seven days a week in order to meet demands for military necessities. The industrial resources of this country have not yet been severely tested by the nation and its allies, but it already is apparent that our blast furnaces, steel works, finishing mills and machine shops will experience no difficulty in supplying material needed to prosecute the war successfully. Moreover, this can be done without disturbing present working conditions to any great extent.

Tin plate manufacturers received one of the first calls to co-operate with the Council of National Defence. They were asked to expedite the movement of material entering the manufacture of containers for perishable food stuffs. Federal officials declared that tin plate makers could not cope with the abnormal situation caused by the war, unless mills operated 17 turns, instead of 16 turns, a week. Leaders of the industry were requested to offer suggestions for obtaining relief, if posible. After mobilizing the resources of the tin plate trade, the sub-committee on tin plate of the American Iron and Steel Institute announced that perishable food packers will obtain all the tin plate they require. In addition, it is pointed out that this country will be able to ship huge tonnages of tin plate to our allies, thus relieving pressure for steel in England and France.

Mill managers generally believe it would jeopardize the interests of the nation to attempt to increase production by operating finishing mills seven days a week. During the extremely hot weather recently, the output of rolling mills was reduced from 10 to 20 per cent. Many sheet and tin plate mills mere made idle by the intense heat; if these mills had been operating 17 turns, instead of 16, it is likely that many men would have been prostrated. Rolling mill employees have been working under high tension for more than two years. The time has not yet arrived when it is necesary to call upon them to assume greater physical burdens.

WATER POWERS APPRECIATED.

Their Use Has Minimized the Effect of Fuel Shortage.

The inestimable value of Canada's water power resources is being more and more emphasized, and the large amount at present developed and utilized is attracting much attention outside the Dominion. A recent article in a New York technical journal pays a high tribute to this wealth, stating that, while electrical central station managers in the United States have been rather restive since the war was declared, wondering how they would weather the approaching storm, Canadians have passed through the crisis unscathed. The principal difficulties feared were that of financing and of securing coal. In Canada, however, as almost all the electric energy is generated from water power, the scarcity and high price of fuel have not affected the industry materially. The low hydro-electric rates prevailing are a strong incentive to industrial extension and the per capita consumption of electricty in Canada is enormous. While the manufacture of munitions has helped to swell the figures, the total, exclusive of munition manufacture, is still very large.

TURNOVER

How many times during the year do you turn over your stock? The answer to this question, Says an American exchange, determines whether you are a merchant or only an imitation of the real thing. It is now accepted as axiomatic in the mercantile business that a meat dealer should turn his stock twenty-six times a year, a grocer ten times, a general dealer and shoe dealer five times, and a druggist and hardware dealer four times, in order to lay claim to the title of "merchant" in all that the term implies.

Increasing space in a hardware store where land is valuable is always an interesting problem. W. Walker & Son, Yonge Street, Toronto, accomplished it by method shown in above illustration. Illustration No. 1 shows how they utilized a driveway for building space and added another story to building. Close examination of illustration will show the new part. Centre illustration shows sample room for builders' hardware. Illustration No. 3 shows enclosed driveway with supplies of nails, pipe and glass kept handy for rush orders. Truck can back in and be loaded in very short time. Round metal plate shows place for dumping sash weights into the cellar.

Doubling Space in Hardware Store

THE majority of hardware stores find one of their chief difficulties is in getting sufficient space to display their numerous lines to advantage. W. Walker & Son, 1228 Yonge Street, Toronto, solved the problem by utilizing a driveway at the side of their store, and in doing so thereby doubled their floor space. It hardly seems possible that the addition of ten feet to the side of their building would give them so much space. "Formerly we had 6,480 square feet of floor space," said A. W. Walker, manager of the builders' supply department of the store to a HARDWARE AND METAL representative. "Now we have 13,200 square feet. In other words, we increased our floor space by 6,720 square feet. Formerly we utilized the second storey of our retail store for builders' supplies. Now we are able to have two full storeys and the additional space in the cellar beneath the ten-foot addition. Furthermore, we have not abolished the driveway either, for we still use it on the ground floor to back our delivery truck almost to the elevator at the rear of the store. By means of a small store truck we are thus connected with the basement and the two storeys above. This makes quick access to every part of the store and enables us to get orders out in a hurry," said Mr. Walker.

On the ground floor driveway all the space is not taken up for the driveway either. There are pipe racks and some space to keep such much-used articles as nails. These can be loaded on the truck at a minute's notice, as they are always handy. The Walker Hardware was formerly a two-storey building, but at the time it was decided to extend the building over the driveway provision was made to build another story to the height. This additional space has been given over entirely to the builders' hardware end of the business, with the result that a very spacious section is now available where stock can be kept and displays made to the best advantage. Starting on the ground floor, the store space is allotted first to the retail hardware business. At the side of the retail store and entirely separated from it is the additional 10 feet that is utilized for a driveway. The driveway is really a part of the building, some of the space being used for storage racks of materials that can be easily obtainable. But the driveway through to the back of the store is always kept clear. The section of the basement immediately under the ten-foot addition is utilized for the storage of sash weights. These weights are placed in the cellar through a hole in the floor at the rear end of the driveway. To get them out again they are loaded on the store truck and wheeled to the elevator, which conveys them to the ground floor, where they are loaded on the delivery truck.

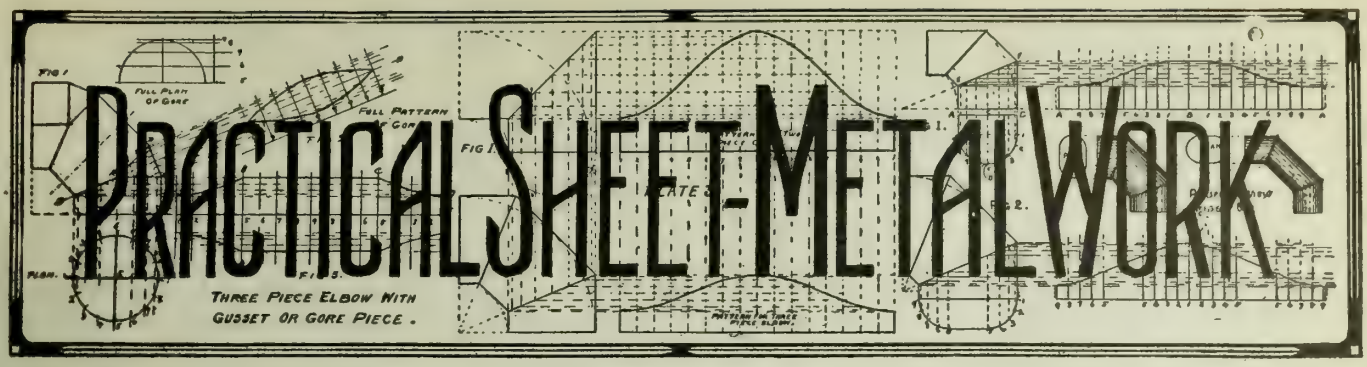
Send Salesmen on Road

The entrance to the second storey is by way of a wide stairway from the retail store. A neat glass sign, suspended by chains and done in gilt letters, directs the customer to the "Builders' Supply Department." On the second floor there is a display room where the various kinds of materials used in building can be readily seen. Lock sets and door sets are arranged on the wall behind small swinging doors. There is a large oak table or counter, around which are chairs for the convenience of customers. Here the customers can be taken and their selections of various materials made at their leisure and without being disturbed by other customers in the retail hardware end of the store. On the same floor is reserved some office space for the travellers of the concern. At the present time W. Walker & Son have three travellers who cover the city, looking after business for the building hardware department. They are supplied with cars, and in this way are able to cover a lot of territory. In the private offices set aside for the travellers the men can discuss problems connected with the business, and feel that one section of the building is for their own use.

Space that is not utilized on the second floor for offices and display room is used for storage for articles connected with the building supply department. On the third floor there is still other storage space for such things as building paper and articles of a bulky nature. Along the side of the walls storage bins are arranged for the numerous lines of small articles that are part of the builders' requirements. These bins are in plain view and can be easily reached with the store truck. Across the street and in close proximity to a railway siding the warehouse for larger quantities of nails, pipe, beaver board, wire and other commodities that bulk large in builders' supplies is located. Cars can be shunted to the doors of this warehouse and there unloaded.

Automobile Delivery Trucks

This concern has two delivery trucks for the city trade. One of them is a big truck for the heavier items and the other a light automobile that is used for prompt delivery orders. As already stated, the company has three automobiles for their salesmen. The ingenuity exercised by this concern in turning a driveway to good use for building space could perhaps be followed with advantage in other instances where it is desirable to increase floor space without purchasing more property.



BY THOMAS STANFIELD

THE developing, or making patterns for a variety of elbows these days means the using of a lot of material, and with material at present prices a set of such patterns runs into money. Realizing this, the following article will be of interest, because of the fact that five patterns may be made from such a place:—

To develop a pattern plate, from which five different elbows may be made—namely, 2-piece, 90 degrees; 2-pieces, 70 degrees; 3-piece, 90 degrees; 4-piece, 90 degrees, and 6-piece, 90 degrees, the following method is adopted:

The two-piece 90-degree elbow being actually cut out, whereas the others are punched. The best way to develop this plate is to take a piece of white cardboard and use a lead pencil; next make a plan, as shown, of whatever diameter of elbow required. Then divide off the circle as shown at 1, 2, 3, 4, 5, 6, 7, 8, 9, and draw dotted lines downward from these points. Next rule off the base line, which must be as far away from the plan as necessary. Then develop the two-piece 90-degree pattern first by following out the rules laid down in previous articles. After this pattern has been developed, erase the mitre line and divide off the arc in two from base line to 70 degrees, giving a mitre of 35 degrees. This is then marked off at each point where the dotted lines cross the mitre, and each point is carried along to its respective dotted line described by the stretchout measurements. The first to be marked off being the highest point on the mitre to 9, the next to 8, 8, the next to 7, 7, and so on until all points have been used. Then erase the first or 45-degree mitre line, and develop the next mitre, as was done before, and repeat these operations, until all the patterns have been developed. Next lay the cardboard over a sheet of galvanized iron, or any other sheet iron which is to be used and cut out the 2-piece 90-degree pattern beginning at A, or if it is desired to leave the sheet square, then simply punch each point, as shown in the case of the lower patterns, B, C, D, E, all

Continued on page 184.

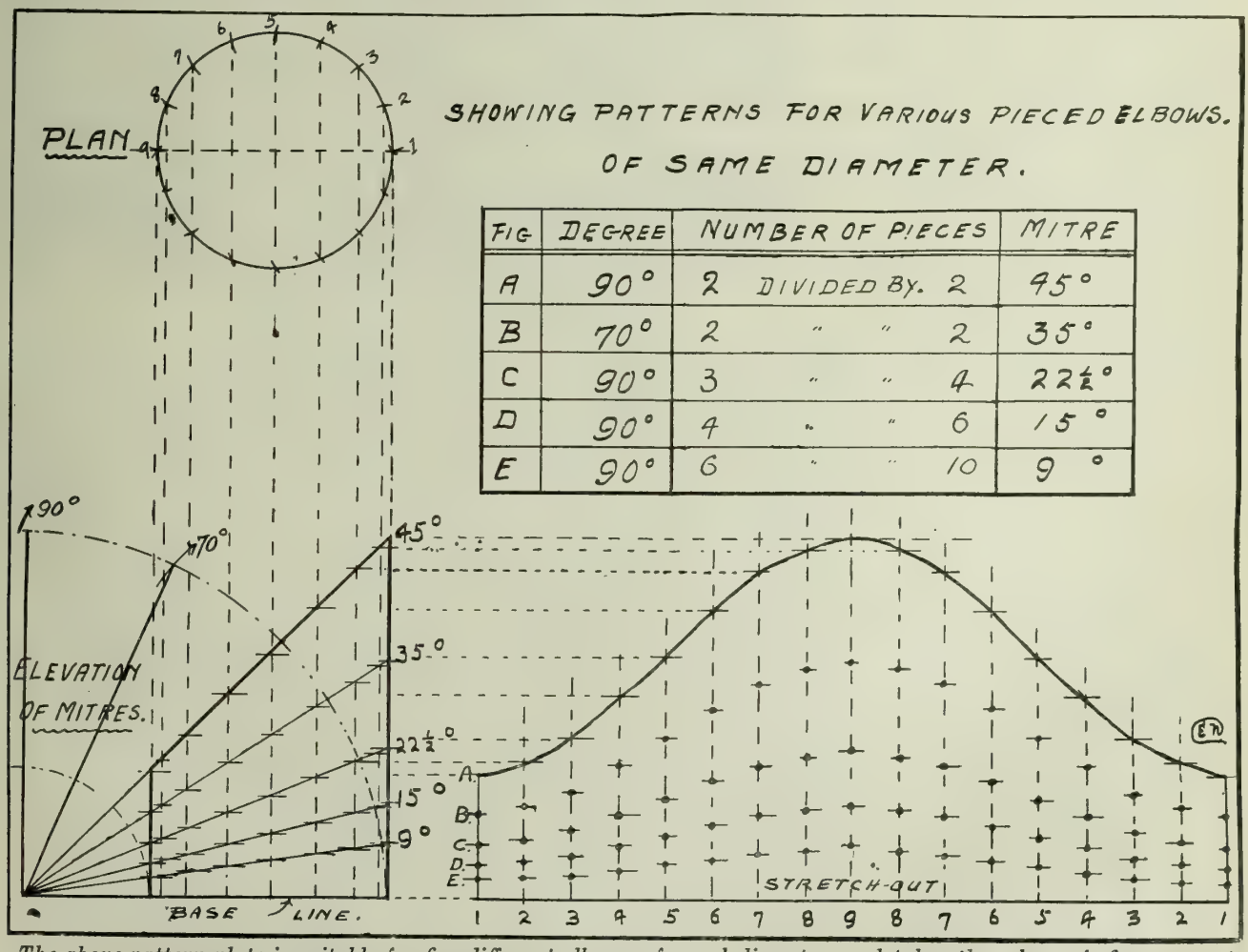


FIG	DEGREE	NUMBER OF PIECES	MITRE
A	90°	2 DIVIDED BY. 2	45°
B	70°	2 " " 2	35°
C	90°	3 " " 4	22½°
D	90°	4 " " 6	15°
E	90°	6 " " 10	9°

The above pattern plate is suitable for five different elbows of equal diameter, and takes the place of five separate patterns.

Innovations That Pull Business

Ideas Adopted by Other Merchants to Conserve Space and Increase Service to Customers—Making Double Use of the Motor Cars — Displays Around Pillars. —Makes Use of Counter Fronts.

THERE are many ways which the hardware merchant can increase business, by simply adopting unusual methods—in many cases at little or no additional expense.

Barn Equipment Display

Burns Bros., Portage La Prairie, Man., fitted up a model of modern barn equipment, as shown in the accompanying photograph. This was located near the store entrance and demonstrations were readily given to interested farmers. It was found that customers would very often stop of their own accord to examine the equipment. The fact that the equipment was in working order made the display decidedly interesting.

Whenever a new barn is going up in the country, Mr. Burns is there with the suggestion that it be equipped with this outfit. Their biggest competitor is the mail order house but the country dealer can beat his competitor by selling superior outfit and backing it up with a guarantee from the manufacturers. To enable him to sell the farmers, he carries around a model showing the carrier in action.

Burns Bros. also have a trailer which they attach to their automobile whenever they have heavy goods to deliver to the country. A washing machine is a difficult thing to get into an automobile, and by spending a comparatively small amount on a trailer, a dealer has something which will take the place of the automobile truck, and costs much less. He can then use the car for both business and pleasure. They have a rack which they fix on the side of the trailer for tinware, furnace pipes, etc. There is also a piece which comes out of the back of the trailer enabling them to carry lengths of pipe.

Although located in Portage La Prairie, Burns Bros. have a big farming trade, and it is by going out among the farmers that they are able to do this successfully. The writer noticed a hay fork outfit in the store, a number of which have been put out during the past two years. This comprises truck, sling attachment and slings for unloading hay from the waggon to the barn.

Burns Bros. do considerable gas engine business with the farmer, which works well with their power washing machine business. It used to be that the implement man got most of this business, but during the last four or five years the hardware man has been taking it away from him. It is necessary however for a hardware man to know as much as the implement dealer, and he must know the workings of the gas engines thoroughly in order to make a successful salesman. He has got to know sizes of engines for different classes of work and be able to suggest certain sizes to work under different conditions, such as running fanning mills, crushers, washing machines, separators, churns, pumps, grind stones, etc. The dealer who can sell gas engines finds no difficulty in selling these other lines. It is getting now so that the farms are being power equipped wherever they can, and there is a good opening for dealers in gas engines.

Making Use of Pillars

The space around pillars in a store can often be used to good advantage. One of the accompanying illustrations shows how shelving has been built around pillars; thus allowing additional space for attractive displays. One of the displays is devoted to enameled wares. The other shows a wide range of brass goods.

View in store of Burns Bros., Portage La Prairie, Man., showing barn equipment model.

Using Counter Fronts

In a store badly crowded for display space, a merchant utilized the fronts of his counters for displaying tools of various kinds. One of the accompanying illustrations shows how the tools were attached to the counter front in a neat and orderly manner. The same idea could be followed out with other lines. In arranging the displays it is important that none of the articles on display are allowed to project so as to interfere with customers or damage their clothing.

Making the Auto Pay

"I hadn't owned my automobile more than a month before I began to figure on ways that I might use it to help business," states a merchant, in the American Paint and Oil Dealer. "I really felt as though I had been a little extravagant in buying the joy wagon in the first place, which probably made me even more anxious to justify its purchase for business reasons.

"My idea was first of all to become better acquainted with my customers, their homes and their surroundings. Then I could of course gauge their needs and their buying power more accurately.

"I have made these trips my very best advertising medium. At first I simply took along circulars exploiting the business in general and distributed them. One day I got to thinking, why not take along a sample or two of the new things while they were new and interest my customers just as the traveling salesman gets my interest.

"I tried it out in a small way, taking along first one or two specialties, usually something that needed demonstration and the interest I aroused and the orders I actually took before I got back to town woke me up to the possibilities of the thing.

"Now I never think of making a trip without carrying some of these specialties with me, and I never think of going back to town without at least a few real orders, although direct order taking was not the original purpose of these calls.

"I'm getting a nice line of business right now from a dozen men that other merchants figure slow pay on their past

records, while I know their bumper crops this year make them good risks.

"My automobile is first a business adjunct, and the pleasure feature is a purely secondary matter. Some day I'm going to enlarge the scope of the proposition so as to establish a weekly delivery system over all the territory and the farmer won't have to leave the field during the busy season just because it's Saturday and trading day. He can 'phone me his order and get the goods even though he lives ten miles away."

Good Thanksgiving Display

A Guelph, Ont., hardware firm ran a decidedly interesting window display just prior to Thanksgiving Day last year. The background of the display consisted of an attractive arrangement of ripened grain, wheat, barley, oats, etc., along with pumpkins and other vegetables, leaves, etc. In the foreground there appeared a neat display of cutlery including carvers, table cutlery, etc., with neat price cards attached.

Two of the above illustrations show how shelving has been built around pillars in the store, and used to good advantage for display purposes. Top illustration shows how a good display of electric fixtures can be arranged in a comparatively small space.

ALTRUISTIC PUBLICITY

"If you don't find what you want on the seven floors in our store, try our competitors, as we assure you we have two good ones, but buy it in the Kansas City Market where you save time and transportation charges."

The foregoing, according to the *National Bulletin*, is the closing sentence of a page advertisement published recently by the Ellet-Kendall Shoe Company in the Kansas City *Star*.

This is certainly broad-gauge advertising; it indicates a liberal spirit deserving of emulation in every town and village in the country.

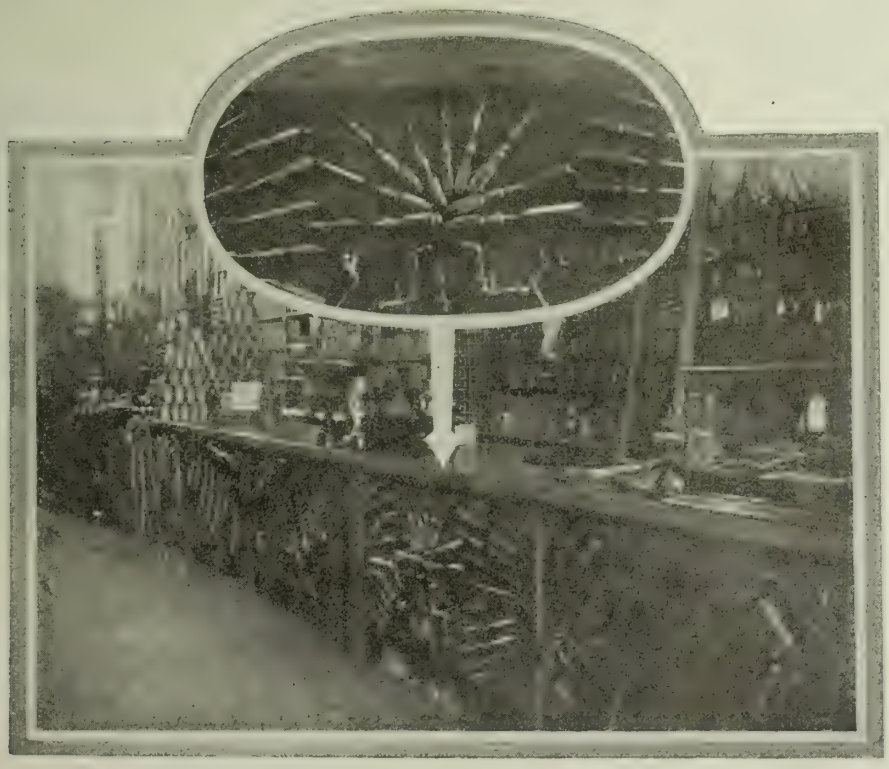
For the most part, there is altogteher too much distrust and suspicion among local merchants. The opinions they frequently hold of each other would make prison stripes look like—a Palm Beach in comparison.

The wholly unwarranted, but time honored custom of avoiding all reference to one's competitors has by no means died out. There are many still who side-step like a man living down an over-spectacular past every time this subject comes up.

Frankly, this custom is wholly unjustified, and it is a pleasure to mention a firm which has discarded all traditions, and, with zeal and patriotism for its home town, comes frankly into the open, not only playing up its own business in extremely fine advertising, but also speaking a good word for competitors in the hope that prospective customers can be encouraged to patronize the home stores in preference to those elsewhere.

It is said that this unusual advertisement brought forth from people trading in that town such expressions as this: "If that's the kind of merchants Kansas City has, it is a good place to go." "It's a good place to buy any kind of goods."

It has been truly said that the man who penned this advertisement was not complimenting the competitors of his firm, just to be a good fellow; he was pulling for his town, and thereby pulling for his business.



Showing how a hardware merchant used the counter front for samples

Ottawa, Ont.—Dominion Molybdenites, Limited, has changed name to that of American Molybdenites, Ltd.

Some Paint Department Wrinkles

Some Arguments Used Successfully in Building up Lasting Business by a Firm Established Over Fifty Years—Why to Paint, and When to Paint — —Suggestions That Help the Customer.

PAINT acts as a wood preservative because it closes openings in the wood and prevents the entrance of decay-producing organisms. A thoroughly seasoned piece of wood will last indefinitely if well painted.

This seems to be the very A. B. C. of paint-craft, and the business of selling paint, but often these very simple facts about everyday things are overlooked, and their full significance is missed. Truths like this one about the preserving power of paint properly applied are valuable business agents, however, and the retailer interested in selling paint in such a manner as to bring the customer back to his store for business well-pleased with his paint purchasing, will find in the opening words of this article food for business-building thought.

Worth Displaying.

The sentence quoted is from a brochure by Professor H. A. Gardiner, Assistant Director, Institute of Industrial Research, Washington, D.C. It might be displayed prominently above the paint department of any hardware store. Business would result from it. There is every argument for the purchasing of paint in the statement that wood can be made to last indefinitely if properly painted. The preservative power of paint is not sufficiently realized by many people who are prospective paint purchasers. For instance, there are thousands of women who regard paint as simply something to make things look pretty. In the fact that a neighbor is painting his house, they see only the matter of the appearance of the house. The colors used interest them. The quality of the paint, or how many coats are used may not. But they may display quick and real interest in the question of the cost of the painting.

A Question of Economy

Now not only is there an important idea as to economy of wood (in the sense of making wood last) in the words of the Professor just quoted, but there is a matter of economy of paint also behind the leading idea. The retailer can do a whole lot to help his paint customers economize, and can reap benefits far beyond the profits of one transaction by so helping them. This may seem self-evident, but it is worth while looking for the proofs of it, and they are not far to seek.

There is a retailer of paint in hardware circles of Montreal whose store name has been known for over fifty years, and who has customers coming back to him again and again over the period of a generation or more. The store specializes in paint supplies, and always has done so. It does other hardware business of course also,

Showing Customers How

One reason for the repeat-order business this store does in its various lines is the principle established by its founder, L. J. A Surveyer, that the store exists to help customers as well as to sell them goods. This principle is maintained by the manager, Mr. Venn, who since the death of the founder, continues as director of the business. The principle as applied to paint selling is applied in various simple but important ways. In a talk with Mr. Venn, HARDWARE AND METAL heard some of them.

Just to sell paint across the counter may do in a rush hour for once or twice, but the art of retailing paints is to discover what the customer is going to do with them, and then to make the little suggestions that help. One of these simple suggestions frequently made by successful hardware men who sell paint, is to advise the paint customer to wash and clean the wood work thoroughly before applying the paint. Not every customer knows that this is advantageous to the job, and helps economize paint. Mr. Venn suggests to many a paint customer that a little warm water and soap removing all grease from the wood to be painted will make twice as good a job of the painting afterwards. He suggests that the wood be washed, and then dried off lightly with a warm clean cloth, or left to dry off in the air for a time. There must be no water, of course, upon the wood when the painting is begun. A little hint, self-evident to many people, but it has made good business friends for the Surveyer store paint department many and many a time. It is a fact, that if paint be applied to wood that is not clean and free from grease, three coats may be required, while if the washing has first been done, only two or even only one will often give the results of three in appearance.

Advice as to When to Paint.

There comes in also the opportunity of advising the intending paint customer, or the prospective paint customer on the subject of when to paint. In talking with customers on the subject of when to paint, it can be pointed out with truth, and with business getting results that a lick of paint in time saves nine. More, a lick of paint in time often saves a big wood repair bill. Come back to the words of the Professor: Wood well painted will last indefinitely. But the wood must be well painted with good pure paint. That goes without saying.

There is a whole world of economy in the principle of applying paint to a repainting job in time, and not too late. The economy comes first in the paint, and afterwards in the preservation of the building from need of more costly repairs much earlier than necessary. Here is a fact that can be passed along with a paint sale, and which will do business in the right way.

Old painted surfaces need never drink up more paint than is economical if they are only watched carefully and painted before the old paint blisters, and before decay has reached nail-holes, scratches, etc. The effort of Father Time is always to reduce materials to dust. Time tells on even a painted surface if the surface is not watched and kept well painted. If the surface is left in need of repainting after the work of deterioration has made headway, then twice or even three times the amount of paint will be required to rehabilitate the premises or the surface than would have been needed if the job had been taken in time. When wood gets old and the first coats of paint laid upon it have resisted decay to the perishing point and past it, then that wood may actually take as much paint as if it had never been painted before or even in some cases more paint. And the job will not give the same satisfaction either. It does not pay to delay painting beyond the limit of reasonable service from the first painting.

The Actual Percentage.

Actual calculations have been made by paint experts on this subject, and it has been ascertained that under varying circumstances of painting and repainting, the percentage works out between 33 1-3 and 50 per cent. It will take from 33 1-3 to 50 per cent. more paint to cover a job left beyond the proper time limit for repainting. The longer you let a job stand in need of repainting, the more cans of paint will be required to bring it back to its original appearance, and incidentally the shorter will be the life of the material needing the paint. Great steel structures are painted regularly and continuously from end to end. Wooden structures that are to look well and keep in good repair ought to be painted at least once a year. Well painted surfaces may last in good preseveration under reasonable conditions for three years, but every week, after the reasonable limit of paint-service has been reached, will do more damage in deterioration than any previous week. This sort of destruction by Father Time is insidious and cumulative in its effects. Every good hardwareman

(Continued on page 168.)

Stove Improvements and Innovations

New and Improved Lines Being Offered to the Canadian Trade by Stove Manufacturers

NEWLY DESIGNED "BANNER" STOVES

By Galt Stove and Furnace Co.

A NUMBER of new lines of stoves, ranges, coal and wood heaters have been recently placed on the market by the Galt Stove & Furnace Company, Ltd., of Galt, Ont. The new lines of Banner goods are illustrated in Catalog and Price List No. 6. The addition of the newly-designed stoves, and many other improvements and refinements on standard designs are the outstanding features of the well illustrated catalog. Pipe registers and ceiling plates with a detailed illustration of the various parts of coal ranges and a page of direction for setting up stoves completes the booklet.

The Rexall Banner steel range is one of the new lines illustrated. This range is fitted with white enamel oven door and duplex grates. Sanitary white enamelled high closet with drop door. Plain artistic nickel trimmings. Key-plate top with six 9-inch covers, including one sectional. Front key-plate lifts up. Removable nickel edge rail. Accurate thermometer. Heavy nickel cast base and legs and reversible reservoir to either side.

Another type of the same range is illustrated as fitted with glass oven door and showing the reversible reservoir. The oven top is reinforced with mill board asbestos steel plate and cast brace. It is also fitted with duplex grates for coal or with flat grate for wood.

The Palace Banner is a steel range combining many features of the highest class stove at a moderate price. The illustrations show the steel high closet and reversible reservoir. The front key-plate lifts up, and the range is fitted with nickel front base strip and nickel front legs. It is also fitted with duplex grates for coal or with flat grate for wood.

The Canadian Banner is another steel range "designed to meet the demand for a good, serviceable, dependable steel range which can be manufactured and sold at a medium price." The Canadian Banner has plain nickel trimmings and white enamel splash back which makes it easy to keep clean. This range is made in one size only and is fitted with duplex grates.

Another new addition to the Banner line is the Victor Oak, an attractive stove in square effect and closely resembling more expensive parlor stoves. The Victor Oak is made in colonial design, with steel base and nicked swing top. It is fully nickel trimmed, fitted with mica door, and can be fitted with a feeder when desired.

The Dandy Oak is another Oak line of Banner stove familiar in design to the Victor Oak, but mounted on legs instead of base, and has plain fire door and black swing top. The body is made of heavy steel and fits into cup on upper edge of fire pot, and the whole with deflecting ring is firmly bolted together and laid in cement, forming a joint which cannot leak ashes and is air-tight. The fire pot is heavy and ribbed, the grate is draw centre style. Foot rails hook on, and the stove can be fitted with a feeder when desired.

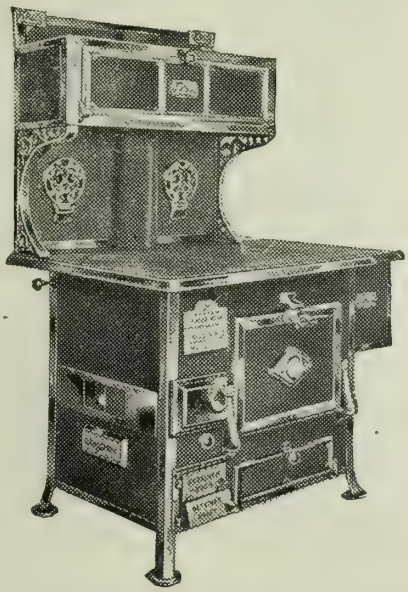
The outstanding feature of the Strathcona Hot Blast stove is that by securing the maximum combustion out of soft coal, a 25 per cent. saving on the coal bill is claimed. With this stove there is said to be no unconsumed coal nor is the heat wasted up the chimney. The hot blast feature discharges a blast of air heated to an intense degree over the centre of the fire, causing a combustion and burning up of that portion of the fuel wasted in an ordinary stove. There is little nickel trimmings on this stove and it is fitted with draw center grate and mica door.

The New Maple Banner is a wood heater designed to meet the requirements of people who are planning to burn wood this winter because of the high price of coal. This stove is plain in design and is fitted with a heavy cast iron fibre pot. It it finished in rich plain nickel and is made in two sizes and two styles.

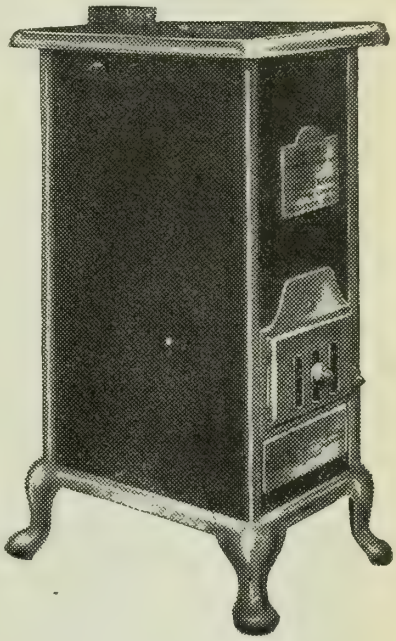
IMPROVED CIRCULATION SYSTEM

New Features in Hall Zryd Stoves.

The Hall Zryd Foundry Co., Ltd., of Hespeler, Ont., is offering to the trade their line of stoves and ranges combining the new FiReCo system designed to save fuel waste. The new system is claimed to be the first real deviation from the old principles. The FiReCo line are claimed to be positively air tight because of patented sand joints enables the use of an entirely different flue system doing away entirely with dampers and baffle plates, and is claimed to effect a fifty per cent. saving in fuel as well as greatly reducing the operating labor. It is also claimed to create about one-third as many ashes and makes a better baking oven.



The FiReCo Range No. 14.



Another type of FiReCo Range.

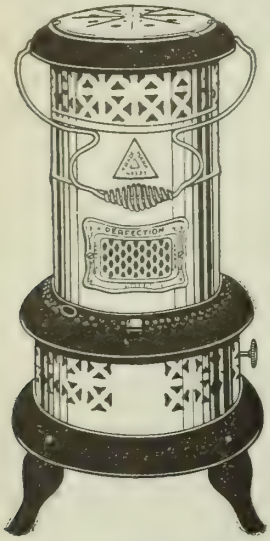
The special construction of the back flue on the new FiReCo range prevents, it is said, the reservoir from boiling dry. The FiReCo heater is claimed to solve the question of escaping gas, lessens the amount of ashes, burns any kind of fuel and holds fire for four days with hard coal and sixty hours with soft coal. The construction of the heater throws the heat to the floor, not to the ceiling. It has three times the radiating surface of an ordinary heater, and in addition, draws all the cold air out of the room.

SEVERAL NEW FEATURES.

Improvements in Perfection Stoves and Heaters

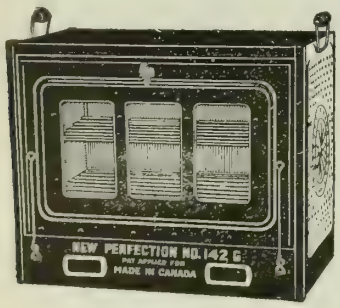
The Perfection Stove Company, Ltd., of Sarnia, Ont., are presenting to the trade this year several important improvements in Cook Stoves, Ovens and Heaters. The greatest improvement, it is said, is the glass bottle reservoir. This bottle fits

in a reversible carriage and after filling is placed therein, valve or open end up. By simply reversing the carriage the bottle is inserted in the lower fount in correct position to feed oil to the burners.



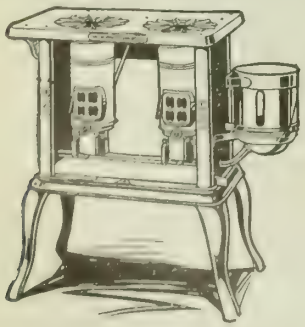
The No. 525 heater with japanned trimmings

The makers state that in all other fount arrangements it is impossible to remove the bottle without dropping oil on the floor. The second important change is the widening of the top, width of which has been increased from 14 in. to 17¼ in. This gives plenty of room for any kind of cooking utensils.

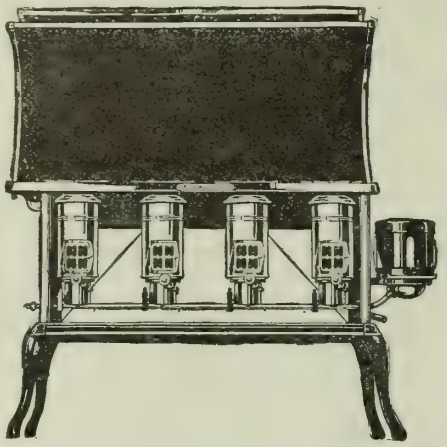


No. 42G Oven

There are several important changes in the new stoves, namely, that all ovens will be made from Morton polish steel, which, it is claimed, is highly finished and will stand a very high heat without turning color. All ovens will have small mica windows at the bottom of the oven, which enables one to observe and regulate the height of the flame in either a short chimney oil stove or a gas stove. They will also all have blue enameled frames. The most important feature of the new ovens will be the three-point locking device on two-burner ovens. Only one door handle is required. This new device is claimed



Type of Oil Cook Stove.



One of the improved types of oil cooking stoves

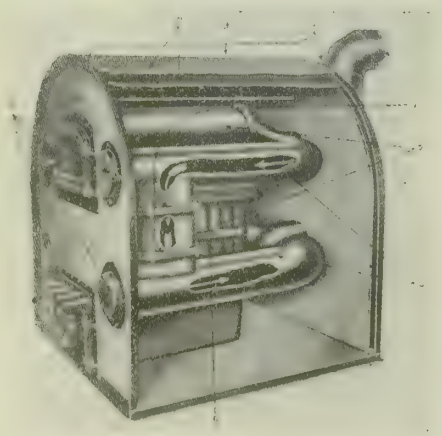
to give the tightest closure ever devised for an oven door.

The Perfection Company oil heater this year has a perforated cone plate which gives better air distribution and improves the appearance of the heater. Also the new handle on the gallery which enables one to turn the gallery very readily. A new combination wick and carrier is also a feature of the new heater, and one which clears up troubles and difficulties incident to the rewicking of an oil heater. This wick is presented in a neat carton with the top edge of the wick burned off and trimmed ready for lighting. The wick and carrier are combined as compared with makes of oil heaters which sells them separately and thereby renders it difficult to get the wick properly placed.

A NEW FURNACE

A newly designed furnace is being marketed by the Record Foundry and Machine Company at Moncton, N.B., and is made up in five different sizes. The height of the largest furnace, as illustrated herewith, is 44 inches. The radiators are all cast iron, and the heat has to pass from the dome, circulating the length of the fire pot twice and with downward draft from the perpendicular flues each connecting with the radiator. The furnace also has a double casing, the outside being heavy galvanized iron and the inside tin with an air space of ¾ of an inch between the two casings. The joints (which are very few) are put together with sheet asbestos gaskets and then bolted, making it absolutely gas and dust proof. In order to clean out this furnace the makers state it is only necessary to remove the four clean-out caps from the front of the casing and direct access is obtained to all the different flues. The fire pot is square with rounded corners, very heavy. It is also perfectly straight, being the same size at the top as it is at the bottom, and this fibre pot overhangs the ash pit. The grates work independent of one another, and in this way the ashes from the sides of the fire pot can be shaken down and leave the live coals in the centre.

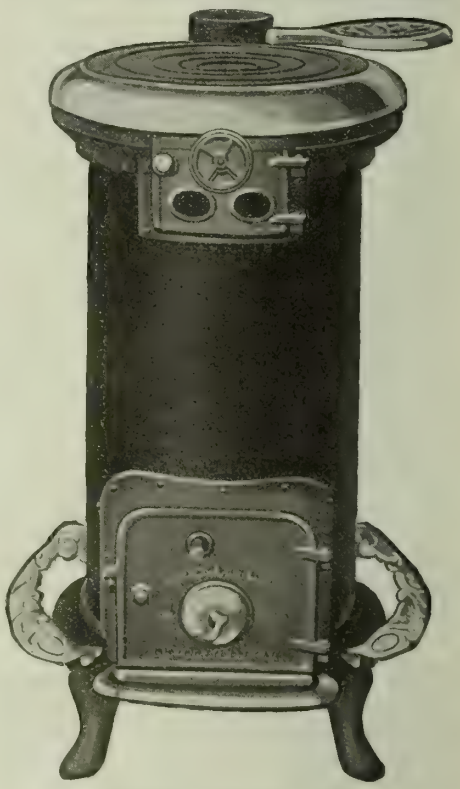
The furnace, it is said, will burn all kinds of fuel equally well, such as hard coal, soft coal, coke and wood.



New Record Foundry Co. Furnace.

TORTOISE HEATING STOVE

A new style Tortoise stove has been placed on the market recently by the James Smart Manufacturing Company of Brockville, Ont. The outstanding feature



Tortoise Heating Stove

in connection with the new stove, as illustrated herewith, is that it is fitted with triangular grate bars similar to those supplied in heating stoves or furnaces. The Tortoise heating stove is fitted with nickel plated foot rails and rings and can be furchased either with or without the triangular grate bars. The stove is available in No. 45 and No. 25 sizes. Patterns for the Nos. 23 and 24 Tortoise stoves with revolving grates are expected a little later in the season.

Advertising is Not a Waste

Illuminating Figures Regarding the Expenditures of Large Advertisers—Percentage Cost of Advertising Low When Compared With Business Done.

IN a recent article Alan C. Reiley, President Association of National Advertisers, gave some interesting sidelights on the advertising activity of some of our largest advertisers. He stated in part:—

"The favorite plaint of the business man who has fallen asleep by the wayside is that advertising is a huge economic waste; that millions of dollars are spent and wasted in artificial attempts to stimulate selling, to the ultimate injury of both buyer and seller. At first glance, and to the man who has not really studied the subject, this argument may appear logical. The only trouble with the logic is that it does not square with the facts. Most people know more things that are not so about this subject than any other under the sun.

Let us see how much the big advertisers spend. The average man hears talk every day about the millions and millions spent for advertising and he finally gets the notion that somehow or other the buyer has to pay for it.

I wonder if Mr. Average Man ever stops to realize that those millions spent in advertising sell hundreds of millions worth of goods—goods that could never be sold so cheaply in any other way. And it is this immense saving in selling cost that helps to make lower-priced goods.

Millions spent for advertising sounds big, but hundreds of millions worth of goods sold by advertising makes the actual amount spent for advertising look small.

What is the exact ratio of advertising to sales anyhow? This is something that every buyer would like to know.

I am glad to be able to tell the public. The Association of National Advertisers has collected some valuable facts and figures on this subject. Listen to a few of them.

The advertising of one of the leading paint manufacturers of the country averages 3 1-3 per cent. of their total sales. In other words, for every dollar's worth of paint they sell, they spend 3 1-3 cents in advertising. This is about equivalent to the price of a postage stamp and a cent's worth of paper for every dollar's worth of goods sold. Another big paint and varnish manufacturer spends from 3½ to 4½ per cent.

Next take clothing. We have obtained figures concerning two of the biggest clothing manufacturers in the country. One spends 1½ per cent., the other 2 per cent. An equally prominent shoe manufacturer spends 1½ per cent.

"But shoes and clothing are necessities," you may say. "How about the luxuries?"

All right! Take one of the most popular luxuries in the world—candy. One of the best known candy makers in the country, and one of the biggest advertisers, spends 5 per cent.

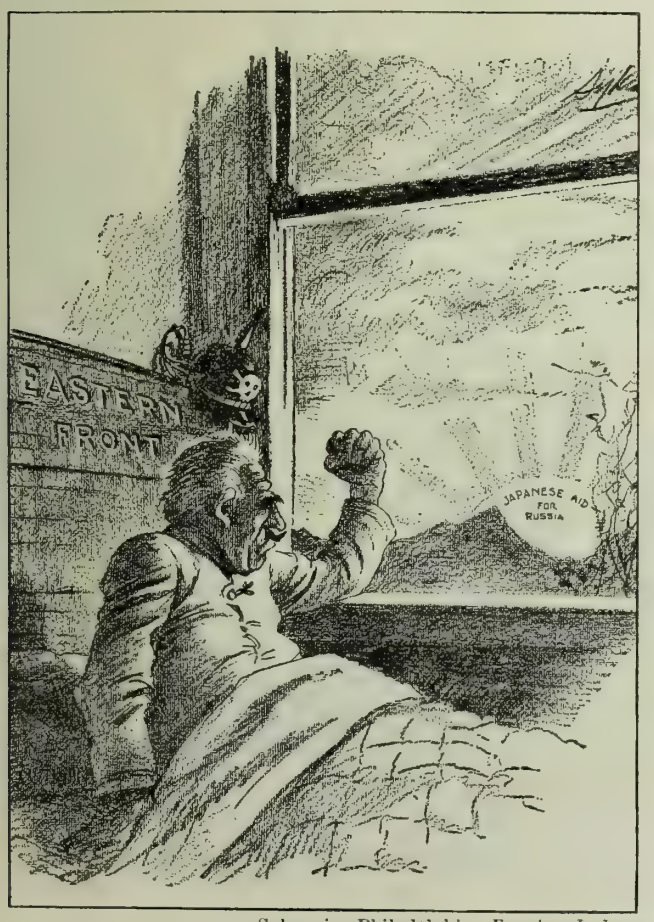
Then take the big automobile and tire manufacturers with their full page and double page spreads. Surely now the percentage figures will begin to jump. Will they?

You will be surprised when I give you the figures for two of the most famous automobile builders in the country. One is 2 per cent., the other is 3 per cent. Also two of the leading tire manufacturers; one spends 2 per cent., the other 2 per cent. And all four rank among the biggest advertisers in the country.

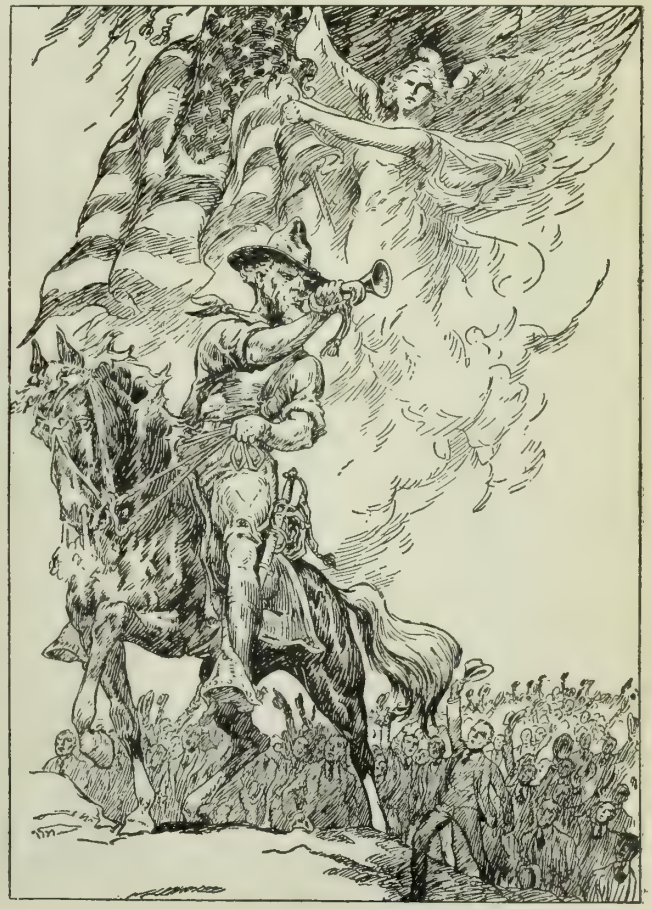
These figures are authentic, and when you consider the enormous volume of the automobile and tire business you will see that the small percentages are ample to provide for the wonderful publicity.

And then we come to the big depart-

Continued on page 184



—Sykes in Philadelphia *Evening Ledger.*
No Rest for the Weary.



—Carter in Philadelphia *Press*
The Trumpet That Shall Never Call Retreat.

Retires After Fifty-five Years

John McKelvey, of McKelvey & Birch, Kingston, Ont., Takes a Well-earned Rest After Half Century in Business—Took Active Part in Civic Affairs.

AFTER over half a century in business, John McKelvey, of McKelvey & Birch, hardware merchants, Brock Street, Kingston Ont., retired last week, when the business was taken over by the McKelvey & Birch, Ltd., which since the death of Mr. Samuel Birch, four years ago, has been conducting the plumbing and steam-fitting part of the business.

With the retirement of Mr. McKelvey, one of the veterans and oldest men in the business world in Kingston, takes a much-needed rest. Of course, it will take some time for him to wind up his business, and it is his intention to open up an office for the collection of outstanding accounts, but this will be a change from the hustle and bustle of every-day business life, and it is a well-known fact to Kingstonians, that Mr. McKelvey was always "on the job." He was always the first man at the store in the morning, and the last one to leave at night. For a man who has passed his three score years and ten, he is most energetic, giving his business his best time and thought, and at all times, treating his customers with courtesy. In his retirement, he carries with him the best wishes of a large circle of friends.

It is fifty-five years ago since Mr. McKelvey entered into business in Kingston. It was in July 17, 1862, that he became partner of the late George Chown, the firm name being then known as Chown & McKelvey. For three years this firm did business. Mr. McKelvey then took as a partner, Samuel Birch.

It was in a little shop, at 186 Wellington street, that the hardware, plumbing and heating establishments of McKelvey & Birch opened its doors. Starting as a very small concern, the business grew gradually, as a result of the care and attention given by the men back of the business, and it was soon seen that greater things were to follow. It was found necesary to get more space in 1869, so the firm moved to 71 Brock street. In 1874, these premises were enlarged, and in 1885, were entirely reconstructed, a separate building at 69 Brock street being necessary for the plumbing and steam fitting departments.

Mr. McKelvey has a keen memory, and can tell some interesting stories about the early days in Kingston. He was born there in 1837, and is thus in his 80th year. As a writer once said of Mr. McKelvey, "born in Kingston in 1837, lived here ever since, expects to die here, too."

Apart from his business interests, Mr. McKelvey also gave considerable of his time to the city, for he dearly loves Kingston. In the year 1877, he had the honor of being Mayor. He had a long

JOHN McKELVEY
Who has retired after 55 years in business

and honorable municipal career. He entered the council in 1861, and served as a councillor until 1867, when he became an alderman. He served as an alderman from Victoria Ward for eight years, 1867, 1872, 1875, 1876, 1879, 1884, 1885 and 1893. He re-entered the council in 1895 as alderman for St. Lawrence Ward, which he also represented in 1897 and 1898.

The McKelvey, Birch, Ltd., is composed of the following:

President, C. A. Macpherson; Vice-President and Manager, J. J. Bruce; Secretary, W. H. Warren; Treasurer, A. M. Clark. All the gentlemen named have been long residents of Kingston.

PRODUCTION OF BARYTES AND BARIUM PRODUCTS IN 1916.

According to the Paint, Oil and Drug Review, the barium industry in the United States has shown remarkable growth since 1913. For the first time in the history of the industry, the value of domestic crude barytes marketed in the United States passed the million dollar mark. The domestic manufacture of barium chemicals has been established and put on a firm foundation in the last two years, according to James M. Hill, United States Geological Survey, Department of the Interior, and the manufacture of lithopone and barytes has been further expanded. An important feature of the growth in 1916 was the shifting of the largest state output from Missouri to Georgia, followed by the entrance of the States of Colorado and Nevada into the list of barytes-producing States. The average market price of crude barytes in 1916 was $4.56 as compared with $3.51 in 1915, an increase of about 30 per cent. which was no doubt brought about by a greater demand and keener competition among buyers.

The value of the barium products made in the United States in 1916 was over eight and one-half million dollars.

The apparent consumption of barytes in the United States in 1916 increased practically 100 per cent. over that of 1915. This great increase in the domestic consumption was due not only to the demand of the new barium chemical industry in this country, but also to increased manufacture of lithopone and to the greater use of gummed barytes, particularly in the rubber industry.

Old photo of McKelvey & Birch store taken upwards of 30 years ago.

In Russia Through the Revolution

By JAS. A. HOSSACK,
Sales Manager, Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Continued from last issue

EDITOR'S NOTE:—The following is the second instalment of the article entitled, "In Russia Through the Revolution." This article deals with business conditions in Russia, and should prove of interest to all Canadian business men. The first instalment of the article appeared in last week's issue of HARDWARE AND METAL.

I HAVE referred to the sense of freedom that the Russian feels to-day and the strange confusion that it is causing. In the army it has gone to such a length that the men have take into their own hands the matter of the appointment of officers. It is done by ballot, the soldiers voting whoever they want to command their regiments. Colonels who have not been popular with the rank and file, have been promptly rejected, and in some cases junior officers or untrained men have taken their places. The men do not salute their officers now.

The sense of freedom that animates the people does not go to the length of dishonesty. So far as I could learn there there was no looting of shops or private homes. Business men have suffered, of course, during the riots by reason of interruption to business.

Prices Are Skyhigh.

After the rioting and confusion in the streets, the next outstanding feature that impressed me was the cost of everything. Russia is revolving dizzily on a high-price spiral. Everything is going up almost out of sight—wages, commodity prices, business charges, etc. The first day that I arrived in Petrograd, I found that city in the throes of several strikes. The dry-goods clerks, for instance, had struck for a 100 per cent. increase in wages, to be made retro-active to the first of 1916. It had to be granted, of course, but in order to cover themselves, the dry goods merchants had to advance all their goods 300 per cent. This made the cost of clothing so high that employees in other lines had to strike for higher wages. Their employers in turn advanced the price of their goods. This went right around the circle, until it came back to the dry goods trade. The employees of the dry goods stores found that the cost of everything had gone ahead of them so far again that it was necessary to have another agreement. So they struck again for more wages. And got what they struck for, of course.

So it goes in an endless circle. Prices in many lines have advanced as much as 1,000 per cent. Here is a list of commodity prices that I compiled on June. A rouble, which was worth 51c before the war, is now worth about 22c.

Potatoes, 23 roubles a bag.
Boots, 80 to 150 roubles a pair.
Wood, 45 roubles a sagene (cord).
Lemons, 1 rouble each.
Cucumbers, 1 rouble each.
Grapes, 12 roubles a pound.

Scarcity of Goods

This is due primarily to the tremendous demand in Russia for everything. There is a shortage in practically every line. Russia is an agricultural country and depends on the outside world for nearly all manufactured goods. As it has been difficult to import goods since the war broke out, the supplies have practically vanished. When a merchant advertises to-day, for instance, that he has bags for sale, the rush of customers literally swamps the store. It is not unusual to see lines many hundred yards long waiting outside a store.

Money is Plentiful.

Money is extremely plentiful. Only paper currency is in general use, however. I presume that people who have gold, silver and copper, are hoarding it.

Crowd waiting for news in front of the Duma.—This photograph shows a typical Petrograd crowd in early days of the revolution.—There were no newspapers and everyone who could (there were no street cars either) gathered in front of the Duma or other public place where news could be gathered. For days soldiers and workmen rode about the streets, on touring cars or trucks, while every conceivable class of people were in the throng on the streets. The Duma Building, once an Imperial Palace, is at the right, the main entrance on the small park. In the distance is the Smoini Monastery

This is natural when the paper currency can be used for all purposes.

The Government has issued paper money for even the lowest denomination, a kopek. The kopek worked out to about the value of a quarter of a cent when I was there. There were paper certificates representing one, two, three and five kopek prices; and from these lower values up to twenty kopek pieces. It is estimated that before the war there was paper money in circulation to the extent of six milliards. To-day the total has reached forty milliards.

The consequence is that everybody is carrying around loads of paper money. Paper kopeks are bandied around by the handful, by the pocketful. A man starts out for the day with his pockets crammed with paper money. He tips the waiter, who brings him his lunch, by bringing out a handful of paper money and passing it over. It is very seldom that any effort is made to make accurate change. You get a handful of paper. It may be ten or fifteen kopeks short or an equal amount over. Neither party cares. You put the paper in your pocket and go away contented. If any money blows away from you during the course of a transaction, you don't bother chasing it. It would not pay you for the time. Such, at least, is the way things are in business circles. Perhaps lower down there is more careful handling.

Money has become indescribably dirty from much use. It is, however, the official currency of the realm and has the Government of Russia behind it. It is accepted in all business transactions and at the banks. It is handled loosely because the advance of all prices has reduced the buying power of the rouble; and in any case, the Russian is a free spender. If he makes fifty roubles to-day— and it is not a difficult matter to make fifty roubles in Russia now for the lowest form of labor —he is very likely to go out and spend it. He figures that he can make fifty roubles again to-morrow. If there is any thriftiness in the Russian race, it is not apparent in Petrograd at the present time.

Solutions Suggested

Among the educated classes it is apparent that the country is approaching financial crisis. It is believed that the Government, when a form of Government is found sufficiently stable to sober so crucial a question, must take one of two courses:

First, repudiate a certain proportion of the paper money in circulation, possibly 25 per cent.

Second, take over 25 per cent. of all deposits in the banks over a certain amount and on all securities held by individuals over a certain amount and give Government bonds in return.

No Money Sent Out of Country

The only step that has been taken so far to control the financial situation is a Government order prohibiting the sending of money out of the country.

Ruins of Moscow District Police Station, Petrograd.—In many parts of the city the police defended themselves in their stations, or from the roofs or attics of houses. Whether there was shooting from the station or not, they were looted and the furniture and records burned. Where a defence was made, as in this case, the entire building was burned.

This measure is intended as a temporary one to enable the authorities to get the situation in hand. For the time being it puts a stop to all purchase of supplies in foreign countries, except in cases where the shipper is prepared to take his chance and wait for payment. Some outside firms were continuing to do business with Russian importers on an agreement by which the money covering the goods supplied was left on deposit in Russian banks to their credit. This amounted to practically the same thing as sending the money out of the country, as it was withdrawn from circulation; and the Government has now issued a further order prohibiting the depositing of money to the credit of foreign firms. This is also a temporary measure, but it is not likely to be lifted until the financial situation has improved.

Everything Coming Out Right

I am absolutely convinced, however, that everything is going to come out all right. The resources of the country are so great that there can be no doubt of the ability of Russia to weather any storm and win her way through any crisis, political or financial. I believe that, as soon as the country settles down under a well-established form of government, the present chaos in business and financial matters will soon be remedied. Prices of goods are bound to remain high, owing to the great scarcity that exists in Russia in every line, particularly in foods. The tendency to soar to unheard-of prices could, however, be checked if a government were established with real authority.

The Great Wealth of Russia

A visitor to Russia, even during these troublous times, carries away an indelible impression of the wealth of the country. It has resources so great and so inexhaustible that the country seems immune to any real danger. Disasters on the field and financial or political crises at home are events of the passing moment, and can have no bearing on the future that lies ahead of this great country. The people themselves feel it. They are beginning to feel their strength. When they hear of German successes, they say: "They can't hurt us. We are too big."

Business Conditions.

The busines side of Russia is an eye-opener. Business there is conducted on a big scale, I might say on a colossal scale. The outside world has entertained the impression that Russia is a primitive country, and that business is done in a more or less primitive way. Nothing could be further from the truth.

I found the business houses well organized, and the stores big and attractive. There is not yet to be found in Russia a department store as we understand that term. In Moscow there is, however, a store employing twelve hundred hands. In Petrograd the specialty stores are as well equipped as the best stores of any capital of Europe. You can see the same glittering plate glass fronts, and, the same handsome fittings. Inside one is amazed—I know that I was—by the quantity of goods. The idea entertained by people of other countries that only cheap goods are sold in Russia is ridiculous. Conditions are almost the exact opposite. Russians buy the very best of everything. I saw, in the hardware stores, magnificent cutlery and splendid samples of brass, cut glass

and silverware. Of course, supplies were light. Stocks have been sadly depleted in all lines.

Misled by Germany

It seems altogether feasible to me that the outside world has in the past been deliberately misled with reference to the Russian market. Before the war Germany practically monopolized the trade of the country. The Teutons were literally conquering Russia by a slow campaign of commercial suzeranity. Nearly everything in the line of manufactured goods sold in the country came from Germany. Certainly there were plenty of British, American and French goods sold in Russia, but in comparison with the huge volume of German imports, the Russian trade with other countries was quite insignificant. The Germans were getting in everywhere. They were a potent force in the finances of slow-moving Russia. As events have demonstrated, they practically controlled the court of the Czar. Why Germany attempted to conquer Russia by force of arms when she was slowly conquering the Bear by commercial pressure is a question that must puzzle students of world politics.

But to return to my point: I am convinced that the Germans, in their anxiety to keep the Russian market to themselves, deliberately painted an entirely erroneous picture of Russia for the benefit of the outside world. It is hard to account otherwise for the complete misinformation which we have had, and believed with reference to Russia.

Orders Are Big There

The scope on which business is done is surprising to say the least. Orders were offered for supplies that at first I could hardly credit. They did not seem real.

I found this also: The Russian business man wants to do business with Great Britain, Canada and the United States. They know Canada now, and their knowledge is favorable.

"Canada, yes," they would say to me. "We have heard of what your soldiers are doing at the front."

This could not be a better recommendation. The reputation won by our troops in Flanders is as good as a letter of introduction for the Canadian business man in Russia.

I found that they take kindly to American patterns of goods, but—and this is an important point—they complain that quite often the goods when received are not up to sample. The Russian business man is thoroughly honorable himself, and he cannot condone any degree of laxness in others. Consequently, the shipping of goods below sample would completely undermine trade relations in course of time.

We Must Do Things Right

Yes, Canada can work up a splendid trade connection with Russia, but **we must learn to do business their way.**

The Germans were wise enough to meet Russian conditions. We must do the same.

Just what those conditions are Canadian manufacturers must find out. There is one way to do it. Go there, meet the Russian in his own warehouse and his own store. Establish a personal connection. Find out how he does things and how he likes things done. I found out things that could never have been learned at second-hand, and any man who goes over there as I did, and keeps his eyes and ears open, can do the same. It is the only way.

Opportunities for Trade.

The future holds out wonderful opportunities for trade in Russia. Before the war, Germany had almost a monopoly on the field, but the Russians are now themselves looking around for new sources of supply. They do not want to trade with Germany after the war. They say they will not.

But this fact must be borne in mind. The end of the war will find Russia bared of all manufactured goods. The condition is serious enough now. When the blockade of war is lifted, Russia will want goods of all kinds in tremendous quantities at once. The people of Russia do not want to renew their former close trade relations with the enemy, but, if German goods come into the country on a market bared of everything, they are going to buy German goods. That is inevitable. It might be that they would decide to deal with Germany, for the time being, until they could get squared away. But it would be easy to slip back into the old system. **If British and American manufacturers are not ready to supply Russia with what she needs as soon as the war ends, then Germany will get that trade back.**

And so I feel that now is the time for the work to be started. It will not be sufficient to start when the war stops.

Continued on next page

Barricade on Litany Prospect—The first soldiers to go over to the side of the strikers, thus making a revolution possible in Petrograd, captured during the first day the Arsenal on Litany Prospect, distributed arms and ammunition to the workmen with them and prepared to defend themseles should other bodies of troops remain loyal and come against them. They erected barricades of packing boxes across the street at each end of the Arsenal and placed behind them cannon taken from the cannon factory in the Arsenal.

Food is Very Scarce.

So much for business conditions and opportunities. Socially, of course, things are very much upset. The food problem is causing considerable uneasiness, for food is very scarce indeed. Russia is living on a decidedly reduced diet, and, as I have already pointed out, prices of food have gone to unheard-of levels.

What bothered me most was the total absence of wheat bread; all that can be obtained now is black bread. It is really black—black as the ace of spades. And sour. I could not eat it without completely upsetting my stomach. Luckily the wife of a man who had been acting in Russia as our agent, had a small supply of white flour left and she was good enough to bake me a loaf once a week. This precious white loaf I used to hoard with all the watchfulness of a miser. I kept it locked up in a grip, and before each meal I would unlock the grip and carry the loaf down with me to the table. I allowed myself one slice only at each meal. In this way I was able to keep going.

There is no white flour obtainable, and this means not alone no white bread, but no puddings, no pastry, no rolls, nothing, in fact, to set off a meal. Meat is fairly plentiful, and fish can be obtained without difficulty. The Russian people eat a lot of game, pheasants being rather a commonplace item.

Six Dollars a Meal.

Food at the hotels and restaurants is extremely expensive. I figured that it used to cost me in actual money about six dollars a meal. There was no escaping this heavy tax. One had to eat, and food was not obtainable at lower prices.

Little sugar is obtainable. You are allowed one lump of sugar with each meal; and that does not go very far.

$2.75 to See Charlie Chaplin

And speaking of prices, one night I went to a moving picture show, and it cost me, in real money, $2.75. The bill was featuring Charlie Chaplin. This, I think, represents the apex of the high price tendency — $2.75 to see Charlie Chaplin!

The Russian public, by the way, is taking to moving pictures, but not to the inimitable Charlie. They do not see the delicious humor in the throwing of a custard pie. They can't understand horseplay of any kind. It was rather an experience to sit there and see the stony, puzzled faces of the people as they watched the roughhouse work on the screen. I don't suppose they realized it was comedy.

To reach the Russian public, a play must be weird and sad. If the heroine doesn't go mad in the last act and the hero commit suicide, the people think they have been offered second-rate stuff. They apparently want to be reminded in their plays as well as in their books that the world is old and sad and weary.

The People Themselves.

This brings me to the question of the Russian people themselves. I brought back a very high opinion of them indeed. They are very serious, and more than a little fatalistic, but they are honorable to a degree. In dealing with them, you feel that you are always safe. They are extremely courteous; and their courtesy is more than skin deep—it goes right to their hearts.

They have no sense of time. In that respect they are distinctly like the man of the east. Perhaps it is because the country they live in is so vast and they have born into them a feeling that time is vast, like Russia Itself.

You approach a Russian on a business matter—say, the matter of a passport—and you meet with every politeness. He is a charming fellow; only too glad to converse with you, to do little things for you. But try to get him down to cases, to get your little matter of business definitely settled!

"Oh, yes," he will say, with a disarming smile. "To-morrow we shall settle all that. To-morrow."

"But," you protest, "I am leaving the country as soon as posible—to-morrow, I hope."

"But why should you want to leave our country so soon?"

To-morrow! Unfortunately, on the following day, he again talks in terms of to-morrow. To-morrow never comes.

A Policital Crisis Coming

I am convinced that everything is going to come out all right in Russia in a political sense. But before a condition of stability comes about, there must be another revolution. At present there is no authority in Russia. People do as they wish. Kerensky is liked by everyone, and is, I believe, a great man in every sense of the word, but he has no real authority. I saw him many times in Petrograd. There is no formality about him, and he appears on the streets openly and freely. He speaks to the people as one citizen to another, and they regard him as their real leader; but he cannot enforce authority. At least he could not at the time of which I write.

I heard a story about Kerensky which illustrates how things stand. He had started out on his famous trip to the front to get the army back into the fighting mood. At one point he addressed a regiment, urging the soldiers to stay where they were.

"Why don't you fight yourself?" asked some of the troops.

"I intend to!" cried the leader. "But it would do no good for me to walk out all by myself. I cannot fight the German army single-handed. When the Russian army is ready to fight again, I shall take a rifle and go into the trenches with you."

Most of the regiment decided to remain, but a large number were adamant even to so spirited an appeal. They left the ranks and wandered back home. They probably figured that the revolution had made them the equals of even the great Kerensky, and that they were free to come and go as he was.

Poisoned by Vodka.

At several points along the lines regiments took upon themselves to make peace with Germany. At one point they fixed up peace terms by which Germany was to get Riga. At another point terms were fixed up on the principle of the status quo and with the further understanding that the conclusion of the agreement was to be celebrated by the sending over from the German lines of a supply of vodka—which is still unobtainable in Russia. When the vodka came over, it was poisoned and numbers of the troops died.

But No Separate Peace.

But Russia does not intend to quit. There is no talk of a separate peace. I believe firmly that, once the present troubles are squared off and a firmly-entrenched form of Government is built up, the nation will go back to the business of making war on Germany with more power and enthusiasm than before.

In the meantime, however, a second revolution must come. What I mean is that a strongly constituted form of government can only be established by taking the reins of power. The move, I think, must come from the army. When it comes, Kerensky may be in the lead. I hope so, for he is the strongest and ablest man in sight at time of writing.

I am convinced also, that the new form of government will inevitably be in the nature of a republic. Monarchical forms are gone from Russia for good.

(In the next issue Mr. Hossack will tell of his journey out of Russia. This will be one of the most interesting parts of the narrative.

ORGANIZATION NEEDED.

High prices of foodstuffs, according to the Government publication, "Conservation," are due partly to the shortage of food, partly to waste in handling, and partly to manipulation of the markets and to speculation. It is estimated that 80 per cent. of the Canadian farmers sold their wheat last Fall at $1.40 per bushel. Who received the difference betwen that and $2.80 per bushel, the price which recently prevailed? Here is work for the Food Controller or a Food Dictator. The people are becoming restive respecting the speculation in wheat and in all other food products and would be glad to see the elimination of the speculator. Wherever profits are abnormal and unreasonable they should be confiscated.

Carleton Place, Ont.—Findlay Bros. Co., Ltd., have purchased the plant, patterns and stock of Kir-Ben, Ltd., of Almonte, Ont., and are supplying repairs for all styles of furnaces and ranges formerly manufactured by that firm.

Value of the Trade Press

Cause of Trade Papers Championed by Expert Before Retail Merchants' Convention in U.S.—Entitled to First Consideration by Business Houses—Mighty Influence in Any Community.

THE importance of the trade press in regard to modern retail trade was poignantly outlined by Leon M. Hattenbach, before a recent convention of the National Association of Retail Merchants in the United States. Mr. Hattenbach has made a study of what retail trade owes to the trade press, and states his ideas in no uncertain manner, as will be seen by the reading of the following extracts from his address:

"Very early in history we find it was deemed advisable, expedient, economical to use money to represent value. It was found to be impossible to exchange food for clothing or amusement for education, and, therefore, a scheme was evolved by which any one of these commodities could be bought for something representing the other commodities, and that something was called "money."

"So we find that the modern method of distribution is really very old, but that contrary to the usual result of age in most things, age when applied to distributive methods has rejuvenated, strengthened and fortified distributive plans. In other words, the experience of many centuries in connection with the question of distribution of commodities has finally evolved a plan which seems to be ideal for the purpose of bringing together buyer and seller.

"The trade press is of such great importance to you and to every man connected with the distribution of commodities from producer to consumer that I honestly believe that the trade paper is entitled to first and foremost consideration in every business house in this land. The trade press is the educator, the guide, the friend in need, the bulletin, the advisor, the inspiration. There is not a business man in this country who is faithful to the trade press who cannot, if he honestly desires to do so, testify conclusively that the trade paper has brought him more benefits, comparatively speaking, than any investment he has in his business.

"Generally the trade paper manager and editor is a philanthropist. Very few of the trade papers are financially successful, yet they continue year after year, struggling along, working day and night to gather for you information, advice and experience from the four quarters of the globe. There is not a trade paper published, no matter how poor it may be, that is not worth one hundred times as much as its subscription price; and the real meritorious papers, the ones which stand at the head of all trade journalism, are worth so much to you that their value cannot be estimated.

"Our best merchants throughout the country subscribe to trade papers. There are retailers in the United States who take as many as ten trade papers, and invariably such men are successful business men, and never failures.

"The trade press is your great champion in this crisis. The trade press is fighting your battles for you. The trade papers are spreading enlightenment and information. The trade papers are telling you and your fellow-merchants just exactly what is being done by these quantity buying powers which are usurping your rights. The trade papers are supporting and becoming your sponsor for legislative reforms to protect you against this encroachment. Every reform which has been advocated by your national and local association during the past few years, has originated and has been championed, and has been fought for by the trade press, and without the trade press you would have been years behind in your progressive battles to maintain your rights.

"Every good trade paper wields a mighty influence in its community, and it is this co-operative community influence which has brought you the great results which you have enjoyed. I care not how strong any one of you may have been, you would be as the proverbial drop of water in the ocean when it comes to wielding influence, such as has been wielded through the great co-operative, progressive work of your trade papers.

"It is certainly a duty that you owe to yourself, to your fellow-merchants, to your organizations, to your citizenship, to support those who are supporting you, to stand back of those who are fighting for you. You cannot do this alone by subscribing to the trade paper, not by securing a number of subscriptions for a trade paper. There is no trade paper in existence which can live because of a large subscription list alone. Trade papers must have advertising, and advertising for trade papers can come only from manufacturers and jobbers. Therefore, it is incumbent upon you to furnish the ammunition, and wholesalers can be convinced that it is to their direct benefit to patronize the trade papers, to advertise in them, and thus to give them sustenance.

"A great many of our leading manufacturers and wholesalers are fully cognizant of this fact. A great many of our leading manufacturers and wholesalers are true blue, and are loyal to the trade press, which means that they are loyal to you for whom the trade press stands. Without exception such manufacturers and jobbers are successful. The broad-minded managements of these manufacturing institutions, wise in their day, loyal in their hearts, unsolicited patronize the trade papers, and thus make it possible for you to have at your command the great power which is represented by the trade papers. But there are manufacturers and jobbers who are narrow in their viewpoint, who cannot see that they must appeal directly to you for success in their business. Such manufacturers believe that they have only to force you to handle their goods by creating a great consumer demand, and almost invariably in such cases when you are coerced into rendering this service you are underpaid. If you will analyze the situation closely, you will find that the average manufacturer who does not use trade papers, who does not care for the retail trade, who says, as some of them have said very emphatically, 'To the devil with the retailer!' are users of large space in magazines and other consumer mediums, spending hundreds of thousands of dollars in this way, but spending not one penny with the trade press, that such manufacturers allow you the very smallest possible margin of profit, protect you never in your margin of profit and treat you simply as a servitor, forced to work for an indecent wage.

"Gentleman, stand up for what is your right! Don't be coerced and treated as though you were not entitled to decent recognition. Manifest your manhood, stand for what is rightfully yours, condemn to everlasting shame those who thus traduce your business. Such men as you sitting in this audience, the leaders of merchandising in this country, know that what I have said is true. You are the broad gauge, intelligent, progressive representatives of the merchandising class. It is to you that is due what success has been attained in a financial way by the trade press. Not forgetting, of course, that there are many loyal manufacturers and jobbers who, from the very start, have co-operated in every way in this direction.

"The trade press is your greatest friend, and your greatest champion, and is bringing you all the benefits which are now coming to you as the result of co-operation.

"There are such manufacturers; you know them, you have only to examine the columns of the trade press to separate the sheep from the goats. There are, of course, many manufacturers who have not yet been approached, but they will all be approached ere long. Every manufacturer and jobber in the country will be given the opportunity of doing his share in the progressive work which is being planned for you, and the necessity for which is the reason why these conventions are being held.

"The trade press is growing mightier every day. It is improving in every way. There are, of course, some trade papers hardly worthy of the name, perhaps; still I contend that there is not a single sheet published as a trade paper or bulletin anywhere which is not worth ten times the consideration that is usually given it. Give the trade paper editors and managers the ammunition they need, and they will give you meritorious papers. It must be remembered that it requires a man of particular ability, experience and intuitive knowledge to properly manage and edit a trade paper, or a merchants' paper of any kind. These men are not always easy to find, and the poor pay that it is usually possible to allow them is no incentive to men of that stamp, because their ability is recognized in other lines, where they are in demand.

Conditions After Three Years War

Trade Has Enjoyed Healthy Conditions Since Outbreak of War —Future is Indefinite—Conscription and Other Big Issues May Affect Industrial Situation.

IN the Annual Fall Number of HARDWARE AND METAL for the year 1915, a general review of industrial conditions after one year of war, constituted the leading article of the number. The article bore a cheerful note of optimism over the manner in which the business world had recovered from the shock of the commencement of the world war, which still drags on after three long years of conflict. The little effect upon industrial conditions during the first year of the war was most surprising, particularly to those who talked absolute ruination as an inevitable result of a declaration of war, but as it continues to drag on, and the fourth annual Fall number of HARDWARE AND METAL goes to press since the commencement of hostilities, it is almost an impossibility to describe the present industrial conditions or to predict for any length of time ahead what the situation will be.

The year 1915 will be looked back to as representing a period of phenomenal business recovery. Business during the last year has been good—wonderfully good in view of prevailing conditions, but it has marked a period of continuous price-raising in retail trade, and its continuance may well be regarded with uneasiness not so much because of the prices themselves, but because of conditions which are reflected through the high figures demanded for every-day commodities. Difficulties of securing raw material are increasing, labor is scarce, transportation facilities are inadequate, and these are all factors in the raising of prices on all classes of goods whether manufactured or not.

Other factors which will undoubtedly prove a big influence on the subject are the questions of conscription and the manufacture of munitions. It is impossible to state the general effect of conscription on the industrial life of the country, for it will all depend upon the operation of the Bill whether or not the country's industry will be made to suffer the sacrifice of its many thousand workers who will be affected. Then, too, it is reported on good authority that the conclusion of present contracts for munition will mark the close of the manufacture of shells in this country for the Imperial Government. Should this prove to be true, a situation will be created involving further difficulties of solution. The manufacture of munitions has been a big factor in establishing the industrial activity of the country since the outbreak of war, and it is difficult to say what the effect of its curtailment would be. Some authorities declare that the turning out of some 100,000 munition workers into other channels would relieve the labor market, and might also help to solve the recruiting problem and render the enforcement of the Conscription Act unnecessary.

One feature which is declared by experts to be a most favorable condition is the report on the condition of crops throughout the country. Favorable reports have been received from many representative sections of the country and it is recognized that such reports have always proved to be a big help to industrial and business conditions. With a wide world demand for grain, Canada with a good crop should receive much good business.

Some interesting and favorable information is contained in the report of Canada's trade for the past fiscal year ending March 31, 1917, which indicates a consistent growth even as compared with pre-war years. For the year 1916-17 Canada's trade amounted to $2,249,170,171, as compared with $1,424,916,066 in 1915-16, and $1,112,562,107 for the year 1913-14. Both imports and exports contributed largely to this notable increase, the advance in imports being about 60 per cent. and in exports about 55 per cent. Among the largest increases in imports were metals and metal manufactures.

ONTARIO ACT IS DECLARED ULTRA VIRES

Effort of Province to Restrict Extra Provincial Corporations is Null.

A most important judgment affecting the status of incorporated companies was given out at Osgoode Hall, Toronto, recently. The case was a test one instituted by the Attorney-General of Ontario to ascertain the validity of the Ontario Extra Provincial Corporations Act of 1914, and was brought against the Harris Lithographing Co., of Toronto, a company having a Dominion charter, but not a provincial license. Judge Masten, who tried the case, held that the Ontario Act was ultra vires and invalid in all its clauses.

The purport of the act, he finds, is to exert control over all companies incorporated outside the province. While this is permissible as regards foreign companies, it is held that it is beyond the powers of the province to make such a regulation with regard to companies chartered by the Dominion.

The pith of the act, according to Mr. Justice Masten, is to preclude outside companies from the exercise of their powers and to deprive them of their status in the Province of Ontario unless and until they file certain documents and pay certain fees and take out licenses.

The Harris Company had vested in it, by its Dominion charter, the right "to carry on throughout Canada the business of stationers and lithographers."

"I think such power," said Mr. Justice Masten, "has been validly and effectively conferred on this company because the power to regulate trade and commerce at all events entitles the Parliament of Canada to prescribe to what extent the powers of companies should be exercisable."

Ontario is not alone in its fight for the control of extra provincial companies, from the licensing and annual fees of which there is an annual income tax is said to run into the hundreds of thousands. British Columbia has fought its case to the Privy Council and has lost, but its act was not the same as the Ontario Act.

Manitoba has fought its case to the Court of Appeal of that province, the trial judge upholding the act, and the Court of Appeal dividing evenly, two for and two against. It is now on its way to the Supreme Court, and ultimately to the Privy Council, where the Ontario case will also doubtless go in company with it.

SOME PAINT DEPARTMENT WRINKLES

(Continued from page 158.)

knows, or should know this, and can tell prospective customers about it, but far too few paint-using customers realize the truth of it.

Use Good Paint.

It is one of the axioms of painting that the better the paint used, the longer the job will last, and the better the result will be. Knowing this, the hardwareman who values his paint department's reputation, will advise his customers consistently against the use of paints that are too cheap to be good. Even in these days of high prices, when paints have had to advance also (though not nearly as high in proportion as some other goods) it is wisest to advise the use of the good guaranteed brands of paint every time. In the Surveyer store, the rule with a dissatisfied customer is to accept the paint back, and then to send it to the maker for satisfaction as to the defective ingredients, if any that may be causing the trouble. If the customer has tampered with the paint put out by a reputable firm under a well-advertised and it may be guaranted brand, the fact is easily ascertained by the manufacturers' chemists, and the matter can be gone into further with the customer tactfully but firmly. In such cases the opportunity for educative work is excellent.

Little Brush Helps.

There is another branch of the paint department in which Mr. Venn of the L. J. A. Surveyer store takes care of his customers. That is in helping them choose the right brushes. Few customers know the right brushes to use to get the best results. When a customer buys paint, he may be thinking of some old brushes he has at home which he thinks will do. Maybe they are not the right kind for the job, and Mr. Venn's brush talk with a paint buyer is usually fruitful for business, and always for the benefit of both the customer and the store.

What Hardwaremen Are Doing

Seasonable Goods Featured by Retail Hardware Merchants in Various Parts of Canada—A Wide Range of Commodities Sold Through Hardware Stores —Goods Advertised in Newspapers.

LEE HARDWARE, STONEY CREEK, ONT., is featuring through its advertisements fruit picking accessories as a seasonable line, in connection with fruit picking season in the Niagara district. Various types of ladders of the step-ladder and rope extension ladder varieties are illustrated with complete specifications and prices. Wire basket fasteners and hooks are advertised at 20c for a package of 1,000. Referring to the rope extension ladders the ad. says "this is one of our big sellers. We have shipped ladders to places where people could not buy them at home. Every farmer should have an extension ladder. Your fire insurance policy calls for it."

* * *

DAY HARDWARE, RED DEER, ALTA., is advertising haying accessories as a seasonable branch. A recent ad. says, "It's time to Make Hay. Haying season is here and it finds us with a complete stock of your requirements in this line. You'd better come in right now and get your supplies so that when you do start you can go right to it —not be held up for some necessary little thing that you should have had on hand? Complete lines of forks, grindstones, hay rack clamps, mower files, sickle grinders, stacker rope, bolts, oilers, etc., are shown.

* * *

ORILLIA HARDWARE CO., ORILLIA, ONT., featured talks on stoves throughout the warm weather under the heading "Hot days to talk stoves." A recent ad. acknowledged that the opinion was that it was too hot to talk stoves but added "a Cooking Range is never out of season. We are selling them all the year round. It will interest Orillians to know that a growing favorite and now a prime favorite is ————."

* * *

H. E. MOORE HARDWARE, OAKVILLE, ONT., is featuring haying season requirements. In a recent ad. under the heading "Are You Ready?" a warning is urged that the haying season "is upon you again and the weather is anything but desirable for such work. It will necessitate your getting the crop in, in the least possible time." A complete line of hay fork pulleys, double harpoon hay forks, wood hay-rakes, hay fork handles, reaping hooks and tool grinders are shown with complete specifications and prices.

* * *

ASHDOWN'S HARDWARE, WINNIPEG, MAN., is featuring through its advertising the ——— clothes washer which "gives more time for pleasure in the home." This high speed washer is claimed to do "better washing in less time and with less labor. Run quietly and easily due to the gearing being perfectly balanced. All gears are cut, which increases life of the machine—fine, and most delicate laces as well as the coarsest fabrics can be washed without injury —double socket for operating handle which allows operator to either sit or stand."

* * *

JAMES S. NEILL & SONS, LTD., FREDERICTON, N.B., are advertising their automobile accessory department extensively. A recent ad. says, "we have taken great care in selecting our stock of Auto Accessories, and only carry the best goods in the different lines. Here is a partial list of our stock: Tires, tire repairs, vulcanizers, chains, spotlights, motormeters, lens, rim contractors, electric bulbs and bulb boxes, steering wheel covers, spark plugs, gabriel snubbers, folding chairs, Ford seats, wrenches, bumpers, tool boxes, battery boxes, carbon remover, auto-clocks, grease and oil guns, goggles, hydrometers, horns, radiator hose, Barrett jacks, chain jacks, foot pumps, power pumps, tire testers, speedometers, wax and cleaner." This list is quite extensive and includes many accessories not carried in the usual stocks of the hardware store accessory department.

* * *

UNDER the heading, "Are You Building?" McPHERSON BROS. HARDWARE OF MEDICINE HAT, ALTA., are advertising a large assortment of builders' hardware, as a seasonable and specially timely line. Some of the lines with prices in Medicine Hat are as follows: Butt hinges, 25c pr.; Lock sets, 75c up; Building paper, plain, 400 sq. ft., $1 per roll; Tarred building paper, 400 sq. ft., $1.25 per roll; Extra heavy building paper, $5 per roll; Paint, colors, $3.75 per gal.; white $4 per gal.; Shingle stain $1.25 per gal.; Barn paint, red $1.50 per gal.

* * *

"KEEP COOL" is the heading under which a recent ad. of LAWLOR & CAIN HARDWARE OF FREDERICTON, N.B., is run, advertising hammocks, veranda chairs and camp chairs. "Be comfortable this hot weather in one of our famous hammocks," says an ad., "large and roomy, strong and comfortable. Choice colorings, excellent weaves." A special sale for closing out the balance of stock of hammocks at 20 per cent. discount was recently put on. Hammocks were quoted at $1.39 and up; Veranda chairs at $1.85 and camp chairs at 45c.

* * *

J. E. LIVERNOIS, LTD., QUEBEC, QUE., recently featured through their ads. the special sale of Paris Green at attractive prices. "We have just received a few thousand pounds of Paris Green, we have paid a high price for it on account of its scarceness on the market," says the ad. "We are selling it at a small commission on the cost price, our aim is more to help our clients from the country to save their potato harvest than to make profits." Paris Green was quoted at 72c per pound, or at 69c in 14 or 28 lb. tins. Arsenate of lead was quoted at 29c per pound.

* * *

A SPECIAL sale of cutlery including pocket knives, razors, shears, scissors and hair clippers were advertised recently by CONSUMER'S HARDWARE COMPANY, LETHBRIDGE, ALTA. The sale was put on for the disposal of 50 dozen pocket knives of Sheffield manufacture; two dozen razors; two dozen pairs of shears and scissors; two dozen pairs of hair clippers. Special prices were offered for the sale and the buying public were urged to "look them over for the lot will be picked up in a hurry."

EDITORIAL COMMENT

IT IS beginning to look as though the days of huge munition profits and big munition wages are over.

* * *

THE keen hardware buyer makes a close study of the advertising pages in his trade paper. The selling staff also secure many excellent sales suggestions from the ad pages.

* * *

RETAIL hardware merchants are buying freely but carefully. They realize that over-stocking is a dangerous game at any time, and particularly now, in view of recent market developments.

THE OPPORTUNITY FOR THE MANUFACTURER—AND THE DUTY!

THE story written by James A. Hossack on his trip through Russia, is one that every Canadian business man should read. It presents a volume of interesting material and *it drives home very forcibly a very important truth.*

It is a recognized fact that after the war Russia will present a wonderful field for manufacturers in Allied countries. Before the war, Russia was being systematically engulfed, in a commercial sense, by Germany. While British, American, French and Canadian goods were to be found on the Russian market the total was so small when compared with the volume of German goods absorbed as to be almost negligible. Russians are now awake to this fact. The bitterness toward an enemy that every war engenders will be sufficient after the war to throw the huge volume of Russian trade to allied sources *provided that the Allies are prepared to meet the demand adequately.*

The information imparted by Mr. Hossack should be very carefully considered in this connection. He shows that at present Russia is in the grip of a most alarming shortage. Depending almost entirely on the outside world for her manufactured goods, Russia has felt the effects of war's blockade in an ever increasing shortage. By the time that the war is over the Russian market will be absolutely bared. *If the Allies are not then prepared to supply all needed goods at once in adequate supply Germany will regain her ascendancy in Russia.*

Lying with her frontier adjoining Russia, Germany will be able to flood mercantile goods across the line as soon as peace is declared. The merchants of the new republic undoubtedly prefer to buy goods from Allied countries but if only German goods offer they will buy German goods. They might decide to do this only as a temporary measure; but they would easily slip back into the old relationship if it proved to be the line of least resistance.

And so the duty of the Canadian manufacturer is clear. He must prepare now to get his goods on the Russian market. It will not be sufficient to start when the war ends. The start must be made now. The Russian market has peculiarities of its own and must be cultivated along certain lines. Certain conditions must be understood and complied with. The manufacturer who counts on having his goods in there when the post-war demand starts must build up his connection now.

This is the trade opportunity of the century.

STEEL PRICES EASIER

IN the United States there appears to be a general all round softening in prices of iron and steel products. Reports from Pittsburgh state that a lot of 1,000 tons of open-hearth sheet bars has been sold at $85, the top of the market having been $105 to $110. The ordinary market price, it is said, is paid only on odd lots purchased by mills, or by sheet consumers who wish to have the steel converted. The deliveries to sheet mills, on long term contracts, are at about $60. Wire rods have sold in the past week at $90, a price practically impossible a fortnight ago. Further offerings of billets at $85, and $83 are rumored. Until recently the market was all of $95.

Although there have been declines in prices of unfinished steel, scrap and pig iron there has not been as yet, any noticeable tendency towards declining prices on finished steel products. This, of course, is in accordance with precedent.

SHELL ORDERS CURTAILED

AS outlined in previous issues of HARDWARE AND METAL there has been a gradual closure in shell orders, and munition makers have been reducing their staffs for some time past. The tapering off in the shell making industry has been decidedly pro-

nounced during the past two weeks and it is now clear that the industry in Canada is nearing an end. It is now definite that in many lines at least there are to be no new orders placed. There are some shell making firms still busy, and likely to be busy for some time on large calibre shells, but the bulk of shell making will be discontinued within the next few months. It has been estimated that there are 200,000 people engaged either in the actual making of shells or in subsidiary industries such as the manufacture of special machine tools. On a conservative estimate there are 100,000 engaged directly in the shell work. It is difficult to get accurate figures with reference to the wages paid, but, again, on a conservative estimate the average wage paid would be $30 a week.

If there are 100,000 workers released from munition work—and it is quite within the probabilities to suggest this figure—the amount of money in point of wages temporarily cut off would be $3,000,000 a week.

Are the demands of ordinary business sufficient to absorb 100,000 wage-earners this fall and to replace the three million weekly that otherwise would have to be subtracted from the buying power of the public? It seems to be the general opinion that work can be found for all who are thrown out of the shell-making, but it is positive that in the very large bulk lower wages will have to be accepted. Many thousands of men released from munition work have proven a blessing to the farmers and relieved what had looked like a serious labor shortage for harvesting the crops. There is a feeling among big business men that all the labor released from munition plants can be absorbed by other industries. The readjustment was bound to come sooner or later. It is now taking place gradually, and the country is in better shape to face the situation than it has been at any time since the outbreak of the war. It is possible of course that the present situation may be only temporary. Should the war continue for another year or two, it is hardly conceivable that Canadian plants would not be called upon for further supplies of munitions. There is no surety of this, however, at the present time. Of late, large orders have been placed in Canada for supplies for United States troops, and this has also tended to create a good demand for labor in Canada. Many of the munition makers, taking time by the forelock had made arrangements to turn their employees to other work when munition orders had ceased. They were thus able to retain many of their employees, in some cases of course at reduced wages.

MAKE IT CONTINUOUS

THE National Clean Up and Paint Up Campaign Bureau, St. Louis, Mo., which has done such good work during the past five years in urging "Clean Up and Paint Up Campaigns" is devoting its energies to trying to correct a wrong impression which exists in the United States, and naturally to some extent in Canada. It appears that in many communities the trade and the public have the idea that the campaign should last 2 or 3 days or in some cases a week. The National Bureau is emphasizing the fact that it does not encourage the idea of confining the campaign to one or two weeks. A notice recently sent out to trade newspapers and others interested in the paint trade explains the attitude of the National Bureau. Under the heading, "Please Don't Call it a 'Week,'" the circular reads as follows:—

"After five years of effort to induce the public to differentiate its real CAMPAIGNS from the ordinary and odious clean up 'week,' or, worse yet, the 'day,' so redolent of 'the annual bath' and so generally derided by the press as such, the National Clean Up and Paint Up Campaign Bureau expresses the hope that no one will continue to contribute to the lingering idea that the Bureau is ever a willing party to any such 'day' or 'week.'

"The Bureau has always insisted upon real campaigns, to continue indefinitely, though it suggests an 'Opening Week' and a six-day program, to give direction and impetus to a half dozen leading features of the dozen or score of definite and different things that, under its plans, are undertaken for permanent and visible results.

"But none of these things, except street and alley cleaning, can be more than fairly started in six days; though if the advertising, centres public interest in a 'week,' except as an Opening Week, that interest and advertising and all the work will END at the end of the 'week.'

"The local campaign leaders in one big city have the right idea, as shown in the name they adopted and under which 'something is doing' every month in the year, under the auspices of the 'St. Louis Continuous Clean Up and Paint Up Campaign Association.'

"There is no National Clean Up and Paint Up 'Week,' and no national or common date for the 'Opening Week' of these local campaigns. In every week of the year, North or South, these campaigns are opening, and continuing; though about 65 per cent. of them are opened or reopened in April and May, most of the others being opened in the fall, to 'get ready for the indoor months,' and for Home Coming Festivals, etc.; and in the early winter, especially in the South and its winter resort regions. Each community everywhere fixes its own opening date."

The foregoing offers some splendid suggestions to Canadian retail hardware and paint firms. With the advent of fall, "paint campaigns" could be taken up and carried through successfully. Efforts should not be confined to pushing the sale of paint for a short time only. Paint is now recognized as a line that can be sold the year round.

EVENTS IN THE TRADE

BUSINESS CHANGES

Shackleton, Sask.—Heath & Morrey, hardware dealers, have sold out.

Bow Island, Alta.—Southern Alberta Hardware Co., Ltd., has sold Bow Island business.

Speers, Sask.—McRae Bros., hardware dealers, have been succeeded by McRae & Potter.

Okotoks, Alta.—Gaskell Bros., hardware, have been succeeded by W. J. Thomson.

Montreal, Que.—Sarrazin & Mercille, hardware, have dissolved, J. E. Mercille asking extension.

Ottawa, Ont.—L. Blondin & Co., hardware, is retiring from business and selling stock at auction.

Shackleton, Sask.—Heath & Morrey, hardware and implements, have been succeeded by G. W. Gimby & Son.

INCORPORATIONS

The St. Maurice Foundries, Ltd., has been incorporated with a capital of $49,000 to carry on a foundry business at Three Rivers, Que.

St. Catharines, Ont.—Normandy Tire and Rubber Company has been incorporated with a capital of $1,000,000 to manufacture and deal in tires and other rubber products.

INDUSTRIAL NOTES

Gravenhurst, Ont.—The National Potash Co., Toronto, will build a plant here.

Toronto, Ont.—The Canadian National Carbon Co. will build a power house at their factory here.

Sidney, N.S.—A report is current here that the steel plant at Trenton, N.S., will be moved to Sidney.

Hespeler, Ont.—Employees of Messrs. A. B. Jardine & Co., recently held their annual picnic at Puslinch Lake.

Chicoutimi, Que.—The Chicoutimi Pulp Co. will build an extension to their mill, which will include a machine shop.

Oshawa, Ont.—The Canada Malleable Steel Range Co., has been purchased by the McClary Mfg. Co., London, Ont.

Toronto, Ont.—The Cluff Ammunition Co. are rebuilding their plant on Sterling Road, which was destroyed by fire some time ago.

Tillsonburg, Ont.—A site has been purchased on Tillson Avenue, and plans are being prepared for a $50,000 factory for the Maple Leaf Harvest Tool Company.

Brantford, Ont.—Brantford Cordage Company suffered loss recently when a car of manila for making binder twine caught fire and was destroyed before recahing here.

NEW FIRMS

Laura, Sask.—Laura Hardware Company has commenced business.

St. John, N.B.—A. S. Connor and Catherine T. Quinn have registered partnership as Quinn & Co. to carry on retail hardware business and stove dealers.

PERSONAL

T. Mortimer, manufacturers' agent, Toronto, was a business visitor to Montreal this week.

W. Bruce Morrow, maufacturers' agent, Toronto, visited business circles in Montreal during the past week.

Mr. Shay, of Goodell-Pratt Co., Greenfield, Mass., U.S.A., visited hardware circles in Montreal this week.

W. C. Power of the Wallaceburg Brass and Iron Manufacturing Co., has left for a business trip through the Maritime Provinces.

Dave Griffith, of the B. Greening Wire Co., Hamilton, Ont., was a visitor to Montreal last week on business with the hardware trade.

Charles Hemingway, of Smith & Hemingway, New York, makers of "Red Devil" goods, was a business visitor in Montreal this week.

John Lang has been appointed superintendent of the factory at Oshawa, Ont., recently taken over by the McClary Mfg. Co., of London, Ont.

A. T. Perrin, assistant chief draughtsman of the Dominion Bridge Co., of Lachine, P.Q., has resigned his position to become manager of the Iberville, P.Q., plant of the Rapid Tool & Machine Co., Lachine, Que.

J. E. McAllister has been appointed vice-president and general manager of the National Steel Car Co., Hamilton, Ont., succeeding Basil Magor, who has held the position for several years. Mr. McAllister was born in Hamilton.

Frederick S. Ferguson, manager, and Thos. Charlton, general foreman of the Canadian Iron Foundries, Ltd., St. Thomas, are resigning from the company to open a new foundry business in Walkerville, Ont. Mr. Ferguson is prominently identifiied with other industrial concerns.

TRADE NOTES

Kingston, Ont.—Hardware merchants handling electrical supplies have petitioned against the plan of the Utilities Commission of the city to establish a showroom for electric wares on Princess Street, on the ground that such action would result in injuring private enterprise.

Kingston, Ont.—The retirement from business of John McKelvey, of McKelvey & Birch, hardware, means the taking over of the hardware, tinware and stoves department of the business by the firm of McKelvey & Birch, Ltd., which last October took over the plumbing department of the business.

OBITUARY

Dartmouth, N.S.—P. G. Austen, member of the firm of Austen Bros., is dead.

Montreal, Que.—R. McK. Haldimand, of W. L. Haldimand & Son, commission hardware merchants, is dead.

Rosebank, Ont.—L. G. Greenwood, son of James Greenwood, hardware merchant, 1239 Danforth Ave., Toronto, was drowned in the Rouge River here.

APPROPRIATION FOR INDUSTRIAL RESEARCH

The Dominion Government has appropriated the sum of $91,600 for the Bureau of Industrial Research, to be expended as follows: Salaries and expenses, collection and distribution of information, $43,600; studentships to be established, $12,000; fellowships, $5,000; special problems, $25,000, and forestry studies, $6,000. There is an appropriation of $24,620.

LOWER MARINE RATES

It is reported from New York that in spite of the rather less favorable report of the British Admiralty there are indications of lower rates even to Europe. Some houses have lowered their schedules to Spain, Denmark, Norway, Sweden and Holland for neutral steamers by 1 per cent. Rates on off-submarine routes continue to be easier without marked changes. To Great Britain 8 per cent. on outward cargoes remain the general minimum.

HARDWARE LETTER BOX

Steel Wool.—W. E. Cassidy, Sudbury, Ont. Kindly inform me where I can obtain cloth made from steel wool or mineral wool?

American Steel Wool Mfg., Inc., 451 Greenwich St., New York City; Ridgely Trimmer Co., Springfield, Ohio; F. C. Hanson, Southbridge, Mass.; Jas. H. Rhodes & Co., 157 W. Austin avenue, Chicago, Ill.; C. L. Chase & Son, Ledminster, Mass.—Ed.

Round Cardboard Boxes—A. E. Campbell, St. Thomas. Can you give me the names of firms that maufacture round cardboard boxes

Guelph Paper Box Co., Guelph, Ont.; Hamilton Paper Box Co., Hamilton, Ont.; Paper Boxes of Canada, Ltd., Hamilton, Ont.; The Rudd Paper Box Co., Ltd., Toronto; Ontario Paper Box Mfg., Co., Toronto; Dominion Paper Box Co., Ltd., Toronto.—Ed.

Metallic Gas Mantels.—John Hicks & Sons, Calgary, Alta. Can you give me the name and address of the maker of a metallic gas mantle, made in England?

A. Rudd & Co., Griengate, St. Helens, Lancs., England.—Ed.

Steel Cable.—C. H. Blythe, Ottawa, Ont. I would like to get the names and addresses of manufacturers carrying galvanized steel cable, pliable with hemp core.

B. Greening Wire Cable Co., Hamilton, Can.—Ed.

Small Hot Water Heating Plants.—T. F. Paul, Netherhill, Sask. Will you give me the names of firms making small hot water heating plants for buildigns without basements?

Gurney Foundry Co., Toronto; Steel Radiation, Ltd., Fraser avenue, Toronto; Warden King, Ltd., 200 Adelaide W., Toronto; Taylor-Forbes Co., Ltd., 1088 King W., Toronto—Ed.

Hub Oak Heater.—Dalsin Bros., Digby, N. S. Kindly advise the name and address of Hub Oak Heater. Have been told it is Smith & Anthony, but cannot get the address.

Smith & Anthony Co., 48 Union St., Boston, Mass.—Ed.

"HARDWARE DEALER WHO BOMBED ESSEN.

Hardware dealers of Fort William and district were recently startled by a heading in a Fort William newspaper as follows: "Sergeant Gallois, Hardware Dealer, Who Bombed Essen." The story which followed, however, did not tell of the heroic deeds of a Fort William merchant, but were none the less vivid in their description of how a former hardware merchant of Menetou-sur-Cher, France, became the hero of an air raiding expedition directed against Essen, headquarters of the Krupp works in Germany. Sergeant Gallois, who has been recommended for the military cross, is a marked exception to the general rule that young men make the most effective airmen in time of war, for he was born in 1879. A thrilling story is told by him of his raid which covered 450 miles and which was completed by him in the record time of seven hours, during which he dropped ten bombs directly upon the centre of the Krupp manufacturing works.

STEEL CORPORATION PLANS NEW DOCKS

Plans have been filed with the Canadian Government by a Windsor, Ont., law firm acting on behalf of the Canadian Steel Corporation, for docks to cost $250,000 at the Ojibway, Ont., plant of the latter.

The plans included a marine slip, harbor, docks and wharves. A canal running through the corporation property for 2,500 feet, which will be 200 feet wide and 25 feet deep, will be dredged to accommodate shipping. It is proposed to build docks on the banks of the canal, while another dock a thousand feet long is planned for the river front.

ALGOMA STEEL BUYS BLAST FURNACE

The Algoma Steel Co. has purchased the No. 2 blast furnace of the former Canada Iron Corporation, Midland, Ont. and is having same moved, together with its accessory stoves, boilers, etc., to the Soo, a distance of something like 400 miles. Purchase of this unused furnace—a 275-ton stack—was made because it was believed that it could be dismantled and re-built much quicker than a new furnace could be built under existing conditions. The contract for dismantling, removal, re-erection and enlargement of the complete unit is in the hands of Arthur G. McKee & Co., consulting and contracting engineers, Cleveland, Ohio. Needless to say, the additional capacity available when installation is completed will augment materially Algoma's meantime steel output.

DU PONT COMPANY TO MAKE DYES

E. I. Du Pont de Nemours Company have confirmed reports to the effect that they were about to enter the dye field. They have made the following announcement:

"We desire to announce our decision to enter the coal tar dye industry.

"The reason for this step might be briefly summarized as follows:

"Our development during recent years in the explosive, and in several other branches of the chemical industry, brings us now to the logical result of undertaking in a broad and comprehensive way the manufacture of synethic dyestuffs and kindred products.

"The explosive and coal tar dye industries are closely allied; both require intermediates which we manufacture in a large way; both are highly scientific and thoroughly developed and both require large technical and commercial organizations.

"We start with (1) the necessary raw materials, products of this country, therefore not dependent on Europe: (2) a chemical and engineering organization second to none in magnitude and scientific attainment; (3) unequalled plant and laboratory facilities, and (4) an adequate commercial organization.

"We know the needs of the various consuming industries, i.e., cotton calico printing, wool, silk, leather, paper, paints, printing inks, etc., and plan to meet them in due time.

"Our development will necessarily be progressive, starting with certain products and increasing as rapidly as possible.

"Our technical laboratories, with a competent staff of experts, will be at the disposal of all consumers in all branches.

"We shall establish and hold to the highest standards of quality.

"Our prices from the start will be based upon our cost of raw materials and labor, with the end in view of establishing at this time, under abnormal conditions, cordial and enduring relations with the consuming industries.

"WHERE THE MERCHANT SCORED"

An incident occurred in a well known hardware store, east of Toronto, this week, when the merchant got a little the best of his customer at his (the customer's) own game. A farmer entered the store and the following dialogue took place:—

Farmer—"Hello, Sam!"

Merchant—"Helloa, Bill!"

Farmer—"I want a lantern, Sam."

Merchant—"All right, Bill. Here you are."

Farmer—"How much?"

Merchant—"One dollar and a quarter, Bill."

Farmer — " One-dollar-and-a-quarter! Why, I got a lantern just like this one, exactly, in the spring from you, Sam, for one dollar."

Merchant—"Yes, that's so; but lanterns are a dollar and a quarter now, Bill."

Farmer—"Well, ain't they the same lanterns? And you 'had 'em in,' didn't you? And I think they ought to be the same price."

Merchant—"Say, Bill. I got my potatoes from you last fall and paid you $1.75 a bag for them, didn't I, Bill?"

Farmer—"Yes."

Merchant—"And I got a bag from you this spring and paid you $4 a bag, didn't I, Bill?"

Farmer—"Yes."

Merchant—"Well, Bill, they were the same potatoes, and you 'had 'em in,' and I think you should have sold them to me in the spring for $1.75 instead of $4; but you didn't."

Farmer—"All right, Sam; I guess I'll take this lantern."

And we all laughed.

A TRAVELLER.

GROUP OF DELEGATES AT DOMINION BOARD CONVENTION.

Horace Chevrier, Dominion President. To the right of the President; E. M. Trowern, Dom. Sec.; B. W. Ziemann, Pres., Ontario Board; W. C. Miller, Ontario; D. W. Clark, Ontario; J. L. S. Hutchinson, Saskatchewan; J. A. Banfield, Manitoba; A. A. Evans, Saskatchewan; J. McIntyre, New Brunswick; J. DeWolf, New Brunswick; P. Smith, New Brunswick; J. A. Curle, Manitoba.
To the left of the President: J. A. Beaudry, Montreal; J. A. Gareau, Quebec; J. G. Watson, Quebec; J. C. Doyle, Nova Scotia; W. Daniel, New Brunswick; W. Rannard, Manitoba; J. A. Connell, Manitoba; W. Falconer, Manitoba; W. McPherson, Saskatchewan; F. E. Raymond, Saskatchewan.

Dom. Board R.M.A. Meets in Montreal

Matters of Importance to Retail Trade Dealt With — Far-reaching Legislation Proposed—Finances of Association Reported in Very Satisfactory Shape.

THE Annual Convention of the Dominion Board of the Retail Merchants' Association was held in the Windsor Hotel, Montreal, during four days of last week.

The morning session on Tuesday was given over receiving the representatives of City of Montreal, the Montreal Chamber of Commerce, Montreal Board of Trade, Canadian Credit Men's Association, Montreal Publicity Association, Montreal Wholesalers' Guild, Hardware Association, Dry Goods Association and Harbor Commissioners, who welcomed the Association's representatives to the city. Brief replies were made by the representatives of the different provinces.

During the course of the business sessions that followed, some very important resolutions were discussed.

Executive Enlarged

A resolution urging the retail trade to give preference to returned soldiers when giving employment, and providing for the formation of a committee in every branch of the Association to further this work was unanimously carried. The constitution of the Association was amended to provide for eleven executive officers, to consist of treasurer and secretary and one member from each of the nine provinces.

The constitution was also amended to provide for the appointment of the several secretaries instead of their being elected as formerly. A resolution commending the legislation introduced to have all railway companies pay their employees semi-monthly instead of monthly, had the unanimous approval of the delegates.

A resolution regarding a Bankruptcy Act, acknowledged the necessity for such an act and authorized the executive to meet with the committee from the Canadian Credit Men's Association with the idea of framing a bill that would not be in any way detrimental to the retail trade was approved.

The Officers for the Dominion Board for the ensuing year are as follows:—

President, Horace Chevrier.
1st Vice-President, J. A. Gareau, Montreal.
2nd Vice-President, D. W. Clark, Toronto.
3rd Vice-President, J. L. S. Hutchison, Saskatoon.
Treasurer, J. A. Beaudry, Montreal.
Secretary, E. M. Trowern, Ottawa.

Inspection and Sales Act as Proposed by Government Opposed

A resolution providing for a committee to join with the manufacturers and wholesalers in urging some changes in the proposed Inspection and Sales Act aroused some discussion. It was felt by the delegates present, that the bill as presented in Parliament, was altogether too drastic, as well as being too cumbersome. It was pointed out, too, that the fact that the merchant was given no opportunity to change his business systems in conformity with the stringent regulations outlined in the bill, would work untold harm to the retail trade in general. While favoring the general principles that were behind the bill, it was the feeling of the delegates, that unless the required changes were made in the reading of the bill, that it would have to face the united opposition of the retail wholesale and manufacturing interests.

Resolution No. 7 provided that in view of the fact that a large quantity of paint of inferior quality is being placed on the market, and advertised as containing the best ingredients, that legislation be introduced whereby all paint that is manufactured and put up in tins or other packages shall have the ingredients of the same printed thereon. This resolution was passed unanimously.

A resolution urging the bringing into national service all the available resources of men, material and wealth of the Dominion, be brought into play for the furtherance of the war, and with

the idea of bringing it to an early and successful conclusion, was heartily endorsed by the convention. A lengthy resolution opposing the increase of freight rates, more especially in the territory west of Port Arthur was approved and will be referred to the Railway Commission.

A resolution emanating from the Manitoba Board, urged upon wholesalers a greater care in granting credit to parties not definitely known to be in the retail business was adopted.

A resolution putting on record the opposition of the Association to the Knowles Bill and commending the executive for their active opposition to this measure was carried unanimously.

Making the Act Regarding Fraudulent Advertising More Comprehensive

A further resolution urged some amendments to the Act to amend the Criminal Code that was assented to June 12, 1914.

The act with the suggested amendments would read as follows, the suggested amendments appearing in black face type.

1. The Criminal Code, chapter 146 of the Revised Statutes, 1906, is amended by inserting the following section immediately after section 406 thereof:—

"406A. Every person who **either himself or by his agent, servant, employee or anyone on his behalf** knowingly publishes or causes to be published any advertisement for either directly or indirectly promoting the sale or disposal of any real or personal movable or immovable property, or any interest therein, containing any false or **misleading** statements or false representation which is of a character likely to or is intended to enhance the price or value of such property or any interest therein or to promote the sale or disposal thereof **or is liable to mislead anyone as to the true value of such property** shall be liable upon summary conviction to a fine not exceeding two hundred dollars or to six months' imprisonment or to both fine and imprisonment **or in the case of a corporation to a fine not exceeding five hundred dollars."**

The production by the informant of any advertisements containing any statement alleged to be false or misleading shall be prima facie evidence that the same was knowingly published by the person whose name shall be mentioned therein as the advertiser or proprietor, owner, agent, manager as the case may be of the business referred to in said advertisement. The word person shall include an individual or partnership company or corporation."

Another resolution instructing the incoming executive to wait on the Premier and members of the government with a view to making it possible to collect accounts from government servants who make it a habit of not paying their accounts.

Regarding a Retail Selling Price on Goods

Two interesting resolutions dealing with the placing of a selling price on articles, were considered by the Association and adopted.

The resolutions were:

"That it is the opinion of this Convention assembled that if the manufacturers who place a retail selling price on any article of merchandise make no proper provision to see that the price so fixed is properly maintained, and that such goods are used by the illegitimate price-cutters as "bait" to attract customers in order to sell them other lines, that the retail trade should insist that the manufacturers leave the retail selling price off the same."

That we believe that it would be in the best interests of legitimate retailing if manufacturers who manufacture trade marked articles with the intention of selling them at a certain retail price, would have said retail price incorporated as part of their trade mark, and that the executive be requested to deal with this matter, and, if necessary, have the Trade Marks Act so amended as to comply with the same.

Financial Report Encouraging

The Financial Report that was then presented showed the Association to be in a very satisfactory state. After meeting the expenses of the activities of the year there was some $4,000 remaining in the treasury.

On Thursday afternoon the delegates were the guests of the Montreal Harbor Commissioners and were given a trip over the harbor improvements. On Thursday evening they were the guests at a banquet tendered them by the Montreal Branch of the Association. The chair on this occasion was occupied by Mr. Hebert, President of the Montreal Board of Trade. During the course of the evening, addresses were delivered by Messrs. Hebert and Stuart of Montreal, Horace Chevrier of Winnipeg, Henry Detchon of the Credit Men's Association. Also brief addresses by Messrs. Watson and Beaudry of Montreal, B. W. Zieman and D. W. Clark of Ontario, J. C. Doyle of Nova Scotia, Messrs. Rannard and Banfield of Manitoba, Messrs. Laniel and McIntyre of New Brunswick, and Messrs. Hugh Blain and H. G. Beckett of the Wholesale Grocers' Guild.

A Hint of Disagreement

Suggestions of Western Members for a Change in the Administrative Machinery of the Association Meets With Strong Opposition

THERE was a hint of disagreement during the course of the convention when the western members urged a reconstruction of the machinery of the association. The idea of this move was to do away with the central Dominion Board as the final governing authority, and substitute in its place an Eastern and a Western Board. The former to have jurisdiction over the Provinces of Ontario, Quebec, Nova Scotia and New Brunswick, and the latter over Manitoba, Saskatchewan, Alberta and British Columbia.

It was claimed by the members from Saskatchewan, that the interests of the west were peculiar to themselves and they claimed that Ottawa was too far away to rightly care for the interests of the western field. They believed that by dividing the country into two parts, that each division would be better in touch with the needs of its own section, and that representatives of these two boards could meet once a year to discuss matters of Dominion-wide import.

This proposal came as rather a bomb shell, and caused no little disturbance. Other delegates were strong in opposition. They pointed out that by dividing the organization into two parts, there would be a division of council, and as a natural result the powers of the association would be materially weakened. When they went before Parliament to urge some reform, they would only be speaking with the voice of a section of the country, and not as a united organization. It was the consensus of opinion that such a change could only work disastrously to the association, so that after a spirited discussion, the matter was dropped, and the old system of government by Dominion Board remains in force.

Opposition to Appointment Rather Than Election of Secretaries

Another matter that caused a good deal of heated discussion was the amendment providing for the appointment of secretaries rather than their election. M. Trowern came out solidly in opposition to this measure. He pointed out that this change practically put the decision on this important matter on the shoulders of three men, the president, vice-president and treasurer of the association. These men, he thought might not be best qualified to know the qualifications possessed by the different secretaries for the work in which they were engaged. These three officers were men in business. And it was possible to conceive that at some time some one or more of the officers holding these positions might be swayed by private interests into making some appointment not in the best interests of the association. Mr. Towern also objected strenuously to the change on the ground that it was placing the officers of the association on the footing of hired men. Being an appointee, rather than an elected representative, Mr. Trowern believed that the larger part of their in-

(Continued on page 184.)

THE CLERKS' DEPARTMENT

WANAMAKER, WHO HAS MADE RETAIL BUSINESS HISTORY

How the Christmas Disappointment of a Small Boy Directed an Organizing Genius to the Service of the Public.

ON a Christmas eve, a country lad entered a Philadelphia jewellery store to buy a gift for his mother with a few hardly earned dollars. "I'll take that," he said, pointing to a little trinket and handing over his money. At that moment he saw something better and said he would take it instead. "It's too late; you've bought this and must keep it," snapped the jeweller. As the indignant youth walked out of the store, resentful and sorrowful, he resolved to start some day a store of his own where customers would not be so treated. The country lad was John Wanamaker. When he opened a new store half a century later, the president of the United States deemed it fitting to play a leading part in the ceremonies. But Wanamaker has been more than a successful business man; he has, as he himself says, been an experimenter to find something greater and higher than mere money making. Not long ago he dedicated two acres of his Philadelphia store space solely to educational purposes with the idea of combining business and education. Here is something of the career of the lad who founded a great resolve on a Christmas eve disappointment, as told by B. C. Forbes in Leslies':—

He began his business career in 1852 as an errand boy in a Philadelphia book store when he was fourteen, after a somewhat scanty education. "I have picked up my education as I have gone along, as railway engines take up water from track tanks," he has since said. He next entered a lawyer's office as copyist and office boy, but his parents—of Dutch and Huguenot stock—moved with their seven children to their grandfather's abode in Indiana. Before he was eighteen, however, he returned to Philadelphia and entered a clothing store. All this time he had been improving his education diligently, had acquired some faculty for writing, had imbibed a love for music and had taken kindly to the teachings of his mother. While still a mere youth, he established and edited "Everybody's Journal" and also became the first paid secretary of the Y.M.C.A. of Philadelphia.

He had not forgotten, however, the treatment he received in that jewelry store, nor had he given up his determination to open a store of his own where customers would receive consideration. On April 8, 1861, before he was twenty-three years of age, he formed a partnership with Nathan Brown and opened the men's clothing house of Wanamaker & Brown, in Oak Hall, a building which was looked upon as a freak because of its extraordinary height of six stories, built upon the site of the home once occupied by George Washington when President.

The first day's drawings amounted to $24.67. The $24 was that night invested in advertising and the 67 cents left in the till to make change next day.

Four days later the first shot on Fort Sumter was fired. Neighbors shook their heads and predicted that nothing but early disaster could befall the beardless boys for their audacity in starting business at such a time. But the neighbors could not know the amount of ambition and grit and enterprise behind the new store. It was not uncommon for the partners to work all night.

"Had we inherited a business or been able to command the assistance of rich friends," says Mr. Wanamaker, "we might have had easier times, but never could have had the schooling that cut the backlog of this business.

Business in the Old Days.

"In those days it was the custom to start work at six-thirty in the morning and keep on until seven or half-past at night, except Saturdays, when stores closed at ten or ten-thirty at night. There was no selling price for goods—there was an asking price, and the most persistent haggler bought the goods far below the unwary. Seldom was cash paid for wages to the employes making clothing. The general rule was fortnightly settlements in grocery, coal and other orders, on which the manufacturer had a percentage."

The courtesy which customers received, the fairness of the prices charged, the care given to insuring a right fit and the vigor injected into the firm's advertising soon began to tell. These four epochal reforms were instituted, the first from the moment the store was opened, the second in the following year and the other two in 1865.

First—Cash payments on the spot to working people on completion of the work.

Second—Shorter business days.

Third—Not two prices—one price and only one.

Fourth—Take back anything sold and returning the money if unsatisfactory.

In less than ten years from the inauguration of his one-price and money-back-if-not-satisfied policy, John Wanamaker had built up the largest retail clothing store in the United States. Competitors were constantly predicting the downfall of so adventurous a young man, with his fantastic ideas about coddling customers, his Sunday school notions about the handling of his help, his spendthrift advertising practices, his upstart "special sales," and his other newfangled foolishness. They rubbed their hands in glee when the terrible panic of 1873 struck the country like a hurricane, prostrating and demolishing even the strongest of enterprises. Now, they chuckled, John Wanamaker would meet the fate they knew all along was awaiting him.

What actually happened was that, in the midst of the almost universal disaster, John Wanamaker opened negotiations with the head of the Pennsylvania Railroad for the acquisition of the road's abandoned freight depot on the outskirts of the city at Thirteenth and Market Streets, a monster building covering over two acres of ground, and the completion of the deal was announced the following year. This brought more dire predictions of disaster. His mushroomlike success must have turned Wanamaker's head. Was not the abandoned depot far removed from the city's business center? Was it not a most unsightly barn, utterly unfitted for use as a store? And its size—it would take half the clothing in Philadelphia to fill it.

Mr. Wanamaker advertised it as the "New Kind of Store" and its opening, in 1876, excited interest second only to that aroused by the Centennial Exposition. On March 12 of the following year, when there was a gala celebration of the inauguration of ladies' goods as part of the stock to be carried, the Grand Depot, as it was then called, was visited by 70,000 people. The store became the mercantile marvel of the country. It attracted visitors from far and near. President Grant, when conducted over it, declared: "It takes as much generalship to organize a business like this as to organize an army."

And indeed the organizer of this mammoth store was kept busy thinking and planning and executing. To attract customers in sufficient number to maintain the establishment demanded energy and enterprise and originality of a high order. Whole page advertisements were used in newspapers—for the first time by any merchant. Goods in profusion were brought from Paris, Berlin, London and elsewhere. Special sales, since become seasonal events, were inaugurated. And, to crown all, Wanamaker's became the first store to be lighted by electricity, an innovation which excited wonder and even awe. Another novelty that caused much talk was the installation of pneumatic tubes as cash carriers—also the first in any store. It was this same policy which later led Wanamaker to be the first to install a Marconi wireless service between Philadelphia and New York stores; introduce a general free delivery by mail, express or freight, and to add aeroplanes to his stock in trade—he sold his first flying machine as long ago as 1909.

In 1896 the whole mercantile world was astounded by an announcement that the old A. T. Stewart business in New York had been bought by John Wanamaker. An editorial in the New York Times in November of that year said:

"Within the last 45 days, stocks aggregating at retail value $3,000,000 have been gathered for this New York Wanamaker Store—the combined stocks of the Phila-

delphia and New York stores to-day amounting to $6,850,000. The revival of this great business means work for factories that would otherwise be shut down, means occupation for thousands who otherwise would be idle; and it means that in the face of all the grumbling about hard times there has been one man so well convinced of the renewal of prosperity that he takes unto himself a duplicate business of one whose astonishing proportions would stagger the average merchant."

In New York, as in Philadelphia, the Wanamaker methods—"close application, integrity, attention to details and discreet advertising," to use the merchant's own words—worked miracles. The A. T. Stewart business which had languished since the death of its famous founder expanded to such an extent that the building at Broadway and Ninth Street, though many times the size of the old Stewart building on Broadway and Chambers Street, had to be supplemented by the construction of a still more commodious mercantile palace covering the whole of the adjoining Broadway block, the twin stores giving 32 acres of floor space and forming perhaps the best-known department store in the metropolis.

Even more Napoleonic achievements were in progress at Philadelphia. These were crowned in 1910 by the completion of the present Wanamaker store with its forty-five acres of floor space, one of the most remarkable mercantile castles in the world and in certain respects wholly unique—its school and university features, its musical facilities, its accommodations for entertainments and other social events, and its art gallery.

The youth whose receipts during the first day's business totalled $24.67, and who spent all but the cents in advertising, to-day is America's largest general purely retail store owner, having distributed, in his life time, into the homes of the American people more than half a billion dollars of goods.

He employs in busy seasons a maximum of 15,000 workers in his stores alone and is also a manufacturer on no small scale, while his branch offices in Europe and his traveling representatives in the Orient and elsewhere comprise another small army.

The Wanamaker Systems.

But it is not so much of Wanamaker figures that I wish to write; the sport, the ideals, the ambitions, the qualities which have given them birth are of infinitely greater importance. They are John Wanamaker's greatest monuments and will do most to keep his memory honored.

For almost a generation the Wanamaker stores have trained citizen soldiers who oftener than once have stepped, full trained, into the field when their country has called, just as they are stepping to-day. The Wanamaker soldiers have gone into camp training regularly every year, they have been systematically instructed by capable officers, they have had a full-fledged military band and bugle and drum corps and they have supplied the United States with more than a handful of regular army officers.

Music, too, has been blended with merchandising by John Wanamaker. There is a John Wanamaker chorus of 500 voices, there are junior and senior choral societies, there are minstrel corps comprising hundreds of members. The grand organ in the Philadelphia store is the most powerful in the world—over 80 horsepower—and has so many parts that when it was removed from the St. Louis Exposition to Philadelphia it filled thirteen railway cars and took several years to be put together again. One Wanamaker concert hall seats 1,400 people and there are others seating hundreds. The Wanamaker musical entertainments and oratorios have enriched the musical education of both Philadelphia and New York.

Art, also, has been mixed with Wanamaker's storekeeping. Not only have Mr. Wanamaker and his son Rodman Wanamaker brought together a wonderful collection of paintings in their stores, not only have they inspired many to appreciate and to acquire good pictures, but art has been infused into the appointments of their stores, including the House Palatial.

Recreation has been given little less attention than education. On the Philadelphia store roof there are running tracks, tennis courts, basketball courts and other facilities for athletics, while athletic clubs are attached to both stores and enjoy opportunities for their activities in the country.

Years and years ago Mr. Wanamaker began mixing his business with such innovations as bonus sharing every December with his employes, an insurance association which has distributed $500,000 among employes, building associations, a pension roll, a circulating library and, of course, medical and hospital benefits. He was the first great retail merchant to establish a Saturday half holiday for employes and in more recent years he led the way in allowing a full holiday every Saturday during July and August.

The extent of John Wanamaker's nonmercenary activities outside his store might well scandalize merchants who have an eye and a heart only for profits.

He founded the famous Bethany Sunday School, now among the largest in the world, when he was twenty, and has guided and supported it ever since. He was the first salaried secretary in America of the Y.M.C.A. and erected Y.M.C.A. and college buildings and churches in India, China, Japan and other foreign countries when still a comparatively young man. He helped to establish the Presbyterian Hospital of Philadelphia and his family donated a children's ward, he was president of the First Penny Savings Bank there; he was one of the founders of the Christian Mission during the Civil War; he took a leading part in raising the first million dollars for the Centennial Exposition of 1876; he was a foremost organizer of the Citizens' Relief Committee for relief in the Irish famine—and has ever since been among the first to rush succor wherever and whenever catastrophe has created dire need, his latest conspicuous service in this connection being the dispatching of food-laden ships to stricken Belgium when that land was laid waste.

Mr. Wanamaker even found time to discharge important political duties, which culminated in his appointment by President Harrison as Postmaster-General of the United States from 1889 to 1893, during which time he established a rural free delivery as well as sea postal offices, and also did much to secure the abolition of conducting lotteries by mail, to bring fast foreign mail steamers under the American flag and to secure international two-cent postage.

But, after all, these are not the most important things that John Wanamaker has mixed with business. His greatest service has been in elevating the whole standard of storekeeping, in making it possible for workers behind the counter to maintain their self-respect, in securing honest treatment for customers, in introducing and adhering to such commercial standards that it became practicable to be a merchant or a store employe and at the same time a Christian, a follower of the Golden Rule. The reformation—the revolution—in the treatment of customers by merchants which has occurred within the lifetime of most of us has been accelerated by the example of John Wanamaker more than that of any other individual. That is a strong assertion but it is not beyond the truth.

My notebooks contain so much data about his career and his characteristics that reproduction of sentences from them, picked at random, may best convey what manner of man he is: No Wanamaker driver is allowed to carry a whip. He provides for many unfortunates whom he has rescued. One of his favorite pursuits is scouting for down-and-outs. During the first eight years he was in business he was not off a single day. His associates declare he has extraordinary powers of concentration and phenomenal versatility in turning from one matter to another. Among his hobbies are horses and flowers. His office door is always open to even the humblest storeworker. It has been his lifetime custom to be early at the store and to wait for the report of the day's sales from the head of each department. He has tremendous recuperative powers.

John Wanamaker knows no games. He finds his recreation in his work and in his multifarious outside activities. He has never advertised on Sunday and will not discuss business on that day. He never takes his business troubles home with him. They are locked in when the store is locked at night.

He is an ardent reader. Like the late J. P. Morgan, he hardly ever exercises. His home is a center of hospitality, sometimes sheltering at the same time a derelict under process of reconstruction and, it may be, a cabinet minister or a business magnate. His organizing powers always notable, have been exercised most strenuously and with most nerve on such occasions as the Dayton and Johnstown floods and the sacking of Belgium, when superhuman efforts were necessary to hasten supplies to avert starvation. Because of his intense love of music, the sale of 294 pianos in one day in one store is one of the little business achievements of which he is most proud.

Mr. Wanamaker has summed up his own biography in six words: "Thinking, trying and trusting to God is all of my biography."

John Wanamaker is seventy-nine, having been born on the outskirts of Philadelphia on July 11, 1838. Yet he is still full of health and vigor and enthusiasm, finding no day long enough for the tasks in hand.

NATIONAL STEEL CAR CO. SECURES CONTRACTS

The National Steel Car Co. are understood to have recently booked substantial orders for army wagons and trucks for the French Government, and freight cars for the American Government, at prices in each case which will allow of a satisfactory margin of profit. Negotiations with the French Government for readjustment of prices on the large delivery of cars made several months ago are expected to be soon completed.

U. S. SPELTER OUTPUT LARGER

The United States Geological Survey, Department of the Interior, from returns representing 99 per cent. of the output, estimates that the production of spelter during the first six months of 1917 was 364,000 short tons, as compared with 351,000 short tons during the last half of 1916. Stocks on hand are estimated at 33,000 tons, as compared with 17,600 at the beginning of the year. A large number of retorts, about 35,000, including 14 complete plants, were reported idle June 30, in addition to the retorts engaged in refining prime Western metal and in redistilling zinc ashes.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ALTHOUGH a large number of important price changes, all in an upward direction, have taken place this week, there has been more or less of a halt in the upward trend of prices in iron and steel. This, of course, does not apply to manufactured products, which still show firmness and an upward tendency. The fact remains, however, that a weaker tendency has developed in the United States market, with a consequent shading of prices. This may only be temporary, but the general feeling is that a readjustment has begun and will proceed as rapidly as could be expected under present circumstances. Ingot metals generally are inclined towards weakness.

Malleable fittings and bushings, cast bushings, cast plugs and unions is one of the important lines to move upward. Reaping hooks, hay knives and scythes are lines of harvest tools that have been increased in price. Other lines in which advances have taken place include well wheels, hose reels, stove casters, rat and mouse traps, plunger leathers, valve leathers, farriers' knives, stovepipe dampers, stovepipe pliers, cobblers' lasts. Declines were registered in bar copper and sheet copper. Brooms and brushes are in very firm market, manufacturers of brushes experiencing difficulty in getting supplies of bristles for some classes. Linseed oil is in firm market, due to the upward tendency of flaxseed. Business has been fairly good during the week.

MONTREAL MARKETS

MONTREAL, Aug. 23.—An even quieter week as regards price changes has passed during the seven days previous to this report than was experienced in the week before that. Hardware wholesalers remark upon the fact that where formerly advices were regularly received announcing price changes beforehand, now their intimation of changes comes in the invoice. Further, it is noted that manufacturers of hardware lines on the American side are awaiting some more definite Government action, and are not disposed to establish new quotations just yet. There appears to be an easier tendency in the iron and steel market in the United States. Demand is setting in strongly for fall lines of goods. Sporting goods move freely. Weather-strip, sleigh bells, skates and hockey sticks are being ordered. Lanterns and cow ties are moving. Padlocks are also in demand. Price changes show advances in pipe fittings, standard vises, pumps, road scrapers, and some lines of chain have been advanced by one firm. Red lead is also firmer, and advanced by one concern.

Heavies And A Few Shelf Goods Change

Montreal.

SHELF GOODS.—Among the changes noted by wholesale hardware houses during the past week are only a few that are in strictly shelf lines, and price changes at present are coming only slowly.

Simplex Nails Advance

An advance is registered in Simplex nails for roofing, and these are now $12 a keg.

Sash Weights Up

One firm of wholesalers quotes $3.25 for sash weights (solid) and $4.50 for the sectional.

Myers Pumps Advance

Myers pumps, which have been registering numerous advances of late, have reached the stage of an entirely new list. Among the principal lines listed the following are the prices:—No. R.14, $22.50 each; No. 104, $20.25 each; No. 110, $9.75 each; No. 153, $13.50 each. The new discount is 22½ per cent. off.

Drag Road Scrapers Cost More

Drag road scrapers have advanced. No. 1 with runners is quoted at $14.80 (each); No. 2, with runners, $14.35 each; No. 3, with runners, $13.85 each. No. 1 (plain), $14.35 each; No. 2 (plain), $14 each; and No. 3, $13.50 each.

Pipe Fittings Up Again

Pipe fittings are up, cast bushings being now 27½ per cent. off; malleable bushings, 30 per cent. off; flanges 27½ per cent. off; plugs, 22½ per cent. off; union flanges, 7½ per cent. off; and malleable flanges, 40 per cent. off.

Standard Vises Advanced

Standard vises have advanced according to the following new quotations:—30 lbs., $13.30 each; 35 lbs., $12.15; 40 lbs., $14; 45 lbs., $13.30; 50 lbs., $14; 55 lbs., $14.50; 60 lbs., $15.80; 65 lbs., $17; 70 lbs., $18.30; 75 lbs., $20; 80 lbs., $21.25; 85 lbs., $22.50; 90 lbs., $24.50; 95 lbs., $25.

Red Lead Advanced

One firm of wholesalers has advanced red lead to $18.50 per hundred pounds. It has been pointed out in HARDWARE AND METAL within recent weeks that red lead is scarce and bound to be higher in price owing to the embargo on English red lead.

Advances in Chain

Chain is advanced in one quarter as follows:—BB electric weld, ⅛ inch, $19 per 100 lbs.; 3/16, $14; ¼, $11; 5/16, $10.50, and ⅜ to ¾, $9 per 100 pounds.

For BBB electric weld chain the quotations are: ¼ inch, $12; 5/16, $11.50; ⅜ to ¾, $10.50 per 100 pounds.

Standard common chain BB is quoted as follows: ⅞, $11.50; 1 inch, $10.35; 1¼ inch, $9.70 per 100 pounds.

Standard BBB chain, ⅞, $13; 1 inch, $13.50, and 1¼ inch, $12 per 100 pounds.

Sporting Goods Exceptionally Active

Sporting goods, guns and ammunition are exceptionally active in demand at present, and a reason adduced for this is that munitions men, who have been making big money of late, are taking a rest following the end of contracts and going after game in the bush.

No Changes In Nails And Wire

Montreal.

NAILS.—Except for the change already mentioned in simplex roofing nails, which are quoted at $12 a keg, there have been no alterations in the main lines of nails or wire. Standard steel wire nails this week are quoted at $5.50 base. Cut nails are $5.75, and wire is still at $6.50 base. Changes in wire and nails are still being anticipated by wholesalers, but so far no sign of actual alteration to greater firmness has been discovered. The business condition as to these products is reported normal, not particularly active at present. The rod market in the United States has lately shown signs of easiness.

Sheets And Plates Firm And Steady

Montreal.

SHEETS AND PLATES.—No changes are reported in the various lines of sheets and plates, but a strong demand for Canada plate becomes evident as fall approaches, and stove pipe has to be requisitioned. The scarcity of this product and its firmness of price will be more and more felt, it is anticipated. Black sheets are unchanged, and the same is true of galvanized sheets. Scarcity is apparent in almost every line of sheet metal, and there is little or no hope of speedy relief.

MONTREAL—	100 lbs. Montreal Range 100 lbs.	
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Rope Market Is Firm, But Steady

Montreal.

ROPE, TWINE, ETC.—Since the end of June no changes in the base prices of rope and cordage have taken place, and this week, while finding still a very firm market, makes no alteration upwards. Manila hemp is quoted at 37c base; lath-yarn and sisal at 26½c base respectively. The primary markets regarding these lines are firm and strengthening, and advances rather than declines are anticipated. But meantime demand is not particularly active. Not until the wear and tear of the past season of navigation and agricultural work requiring rope has to be repaired will demand set in again strongly. Some little odds and ends of binder twine are still being disposed of to near-by consumers for the oat harvest, in which a certain amount of this is used. Cotton rope and twine are in a firming market still.

Gasoline Advance Is Anticipated

Montreal.

COAL OIL AND GASOLINE.—With an eye to the steady advancing trend reported regarding crude oil in the Middle West, refiners of gasoline in Montreal are expecting to find gasoline prices advancing also before long. Up to the time of writing, however, no actual change had taken place in either gasoline or coal oil. Gasoline, per Imperial gallon, is quoted at 32½c. Royalite coal oil is quoted at 17c, and Palacine at 20c per Imperial gallon. Demand for the coal oils is beginning to assume the fall proportions as lantern and lamp days draw closer in the country.

Stoves, Ranges And Enameled Ware Firm

Montreal.

RANGES, ETC.—Fall needs in stoves and ranges are being figured on now, and demand, while restricted a little by the exceptionally firm state of the market, is making itself felt a little in inquiries. Prices of stoves and ranges are firm. There were hints of a reduction in iron prices this week, but only very vague suggestions in that direction. Stove makers are prepared to welcome reductions in cost of raw materials, as these have forced stoves and ranges up to demand-reducing prices. The demand for heaters, stove pipe, and elbows is beginning now. Enamelled ware is in unchanged market, with fair demand.

Iron And Steel Remain Unchanged

Montreal.

IRON AND STEEL.—In all the main lines and wholesale houses for the most part handling these, the market for iron and steel is steady. One firm has brought its single reeled machinery steel up to $6.50 per 100 pounds this week. This price, however, has been the prevailing price with most firms during previous weeks, and the market as a whole is no higher for this steel. The other lines of iron and steel maintain their quotations as last week, and are in normal demand. It is possible (though not suggested as very probable) that there may be a tendency to decline in iron and steel. Some weakness has been observed in the iron market during the week. This may only be passing, or it may mean that the top notch has been attained. Quotations are as under:

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 18-0 19
Black Diamond tool steel, per lb	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0 18-0 19

Lead Products Are Firm, But Unchanged

Montreal.

LEAD PRODUCTS.—The market for lead in the ingot was a shade easier during the past week, and there is no change to greater strength in the manufactured products. Prices of these continue as quoted in last issue, and listed below. There is only very ordinary demand for the lead products immediately, but renewed market activity is anticipated with the coming of next month, when holidays will be over, and business getting into full stride.

MONTREAL—		
Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.19	....
Lead sheets, 3 lbs. sq. ft.	0.17¾	....
Lead sheets, 3½ lbs. sq. ft.	0.17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Old Cast Iron Is Two Dollars Down

Montreal.

OLD METALS.—The market for the old metals is quiet this week. Demand is not very active, and supplies are quite sufficient, so that there is a tendency to shading downwards of values. Copper while quoted at 24c in the list below, might be obtained a shade easier in certain cases. The other metals maintain the market quotations of the previous week steadily, and are not giving any indications of coming advances. Cast iron is in decidedly easier market, having declined two dollars per gross ton since last week. The market tone for this line is weaker now, and there might be further declines it is thought. Old rubber goods maintain market as last week.

MONTREAL—		
Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Ingot Metal Markets Still Featureless

Montreal.

INGOT METALS.—A period of dullness still maintains as regards the ingot metals. Some of them have not altered in quotation at all since last week; some are shaded down. Demand is not active for any.

Tin Still Easier

TIN.—Shaded down a little last week, tin is further reduced in price this week, and from 62½c to 63½c are the quotations. Some firms quote half a cent higher, as last week.

Copper Unchanged

COPPER.—There is no alteration in the copper market locally, and prices from 33c to 36c per pound are quoted in the range.

Lead is Easier

LEAD.—A shade easier was the tone of lead in Montreal during the past week, and from 13½c to 14½c were the quotations for large orders. Smaller business would pay half a cent. higher, the same figure as quoted last week.

Spelter Easier Also

SPELTER.—The tone of spelter is again drooping, and quotations this week are half a cent a pound lower than last week's, or 10½c to 11½c a pound.

Antimony Steady

ANTIMONY.—Antimony is steady at 20c a pound, and gives no hints of other tendency.

Aluminum Firmer

ALUMINUM.—There is a little more strength in aluminum this week, and from 65c to 67c are the quotations. The advancing trend of last week is thus maintained.

TORONTO MARKETS

TORONTO, Aug. 23.—There has been an inclination to ease off in the number of price advances during the past week. A number of lines have been revised in an upward direction and include such lines as malleable fittings, reaping hooks, hay knives, scythes, well wheels, hose reels, stove casters, rat and mouse traps, plunger leathers, valve leathers, farriers' knives, stovepipe dampers, stovepipe pliers and cobblers' lasts. Business is seasonably good, but is expected to be even better when the fall trade starts next month.

Well Wheels And Stove Casters Go Up

Toronto.

WELL WHEELS, CASTERS. — An advance of 15 per cent. has been made effective on the price of well wheels, and the following prices now prevail: 8 in. $4.95 per dozen; 10 in., $5.60 per doz.; 12 in., $6.75 per dozen. Adams stove casters have been increased in price by 10 per cent., the price now prevailing being $1.50 per dozen. Advances have not been numerous in these lines, but they are trailing along in the wake of general advances in iron and steel products.

Hose Reels And Rat Traps Higher

Toronto.

REELS, TRAPS.—Higher prices have been announced on Jim Dandy hose reels amounting to approximately 20 per cent. Without drum, this line of hose reel is quoted at $1.45, and with drum at $1.90 each. Holdfast rat traps have increased 10 per cent., and are now quoted at $1.10 per doz. Holdfast mouse traps have been advanced to 25c per dozen. Wooden choker four-hole traps are now quoted at $1.20 per dozen.

Lines Of Brass Goods Advance 15%

Toronto.

STAIR RODS, POLE RINGS, SHADE PULLS.—Numerous lines of brass goods have been advanced in price during the week, including brass stair rods, cornice pole brackets, extension pole brackets, pole rings, shade pulls, cornice pole ends. The increase amounts to 15 per cent. and follows as a result of the firm situation and high prices commanded for the metal.

Plunger Leathers And Valve Leathers Up

Toronto.

PLUNGER LEATHERS.—New prices that have been issued on plunger leathers, valve leathers and cup plunger leathers, provide for an increase of 12½ per cent. No. 1 plunger leathers are now quoted at $1.45 per doz. No. 2 at $1.65 per doz., and No. 3 at $2 per doz. In the valve leathers, No 1 is quoted at $1.45 per doz.; No. 2 at $1.65, and No. 3 at $2 per doz. Cup plunger leathers, 2½ in., are quoted at $1.85 pe rdoz.; 3 in. at $2.35, and 3½ in. at $2.70 per doz.

Farriers' Knives And Cobblers' Lasts Up

Toronto.

KNIVES, LASTS.—New prices have been made effective on farriers' knives during the week, which provide for an increase of 10 per cent. over recent quotations. No. 1 knife of this class is now quoted at $5.25 per dozen. Cobblers' last is also one of the lines to register an increase during the week, A Globe being quoted at $2.95 per doz.; B Globe at $2.60 per doz., and C. Globe at $2.05 per doz.

Stovepipe Dampers And Pliers Move Up

Toronto.

DAMPERS, PLIERS.—Advances have been recorded in the price of Erie stovepipe dampers and Bernard stovepipe pliers. In the Erie line the price is now $1.75 per doz. for 6 in., and $2.60 per doz. for 7 in. On the Bernard line of pliers the increase amounts to 10 per cent., and the following prices prevail: 4½ in., $12.85; 5½ in., $16.50; 6½ in., $19.65, and 8 in. at $20.40 per doz.

Malleable Fittings, Bushings And Unions Up

Toronto.

FITTINGS, PLUGS, BUSHINGS. — Higher prices have been made effective on malleable fittings and malleable bushings. In the black malleable fittings, Class B is now quoted at 24½c per lb., an advance of 1½c. Class C in the black is quoted at 15¾c per lb., an advance of ¾c. Galvanized malleable fittings, Class B, are now quoted at 34c per lb., an increase of 1½c, while Class C is now quoted at 24½c per lb., which is also an increase of 1½c per lb. Cast bushings are now quoted at a discount of 25 per cent. off list, the former discount being 32½ per cent.. Cast plugs are now quoted at 20 per cent. off list, the former discount being 27½ per cent. Unions are quoted at 40 per cent., the former discount being 42½ per cent.

Reaping Hooks Are Higher By 25c Dozen

Toronto.

REAPING HOOKS. — Reaping hooks or grass hooks have been advanced in price 25c per doz., which makes the price on the Canadian lines as follows: No. 2, $3.40 doz.; No. 3, $3.50 doz., and No. 4. $3.60 per doz. Little Giant is now quoted at $5.25 per doz., and Burden also at $5.25 per doz. The advance follows an upward tendency recently recorded in these columns.

Scythes Advance $3; Hay Knives Also Up

Toronto.

SCYTHES, HAY KNIVES.—Scythes have been advanced in price $3 per doz. during the week which now makes the price as follows: Cast Steel, $12.50 per doz.; Golden Clipper, $13.50 doz.; Little Giant, $14.50 doz.; Little Giant Genuine, $15, and Samson, $14.50. Hay knives, on the other hand have been advanced $2.50 per doz., which now makes the price of Spear Point, $14; Lightning, $12.50, and Heath's, $12.50. Snaths remain unchanged at a discount of 20 per cent. off list.

Stocking Of Gasoline Is Still Very Heavy

Toronto.

GASOLINE, COAL OIL.—There is a continued heavy demand for gasoline from nearly all points in Ontario, which to some closely connected with the oil industry, seems to indicate a tendency to stock up in view of the rumored possibility that the use of gasoline may be curtailed for pleasure cars. At any rate, demand during the past week or ten days has been heavier than at any time this year. Advances in the Oklahoma and Kansas crude oil fields during the past week have made the selling price of that commodity now $2 per barrel. This is an advance of 30c within the past three weeks. This puts the price of gasoline and coal oil in very firm position. In the American market an upward tendency in gasoline and oils is anticipated unless such action is forestalled by control of the market. This possibility has perhaps had a tendency to keep prices steady. Gasoline is still quoted locally at 31½c and 32c per gallon, with benzine 1c per gallon less. Prices of coal oil will be found in current quotations.

Prospect For Corn Brooms Still Poor

Toronto.

BROOMS.—Manufacturers of brooms assert the prospects for getting lower-priced brooms is still a thing for the future. Some of the early crop broom corn which has been harvested in the United States, has turned out to be of poor quality for the most part, only a small amount being of a desirable quality. The Oklahoma early crop is re-

ported to have been damaged by hot weather, and as a result the broom corn is short and comprises a lot of sticks. Quotations that have been made on this early crop range from $350 to $400 per ton, which would necessitate retail prices for brooms around 75c to $1.50 each. In the face of the uncertainty of the later broom corn crop, which comes in in October, manufacturers are not disposed to enter such a high market. It was hoped with the coming of the early corn crop, cheaper materials could be obtained which might ease the condition in the broom market, but this seems some distance in the future at any rate.

Market For Brushes Shows Much Firmness

Toronto.

BRUSHES. — Manufacturers assert they are experiencing difficulty in getting supplies of bristles of various kinds, such as hogs' bristles, badger hair and camel's hair, and that stocks are now getting to a low point. In the face of the generally higher market for all materials that enter into the manufacture, they anticipate that higher prices will be necessary in the not distant future. Bass for brooms and scrubbing brushes is also very scarce owing to the difficulty of getting stocks from India.

Copper Bars Decline 10c Per Pound In Week

Toronto.

COPPER BARS, SHEETS. — A decline of 10c per lb. was recorded in the price of copper bars during the week, making the selling price for ½ in. to 2 in. now $48 per hundred in full bars. Copper sheets have also declined a similar amount, base size 16 oz., and heavier now being quoted at $48 per hundred lbs. in full sheets. Cold rolled copper sheets are $1 per hundred higher than ordinary copper sheets. The weakness in this market is due to the rumored possibility of lower prices being established in the United States as a result of the Federal Trade Commission's report. The report of the commission indicates that large profits are made at the present market prices.

Nails And Wire Are Marking Time

Toronto.

NAILS, WIRE.—There is a disposition to mark time in the market for wire and nails, pending the report on costs of iron and steel by the commission in the United States. Locally prices remained unchanged at $5.45 per hundred lbs. base for standard steel wire nails, and $5.80 base on cut nails. There has been a declining tendency noticeable in prices of rods in the United States.

Sheets Give Evidence Of Weakening Tendency

Toronto.

SHEETS, PLATES.—There is a weaker tone in the market for black and galvanized sheets during the week, with intimations made in certain quarters that the possibility of slightly lower prices is not out of order. There has not been as much buying during the past two or three weeks, there being a disposition to wait and see what developments would come in the United States. Stocks have been accumulating on black sheets to a certain extent and one concern reports they have a better stock of galvanized sheets on hand than at any time for a year past. The opinion is expressed by some closely identified with the trade that the market has at any rate reached its highest point, and that a turn downward is not an impossibility. Prices remained unchanged during the week.

TORONTO—

BLACK SHEETS—		Per 100 lbs.
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—		**Per 100 lbs.**
10¾ oz.	.....	$12 00
U.S. 28	.....	11 70
U.S. 26	.....	11 40
22 and 24	.....	11 25
18 and 20	.....	11 10
16	.....	10 95
14	.....	10 85

Corrugated Sheets Are Still Unchanged

Toronto.

CORRUGATED SHEETS.—There was a waiting market in corrugated sheets during the week and prices remained unchanged. Dealers assert that an advance has been warranted for several weeks past in view of the prices being asked for plain sheets, but there has been little disposition to make the break for higher prices with uncertainty hanging over the markets in the United States. Eavetrough and conductor pipe, metal siding and shingles were also in the same waiting position.

TORONTO—	Galvanized Per 100	Painted Sq. Feet
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Report On Steel Costs Has Been Made in U.S.

Toronto.

IRON AND STEEL.—Advices from Washington during the week stated that the preliminary report on the production costs of steel and copper would be handed to President Wilson on Wednesday of this week. It is understood the trade commission's report goes more deeply into conditions in the steel industry than into actual cost figures. It recommends, it is understood, that the President designate some government agency to pursue a constant investigation into steel costs during the war, and to determine the actual cost of production of each government order. This plan is suggested because of the great difference in production costs in various mills. In view of this, the Commission is of the opinion that it would be impossible to fix a general price for steel, and that prices must be fixed on specific orders. The recommendation of the Commission in the opinion of some officials will make it extremely difficult for the Government to carry out its announced policy of seeing that the public as well as the Government gets its requirements at reasonable prices. Prices in the local market held unchanged during the week.

TORONTO—		Per 100 lbs.
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are Still In Light Demand

Toronto.

BOILER TUBES.—Demand for boiler tubes is reported still to be light, the fall business really not giving any signs of briskness so far. Prices were in continued steady tone as dealers do not show an inclination to look for higher prices, although conditions are firm in the primary markets.

TORONTO—	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead Wool Firmer, But Solder Declines

Toronto.

LEAD AND ZINC PRODUCTS. — Lead wool was in firm market during the week, and prices were advanced 1c per pound, making the quotation 18c. Solder was in weaker tone, a decline of 1c per lb. having been registered on guaranteed and strictly, and 2c per lb. on commercial. The decline is due to an easier condition in tin and a dullness in the lead market at primary points, coupled with a desire for more business on the part of local dealers.

TORONTO—

Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 18	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0 41	....
Solder, strictly, lb.	0 38	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 38	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Materials Show Downward Tendency

Toronto.

OLD MATERIALS.—A decline of ¾c per lb. on tea lead, ¼c to ½c on heavy lead pipe, 1c on red brass, ½c to 1c on heavy zinc, 1c to 2c on heavy copper, and ¼c on automobile tires give some indication of the trend in the market for old materials during the week. The opinion gained currency that the price of copper was likely to be fixed by the United States Government somewhere between 20c and 25c, and this had the effect of breaking the market. Large dealers were inclined to unload their stocks. Following are the prices being quoted:

TORONTO—		
Tea lead	$ 0.08	.....
Heavy lead pipe	0.10¼	0.10½
Yellow brass	0.14¾	0.15
Red brass	0.21	.....
Light brass	0.09½	0.10
Heavy zinc	0.06½	0.07
Heavy copper	0.24	.....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....

Good Shipments On Fall Stove Orders

Toronto.

STOVES,ENAMELWARE.—Activities in the stove trade just now consist principally of shipment of orders that have been on the books for some time. Movement of these goods has been free, although the full amount of orders is not being sent out, due to the shortage that has been occasioned through inability to get materials. In enamelware the same condition is stated to exist, some concerns having to short-order some of their customers. Prices in these various lines remained unchanged during the week.

Sisal Fibre Advances And Rope In Firm Market

Toronto.

CORDAGE, TWINE.—With advances of 1c to 1½c per lb. in sisal fibre during the past week, the market for sisal rope is in a very strong position. No advances have as yet been recorded, but those closely identified with the industry express the opinion that an advance is warranted. It is asserted that even before the last advance sisal rope had not advanced in conformity with the price of fibre. The fact that ropes have been placed on the list as one of the commodities over which the power of regulation is given has no doubt had something to do with the tardiness to advance. Prices on manila fibre ropes held steady in price. Binder twine has been moving freely as the big grain crops in Ontario have cause a heavy demand. Prices have held steady and there are indications that they are likely to remain so for the balance of the season. The movement of small twines has been fairly good during the week.

Copper Is Weaker; Tin In Firm Market

Toronto.

INGOT METALS.—Quietness is reported in the trade for ingot metals during the week, due to the summer season. The feature in the market is perhaps the weaker feeling in copper, due in large measure to the disposition to look for lower prices in the United States market.

COPPER.—The market is weaker and declines were registered locally in casting copper, quotations being from 30c to 32c. It is understood that the Trade Commission's report on the cost of producing copper indicates that large profits are made at the present prices.

TIN.—Tin was in firm position during the week, with prices quoted from 63c to 65c per pound.

LEAD.—Prices on lead remained unchanged at 13½c to 14c per pound. The market was quiet and little interest was evidenced in buying in the primary markets.

SPELTER.—Conditions in the spelter market showed a weaker tone during the week, and prices were quoted from 10½c to 11c. There is no apparent reason for the weakness except that in the primary market several important sellers offered large quantities on the market and cut their prices from ⅛c to ⅜c per pound.

ANTIMONY.—Quotations were unchanged at 20c per pound. In some quarters a good demand was reported from manufacturing concerns.

ALUMINUM.—There was a quiet market for aluminum during the week, and prices remained unchanged at 64c to 65c per pound.

PIG IRON.—Quietness prevailed in the pig iron market during the week, conditions remaining unchanged, as Canadian mills are booked up for the balance of the present year and are not quoting.

LONDON MARKETS

LONDON, Aug. 23.—Business here is good. Merchants are cleaning up ends of summer stocks, and are taking in shipments of fall goods. Vacation time is nearly over, and salesmen and clerks are returning to business. Merchants are buying freely for their present and fall requirements, but are being careful not to overstock. Collections are good. In another week work will start at the hardware and stove exhibits for the Western Fair at London. During the week advances have been recorded on Richards-Wilcox goods, alarm clocks, padlocks, spring hinges, sap spouts, lace leather, roofing paint, cattle sprays, auger bits, crayons and valves. On other lines prices remain firm.

Richards-Wilcox Goods Advance

London.

RICHARDS-WILCOX GOODS.—Another advance has been recorded on Richards-Wilcox goods during the past week, bringing present prices on some lines to the following:—Auto jacks, No. 100, at $1.50 each; sets of tire savers, $4.31 per set; tire carriers, $4.50 each; mounted grindstones, No. 300, at $5.58 each; mounted grindstones, No. 400, at $6.21 each; steel wagon jacks, No. 528 x 1, at $13.05 per doz.; No. 528 x 2, at $16.88 per doz.; No. 228 x 3, at $26.10 per doz.

Padlocks

Another advance has also been made during the week on padlocks, bringing present prices up by an increase of about 10 per cent.

Alarm Clocks and Hinges Go Higher

London.

ALARM CLOCKS.—New and higher prices have been reached on alarm clocks, bringing present quotations to the following:—"Good Morning" clocks, $1.15 each; "Lookout" clocks, $1.50 each; "Sleepmetre," $1.65 each; "Big Ben," $2.50 each; "Baby Ben," $2.50 each; "Pocket Ben" watches, $1.20 each.

Screen Door Spring Hinges

Further advances have been made on screen door spring hinges this week, bringing present prices to $17.75 per gross for present or spring booking on No. 20 hinges; No. 50 double acting hinges are $4.75 per doz.; and No. 192 off-set are $1.75 per doz.; screen door sets, $No. 2255 are quoted at $2.85 per doz. sets.

Sap Spouts; Lace Leather, Higher

London.

SAP SPOUTS.—Eureka sap spouts have increased in price during the week, bringing booking prices to $12 per doz. in full boxes, and $1.10 per hundred in small lots.

Lace Leather

New prices on lace leather show an increase to the following quotations:—Cut leather, $1.85 per lb.; sides, $1.65 per lb.

Cattle Sprays

Higher prices have also been made on cattle sprays, bringing present quotations on ½-gal. sprays to $5.50 per doz.; 1-gal. sprays to $7.75 per doz.

Roofing Paint Up; Coaster Wagons

London.

ROOFING PAINT.—An advance of 10 per cent. has been made on the price of roofing paint, bringing new prices to $7.75 per doz. gals. in 1 gal. lots.

Auto Wheel Coaster Wagons

Auto Wheel coaster wagons are quoted at following prices:—No. 00 at $1.65 each; No. 01 at $3.10; No. 1 at $3.80; No. 2 at $4; No. 3 at $4.70; and No. 4 at $4.95 each.

Poultry Netting

Poultry netting is quoted at 30 per cent. off list.

Auger Bits and Valves Go Higher

London.

AUGER BITS.—Higher prices have been made on auger bits by new discounts issued as follows:—Common bits, 60 per cent. discount; Gilmour bits 50/10 per cent.; Irwin bits, 25 per cent. off list.

Globe, Angle and Check Valves

Higher prices have also been reached on globe, angle and check valves by the application of new discounts as follows: Jenkins pattern valves, 30 per cent. discount; Standard valves, 30 per cent. off. The old discount was 35 per cent. off list.

School Crayons

New and higher prices have been made on school crayons, bringing quotations to 20c per box for plain white, and 22c per box for enameled white crayons.

Rope, Glass, Nails All Unchanged

London.

ROPE.—Rope prices have been well maintained during the week at 37c per lb. for pure manila; 31c per lb. for British manila; 31c per lb. for New Zealand hemp, and 26½c per lb. for Sisal.

Glass

Glass prices have remained firm during the week at previous prices of 50 per cent. off case lists for single and double diamond glass in cases, and 40 per cent. off pane list for cut lights.

Nails

Nail prices were unchanged during the week at $5.45 base for wire nails, and $5.75 base for cut nails.

Harvest Tools

Harvest tools are quoted at 25 per cent. off list.

Spades and Shovels; Screen Wire; Mowers

London.

SPADES AND SHOVELS.—Prices on spades and shovels have remained firm during the week at former discounts of 30 per cent. off 1sts; 20/2½ per cent. off for 2nds, and 5 per cent. off for 4ths.

Screen Wire

Black painted screen wire was also steady at former prices of $3.25 per 100 ft. in 100 ft. rolls, and $3.30 per 100 ft. in 50 ft. rolls; bronze wire is quoted at 14c per sq. foot.

Lawn Mowers

Lawn mowers are unchanged in price at 40 per cent. off for the Daisy, Star, Woodyatt and Empress mowers.

Game Traps and Other Fall Lines

London.

GAME TRAPS.—Following are quotations on game traps. No. 0 Victor with chain, $1.40 per doz.; No. 1, at $1.65 per doz.; No. 1½, at $2.45; No. 2, $3.45; No. 0, Oneida Jump trap, $1.80 per dozen; No. 1, with chain, $2.15 per doz.; No 1½, at $3.20 per doz.; No. 2, $4.65.

Stove Boards

Elite stove boards are quoted at 50-10 per cent. off list.

Snow Shovels

Snow shovels are being quoted at a discount of 12½ per cent.

Lanterns

Lanterns in short and long pattern are being quoted at $12 per doz.

Cow Chains

Cow chains are quoted at 12½ per cent. discount from list.

Stall Fixtures

Stall fixtures are being quoted at $1.25 per doz.

Linseed Oil and Turpentine Firm

London.

LINSEED OIL.—Prices on linseed oil have remained firm during the week at recent advances. Unchanged prices are as follows:

	Raw	Boiled
1 to 2 bbls., per gal	$1.50	$1.55
3 to 5 bbls., per gal	1.49	1.52
6 to 9 bbls., per gal.	1.47	1.50

Turpentine

Firm prices have been maintained on turpentine during the week at 63c per gal. in 1 bbl. lots; 62c per gal, in 2 to 4 bbl. lots; and 70c per gal. in 5 gal. lots.

White Lead

Prices are firm on white lead in oil at $19 per 100 lbs., for pure lead in ton lots, and $19.30 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Aug. 23.—Business continues excellent for the month and all the jobbers are on the rush to keep even with their orders. It is expected that business will quiet down somewhat during the next couple of weeks, as so many townspeople are closing down their stores for a large portion of the day to assist the farmers with their harvesting. This will curtail the amount of business somewhat, temporarily, but will react in a favorable manner within a few weeks' time.

Price changes for the week are rather few and far between, the most important advance for the week being that affecting harvest tools and accessory lines.

Harvest Tools And Bar Iron Advance

Winnipeg.

HARVEST TOOLS. — Harvest tools have advanced consistently during the past couple of years, until now, with a new discount of 25 per cent., these goods have obtained a very high level. Other lines which may also be classed with harvest tools, such as scythes, hay knives, grass hooks, etc., have also undergone revision and new prices, representing an advance, are reproduced herewith: Hay knives, Imp. Lightning, $10 per doz.; Heath's, $10 per doz.; grass hooks, $3.25 per doz.; scythes, bramble, $10.25 per doz.; Bush, $10.25 per doz; Excelsior, $11.50 per doz.; Cast $9.50 per doz.

Bar Iron

BAR IRON.—There has been a revision in bar iron and two or three lines of steel, an advance over former prices being put into effect of 30 cents on steel, and 35c on iron. New prices provide for a special base on ⅜ and 7/16 in. iron. Quotations are now being made on the following bases:

Mild steel, base, $5.80 per 100 lbs.; 3-16, ¼, 5-16, $8.05; Bar iron, base, $5.35; 3-16, ¼, 5-16 rd., $8.35; ⅜ and 7-16, $5.60; Sleigh shoe steel, base, $5.60 per 100 lbs.

Galv'd. And Black Sheets Are Firm

Winnipeg.

GALVANIZED AND BLACK SHEETS.—Quiet still prevails in the markets for galvanized and black sheets —quotations having remained at a steady level during the past few weeks. The demand for both these lines is consistent with the season, the high prices ruling seeming to have comparatively little effect in curtailing the demand. Stocks are being kept in fairly good shape, but prospects for further supplies are none too bright. Present prices on these lines are given herewith:

Galvanized sheets—10¾ oz., $13.50 per 100 lbs.; 28 ga., $13.20; 26 ga., $12.90; 24 ga., $12.75; 22 ga., $12.75; 20 ga., $12.60; 18 ga., $12.60; 16 ga., $12.45.

Black Sheets—10 ga., $11.25 per 100 lbs.; 12 ga., $11.25; 14 ga., $11.50; 16 ga., $11.50; 18 ga., $10.80; 20 ga., $10.80; 22 ga., $10.85; 24 ga., $10.85; 26 ga., $10.90; 28 fa., $11.

Lace Leather; Mowers, Advance

Winnipeg.

LACE LEATHER.—An advance during the week on lace leather brings this line to an abnormally high level. With the advances which have gone into effect on other lines of leather, due to shortage of supplies and the big increases in hides, the present jump in lace leather would almost seem justified. Stocks are

(Continued on page 184.)

PRACTICAL SHEET METAL WORK

(Continued from page 155.)

of which will only require one plate. It must not be overlooked that no allowance has been made for seams, therefore whatever size of seam is required must be added on to the pattern. The reader will note every pattern shown in these articles is the same radius, and it may be necessary to increase the radius of an elbow. This is done by simply increasing the length from the curves of the pattern to the base line. For instance, the pattern of a 6-inch 6-piece elbow is made for an elbow of 18-inch radius, and if it is desired to make an elbow 24-inch radius, simply open up the compasses to 24 inches, and draw an elevation of an elbow of that radius, then add length, say, from E to base line, which will in that way give the desired result. By making a plate as shown in this article, it will only be necessary to have one plate for each of every size of elbow, namely—one plate for 4-inch, one plate for 5-inch, and so on; whereas by having a separate pattern for each size as well as number of piece elbows, it would require 5 patterns for every size, to say nothing of the trouble of having to hunt through a whole host of patterns before the right one can be found. No allowance has been made for lock or seams.

DOMINION BOARD R.M.A. MEETS

(Continued from page 175.)

fluence would be gone. They would not be held to fully represent the association as would be the case if they were duly elected.

Mr. Trowern also came out with a strong opposition to the activities of the Saskatchewan Association, in using the organizers of the association to help market the insurance scheme of that province. No action was taken on this latter matter, but despite Mr. Trowern's spirited opposition the amendment to the constitution providing for the appointment of the secretaries instead of their election, was approved.

As a protest against this action, Mr. Trowern promptly tendered his resignation on the grounds that the interests of the merchants were not best served by the change. It was pointed out, however, that the change was in no way directed against Mr. Trowern, or any of the secretaries, and his resignation was refused, and he was returned to office for the coming year.

Conference With Manufacturers and Wholesalers.

The last day of the session was devoted to a conference between delegates and representatives of the Manufacturers and Wholesalers. The matter of the Inland Trade Commission came up for discussion, and the proposition was heartily endorsed.

A statement made by Mr. Hardy of Jenkins & Hardy, to the effect that an investigation by the Manufacturers Association of different manufactured lines had revealed duplication of 60 per cent. in some lines and meant an overproduction, while other lines were suffering from lack of production.

Cartage Charges Will Remain.

This suggestion led to a long discussion of methods of business. The matter of cartage charges was also brought up. The fact that outside merchants have been compelled to pay cartage charges has been a bone of contention for some time past. It is evident, however, that there is no relief to be expected. The business interests represented stated emphatically that it would be impossible to make further concessions in this matter without adding these charges to the cost of the goods.

As a result of this conference, a representative committee was appointed to look into the points raised, and to formulate a statement of a fair trading policy.

List of Delegates

The delegates present at the convention were as follows:

Quebec—Messrs. J. A. Beaudry, J. G. Watson, J. A. Gareau, Philion.

Ontario—Messrs. D. W. Clark, B. W. Zieman, W. C. Miller.

Nova Scotia—J. C. Doyle.

New Brunswick — Messrs. Laniel, Smith, McIntyre, DeWolfe.

Manitoba—Messrs. J. A. Banfield, Falconer, Rannard, Connall, Curle.

Saskatchewan—Messrs. Evans, Hutchison, McPherson, Raymond.

Ottawa—E. M. Trowern.

ADVERTISING IS NOT A WASTE

Continued from page 161

ment stores—where at one time or another every buyer buys. You can see them fairly eating up the newspapers with their big spreads. But if you expect to find big percentage figures here, again you will be agreeably disappointed. The figures possessed by the Association of National Advertisers show that the average department store's advertising does not cost more than 3 per cent. of its total business.

The fact is that the great majority of all nationally-advertised articles—articles which are familiarly known in every home in the country, which are famous for their quality as well as their immense distribution—belong in the 5 per cent. or under class.

And let this final point be remembered. Even if this advertising represented a direct advance on what the buyer would otherwise have to pay, this would make little difference in the price of the goods. But it does not. And why not?

Because advertising is the most efficient method of marketing ever developed by business enterprise; therefore, its effect is to decrease and not to increase the sum total of selling cost. This is a simple fact about advertising that every buyer of advertised goods ought to know.

WEEKLY MARKET REPORTS

(Continued from page 183.)

in good shape to take care of the rest of the demand for this year. The new prices now in effect are: Tanned—In sides, $1.60 per lb.; cut $1.75 per lb. rawhide, in sides, $1.55 per lb.; cut, $1.70.

Lawn Mowers Advance

LAWN MOWERS.—Another big advance has been put into effect on lawn mowers, bringing prices on these to extremely high levels. These prices will not affect the present year's business to any extent, and it is not yet absolutely certain that this basis will be maintained for next year. Prices which have just been issued are as follows:

Lawn Mowers—Empress, 14 in., $10 each; 16 in., $10.60; 18 in., $11; Woodyatt, 14 in., $7.75; 16 in., $8.25; Star, 14 in., $7; 16 in., $7.50; Daisy, 12 in., $5.60; 14 in., $6.15.

Iron Pipe And Fittings Steady

Winnipeg.

WROUGHT IRON PIPE AND FITTING.—Steadiness still prevails in the market for wrought iron pipe and fittings, no change having been made during the week. The market is firm and may even go to higher levels. The demand throughout the West is good, although the real big orders required for the threshing season's activities have nearly all been shipped. To-day's basis on wrought iron pipe is given herewith:

Per 100 Ft.—	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	....
4 inch	100 62	....
4½ inch	116 10	....
5 inch	135 00	....
6 inch	174 60	....

WIRE PRODUCTS.—The further advance in wire products has not been put into effect as yet, but the evil day will undoubtedly come soon enough to suit most retailers. Quotations being made on wire nails, staples and annealed wire show no change over prices in effect for the past few weeks, which are as follows:

Wire Nails—$6 Winnipeg, $5.60 head of Lakes, per 100 lbs. base; Wire staples, bright, $6.25 Winnipeg, $5.85 head of Lakes per 100 lbs.; galv., $7.05 Winnipeg, $6.65 head of Lakes per 100 lbs.

Annealed Wire—No. 9, $7.20 per 100 lbs.; No. 10, $7.25; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

Bale Ties—14 ga., single loop, $7.65 Winnipeg, $7.55 head of Lakes, per 100 lbs.

Window Glass To Go Higher

Winnipeg.

WINDOW GLASS.—It is developing into months since any change has been made in prices applying to window glass and the revision which has been expected for some time, is as yet not in effect.

(Contined on page 186.)

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 23—The briskness which characterized the paint business unwontedly for a considerable period of the hot summer weather has waned a little, and reports are generally to the effect that the paint manufacturing business is having a quiet spell before September opens up and the fall activity commences. There have been no price changes of note this week. Even linseed oil which was looking exceedingly firm last week has not actually climbed to higher levels to the retailer, but crushers report a firm market owing to cost of flax-seed. It is believed, however, that supplies of linseed oil are fairly good and demand is not very pressing. Turpentine is steady and firm, but without feature. It is noted, however, that importers are booking fairly large orders at present market as if anticipating delays and shortages later. White lead in oil, putty and mixed paints are unchanged this week. A good demand for marine paint is developing.

Linseed Oil Is Steadier Now

Montreal.

LINSEED OIL.—It is costing almost as much to make linseed oil at present as some of the lower quotations made for the sale of the oil to the retail trade. This is according to reports from crushers who are quoting firm prices for the carload lots of oil. Flaxseed is still quoted high, and is in firm market. The outlook for linseed oil from crushers point of view is for firmness, but demand is not at present very active. Although the seed has not been coming in in any large quantities, wheels have been kept turning, and there is no immediate shortage, in fact supplies are said to be good. This may account for a steadier, even a very slightly easier tone noted as regards linseed oil. The easier tendency is not due to easier conditions of manufacture, but rather to retailers' demand being quiet at present. Greater strength of market is anticipated in September should demand set in briskly.

Linseed Oil—1 to 4 bbls., raw, $1.39-$1.43-$1.46-$1.47; boiled, $1.41½-$1.46-$$1.49-$1.50 per Imp. gallon; 5-9 bbls., raw, $1.38-$1.42-$1.45; boiled, $1.40½-$1.45-$1.48 per Imp. gallon.

Turpentine Steady; Market Cautious

Montreal.

TURPENTINE.—The market for turpentine is steady as far as conditions in Montreal are concerned, and firm at the primary sources of supply. While no actual anxiety for the future is evidenced by large consumers of turpentine, it is reported that considerable orders are being placed for supplies just now, and the indications are that there is some reason to fear a repetition of the shortages and delays which beset the turpentine market during the past twelvemonth. Quotations for turpentine remain unaltered as compared with last week's prices. Demand is not noticeably active for small quantities, but a resumption of activity is looked for in September.

Turpentine.	Per Imperial Gallon			
1-4 bbls.	$0.60	$0.65	$0.66	$0.69
5-9 bbl.	0.58	0.64	0.65	....

White Lead In Oil Still Firmly Quoted

Montreal.

WHITE LEAD IN OIL.—Quiet demand and unchanged market constitute the reports regarding white lead in oil this week. This product is quite firm in tone, however, and there are no hints of any easier quotations even under conditions of restricted demand. Many opinions even incline to possible advances for white lead in oil as the year goes on, but there are views heard that the market ought to be at top now. Substitutes have had plentiful share of demand during the period of high-priced lead, but there is a good demand anticipated for lead as fall approaches and preparations for winter must be made. Quotations remain as before: $18.80 per 100 lbs. for 1 ton lots, and $19.10 per 100 lbs. for less than tons.

Glass And Putty Firm And Steady

Montreal.

PUTTY AND GLASS.—The market for putty remains firm and unaltered as to price quotations. With linseed oil so firm and whiting in none too certain supply, the possibilities are still towards advances in putty. But demand is quiet at present. Fall business is, however, expected to be brisk, and it will not surprise some members of the trade to find putty firmer-priced in the fall. The resumption of activity is expected quite soon now, the present being the dullest period yet experienced this summer. Putty prices are as last week for standard bulk in barrels, $3.60 per 100 lbs. (less than tons), for 100-lb. drums $4.05 per 100 lbs. Glass is firm and likely to be scarce and firmer, but prices have not actually altered yet. It will be noted, however, in current quotations that the discount in Montreal is 5% to the hardware trade, 35 cases and over 10%.

Mixed Paints Quiet; Marine Demand Noted

Montreal.

MIXED PAINTS.—After a period of activity which was prolonged well into the warm weather and usually slack time for paint selling, mixed paints have come into a temporarily quieter phase of business. Demand is not as great for the lines of ordinary consumption in country and city for domestic and out-of-door requirements. There will be a resumption of demand as the fall proceeds and winter protection is required, and domestic paints will brisken up in time for Thanksgiving Day as usual, and without doubt. Meantime, manufacturers note an increased and substantial demand for a line of paint note of especial interest to retail hardware trade, but of national industrial importance, namely, paints for use in shipbuilding yards. Large consignments of marine paints are being sent out by some manufacturers, though the shipbuilding industry of Canada is still in its infancy.

TORONTO

TORONTO, Aug. 23.—There has been a slightly firmer situation in linseed oil during the week, due to higher prices commanded by flaxseed over those prevailing a week ago. Turpentine held in steady position during the week, there being practically no change in the quotations in the primary market. An announcement of an increase in the boxing charges on glass in the U. S. of 10c to 15c per case was made during the week, but this is not considered of sufficient moment in itself to make any difference immediately in the local market for glass. Paint trade is reported somewhat quiet by some manufacturers, while other sources state that there is a disposition for wholesalers to stock up for next spring's trade, which is keeping business brisk with them.

Linseed Oil Held In Firm Market

Toronto.

LINSEED OIL.—Although the range of prices remained unchanged from that

of last week, there was an undertone of firmness in the market, due to the higher prices commanded by the flaxseed on the Winnipeg market. For the October option the net gain in price was 6c. per bushel during the week, on Thursday of last week closing at $3.28, while the same option closed at $3.34 per bushel. The cash flaxseed sold at almost the identical figure as the October option, which indicates the firmness in the market for future seed. Reports from the United States indicate that the crop in that country will not be large enough for normal requirements. Receipts of flaxseed at Winnipeg during the week were light, indicating that old crop seed is getting pretty well cleaned out. Oil cake continues to find a ready market, and crushers are having no difficulty in getting their accustomed return from this part of the seed. Demand for oil is reported fair.

1 to 2 bbls.	$1.39-$1.52	$1.41-$1.55
3 to 5 bbls.	1.38- 1.51	1.40- 1.54
6 to 9 bbls.	1.37- 1.50	1.39- 1.53

Turpentine Prices Are Holding Firm

Toronto.

TURPENTINE.—There is an undertone of firmness in the turpentine market, due to the decline in receipts at the southern primary points. Quotations in the primary market at Savannah went up 1c per gallon during the week, but on Wednesday dropped back, so that there was a net gain of only a ¼c during the week. The decrease in production is attributed to labor leaving for the cotton fields and saw mills, a car shortage which prevents prompt shipment from the stills. Locally the demand for turpentine is somewhat light, and prices remained unchanged. The Savannah Board of Trade announces that on and after August 15, 1917, trading in turpentine shall cease at 3.30 o'clock p.m. each day, when all sales made during the day shall be reported at the Board of Trade, except on Saturdays, when the hour shall be 12 noon.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

White Lead In Oil Prices Are Unchanged

Toronto.

WHITE LEAD IN OIL.—There was no disopsition to look for an immediate change in the prices on white lead in oil during the week, although the opinion was expressed in one quarter that some connected with the trade incline their belief toward still higher prices. Demand for this commodity is somewhat light at present. Prices remained at $19 per 100 pounds in ton lots, and $19.30 in less than ton lots.

Paint Market Is Holding In Steady Tone

Toronto.

MIXED PAINTS.—There was a steadiness in the market for mixed paints during the week. Travellers for manufacturers are beginning to make their rounds again after the summer vacations, but as yet report that business is not heavy. They are looking forward to a good trade for the fall months. One manufacturer reports that wholesalers in some instances have already placed orders for delivery next spring, which would seem to indicate their belief that prices will not recede before that time, and gives some indication that they may anticipate an even greater firmness.

Boxing Charges On Glass Up In United States

Toronto.

GLASS, PUTTY.—Manufacturers of glass in the United States announced that with the fall business there would be an increased charge of from 10c to 15c per box on account of boxing. This will have some bearing on the local situation, but dealers in this district stated that in itself it would not be sufficient to make any material difference. It might be one of a chain of causes that would eventually work toward a change in price. Demand for glass was reported as somewhat better during the week. Prices remained unchanged at those given in current quotations.

Putty is in steadily firm market, due to the reported scarcity of supplies of whiting. Linseed oil at present high prices is also a factor that is operating to give strength to the market for putty. Quotations were made on the basis of $4.50 to $4.60 for bladder putty in barrels and in 25-lb. drums at $4.25 to $4.35 per 100 pounds.

WEEKLY MARKET REPORTS

(Continued from page 184.)

Latest reports do not reveal a situation that is easier and it is safe to figure that an increase will be made. Just how soon this advance will come, is still rather indefinite, but undoubtedly when new contracts are let, it will be at decidedly higher figures. Stocks are becoming depleted, but the assortment of sizes is still fairly good. Present prices are:

Up to 25 in., single $8.75, double $12.75 per 100 ft.; 26 to 40, single $9.75, double $14.75; 41 to 50, single $12.50, double $16.50; 51 to 60, single $13, double $17.25; 61 to 70, single $14, double $18.50 per 100 ft.

Miscellaneous Lines Advance

Advances in three well known lines which have been recorded during the week are given below.

Galvanized Pump Rod, $8.50 per 100 lbs.

Chimney Thimbles—6 in., 90c doz.; 7 in., 90c doz.

House Force Pumps, $4.90 each.

Pitcher Spout Cistern Pumps — No. 1, $1.70 each; No. 2, $1.95; No. 3, $2.20; No. 4, $2.60; No. 5, $4.35.

Linseed Oil; Turps; White Lead, Steady

Winnipeg.

LINSEED OIL.—Linseed oil, which has enjoyed more or less prominence during the past few weeks, remains steady for the week at the same prices acquired over the recent 30 cent advance. Locally no shortage exists, stocks being ample to take care of present demands. Quotations are being made on the following basis: Raw, $1.65 per gal., bbl. lots; boiled, $1.68 per gal., bbl lots.

Turpentine

Turpentine also remains at the same level which has been in effect for several weeks, viz.: 85c per gal., bbl. lots; 88c per gal., ½ bbl. lots; 90c per gal., 5 gal. and 1 gal. lots.

White Lead

A steady tone prevails in the market for white lead, no change having gone into effect during the week. Present quotations are: Decorators' pure, $19.55 ton lots, $19.90 per 100 lbs.; decorators' special, $18.55 ton lots, $18.90 per 100 lbs.

FOOD CONTROLLER PROPOSES RESTRICTIONS ON CANNED GOODS.

On Wednesday afternoon of this week Food Controller Hanna dropped something in the nature of a bomb shell among the Cannery and Grocery interests, when he advised members of the Canners' Association that it was his intention to forbid the sale of canned foods for a period of three months. The idea as Mr. Hanna outlined it, was to occasion a greater demand for available vegetables, that according to his view were suffering from the competition of the canned products.

On learning of this proposal, a meeting was arranged between the canners, wholesalers and retailers to consider the question. At this meeting it was decided not to oppose such a move absolutely, but to point out to the Food Controller some of the outstanding difficulties and hardships that such a move would occasion, and to urge upon him the advisability of shortening the period of restriction to one month instead of three, and to provide for certain exemptions where the operation of such a prohibition would prove a great hardship.

A strong committee representing all the branches of trade interested was appointed to wait upon the Food Controller and to urge this view of the question. At the time of going to press, this committee was in conference with Mr. Hanna.

It has been learned that the deputation that waited on Mr. Hanna found him in a receptive mood, and in view of the arguments brought forward by the delegation, he gave them to understand that in place of the indefinite prohibition, the prohibition would probably be in force only till the 15th of October, while owing to the possibile freight congestion in the West at the time just preceding the winter season, the consequent difficulty of handling perishable goods, that the restriction would be removed two weeks earlier in points west of Port Arthur. The prohibition will not include such lines as catsup, pickles, canned fruits, canned pumpkin, sardines, fish or lobster.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 22 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.65
Cut Lace Leather, lb.... 1.60- 1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 8 in. wide, up to 20 gauge	0 60
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.$11 25 $10 00

	Galvanized Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 27½% to 40%.
Rd. Shk., 27½% to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wa es, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Mounted No. 115, each	4 50
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22
Discount from above, 50%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5 in., doz. prs.	1 40	1 20
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Steel Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 20
No. 3, per doz.	3 50	4 75
No. 4, per doz.	3 60	5 35
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	....	3 25
Cold blast, common ruby	....	3 25

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.20.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER Per 400-ft. roll

Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

Per case

5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps
Cistern Pumps
Set Lengths
Brass Lined Cylinders
Brass Body Cylinders
F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square

Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE Lb.

Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London. Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto. Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES Doz.

Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾oz.	.....	.....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES Per sq.

Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

Boudoir	Doz.	$36 00
Champion Nic.		30 00
Champion Jap.		23 00
Univ. japd., cyco bearings		30 00
Univ. N.P., cyco bearings		34 00
Grand Rapid, japd., ball-bearing		32 00
Grand Rapid, N.P., ball-bearing		36 00
Princess, N.P., ball-bearing		37 00
Elite, ball-bearing		41 00
Am. Queen, N.P., ball-bearing		39 00
Parlor Queen		42 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (Vacuum)

Grand Rapids Vac.	doz.	$81 00
Household Vac		67 00
Superba Vac		96 00

F.o.b. Toronto, Hamilton, London.

SWINGS, LAWN

Ontario, 4-passenger, each....$7 75
F.o.b. Stratford
"Quebec," 4-passenger, each...6 50
"Quebec," 2-passenger, each.. 5 50
F.o.b. Montreal

TACKS Discount

Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.
F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.
F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz.
Victor No. 1	$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1	2 50
Newhouse, No. 1	3 45

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.
F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c
F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz. $13 75
No. 1, per doz. 11 85
No. 2, per doz. 10 00
No. 3, per doz. 8 75
F.o.b. Newmarket

VALVES %

Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	15
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.
F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz..... 45 40
Garden steel wheel, doz.... $51-$60
Light garden, doz. 37.20-41
F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.

	Toronto
Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright $5 75
Fence staples, galvanized 6 75
In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14
F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg	15-22
Burnt Umber, 100 lbs	15-22
Raw Sienna, 100-lb. kegs	15-22
Burnt Sienna, 100-lb. kegs	15-22
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	2½-3¾
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2¼-3¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS Gal.

Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90

GLUE Per lb.

French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.50-$1.56 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	.....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
Fresco Tone, white	3 05
Fresco Tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN Per 100 lbs. C.P. Co.

Prices withdrawn.

600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	55 00
50-lb. drums	55 00
25-lb. drums	55 25
1-lb. 100s, papers	57 25 60 00
½-lb. 200s, papers	59 25 62 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Montreal	Less than tons Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
Maritime Spar	4 25
B.-H. tSovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 40
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.35 base; ⅜, 7-16 in., $5.60 base; other sizes, $5.35 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil. 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; $7.25; Logging, 5-16, 11c; ⅜, 10c; 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.35; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 55, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $3.05; Silkstone, $3.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVEVTS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $7.05; 5-16, $6.70; ⅜, $6.50; ½, $6.30.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz.; Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

A Paint and Varnish for Every Requirement

Stephens'

REGISTERED TRADE MARK

Western Canada's Favorite Brands

Paints and Varnishes

Stronger Reason for Selling the Stephens' Line NOW Than Ever!

Paints with a good name and those that will unquestionably stand up to their reputation are the only paints that make profitable selling.

Never before have dealers required to be so careful of the paint they sell as now. War has upset the balance of supply and demand of raw materials, and has also created a shortage of skilled labor. This has had a bad effect upon production in many instances.

There are a lot of poor paints marketed now. It never did pay to sell ordinary paints but dealers who venture to sell an ordinary line of paints now take fatal chances with their customers.

Secure Agency for Reliable Line

It will pay you to sell **Stephens' Paints** now as never before. They are of the same old standard quality to-day as of yore. War conditions have not interfered with their famous quality in any respect.

Stephens' products will hold your business and build your business. Good profits. Get our agency proposition without delay.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG and CALGARY

Concentrate Your Energy On the Martin-Senour One Line Proposition

A MONEY-BACK GUARANTEE

"Marble-Ite" floor finish is made of the finest varnish gums and oils by most modern and scientific methods, and when used according to directions on the can, is guaranteed to give absolute satisfaction on every floor it covers. Our Dealer-Agents are instructed to refund the purchase price, or replace the varnish, if it doesn't do all we claim.

The Martin-Senour Complete Line

offers you a special product for every surface, each one guaranteed to best serve the purpose for which it is made.

Stocking only one line means less capital invested, smaller stock, quicker turnover and a saving of time.

You get all the local prestige of MARTIN-SENOUR nationally advertised products. Also the advantage of all our strong advertising sales helps.

Your selling talk will be strengthened by the natural confidence both you and your clerks will have in handling the one line.

CONCENTRATING ON ONE LINE BRINGS SUCCESS.

MARTIN-SENOUR SPIC-SPAN FINISHES

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

MARTIN-SENOUR SPIC-SPAN FINISHES

Made in Canada

Sold on Merit

Price May Change—Quality Never

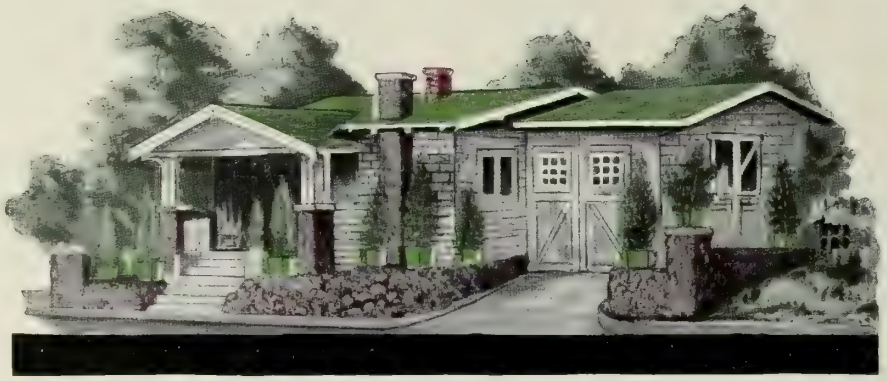
Regardless of the scarcity of supply and the high cost of raw materials

IT'S STILL 100% PURE

Our guarantee protects both the dealer-agent and his customer.
That's why it is the easiest and most profitable to sell.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

SELL



RAMSAY'S

PAINT

THE BEST PROPOSITION WHICHEVER WAY YOU TAKE IT

A. RAMSAY & SON CO., MONTREAL

Branches: Toronto and Vancouver

A. R. WHITTALL CAN COMPANY, LIMITED

MANUFACTURERS OF

AUTOMATIC-MADE ROUND AND SQUARE CANS FOR

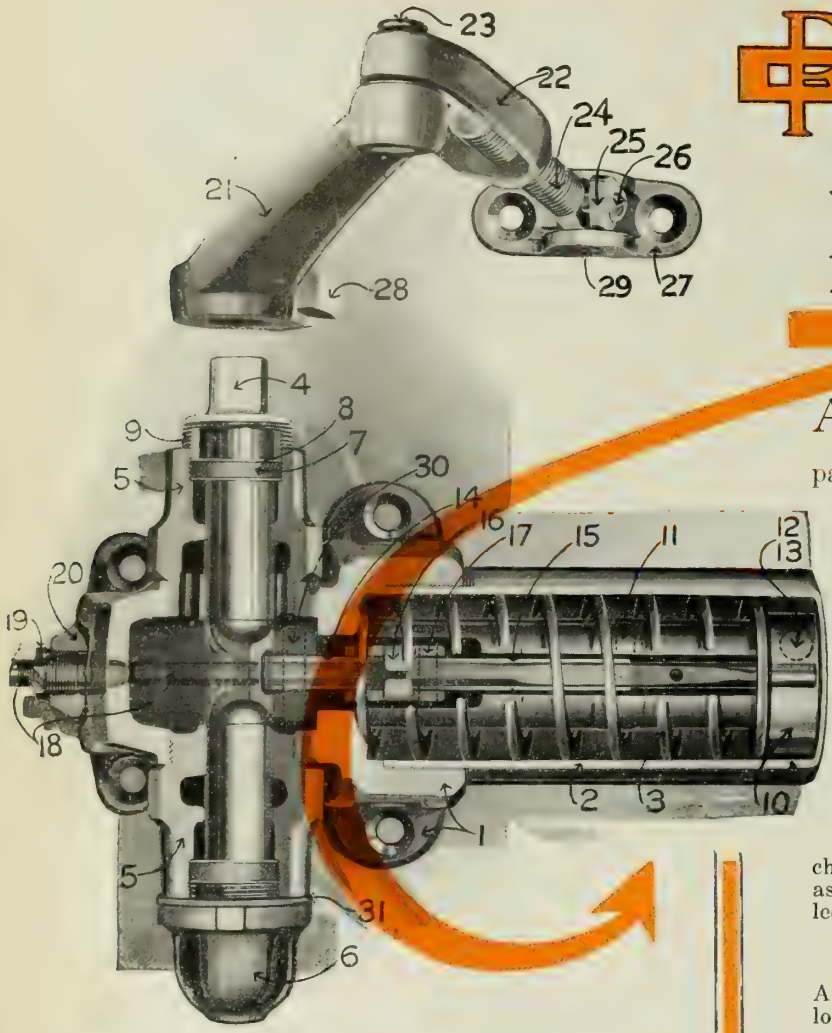
MEAT, FISH, FRUIT, SYRUP, PAINT AND VARNISH, ETC.

LEAD AND PUTTY IRONS

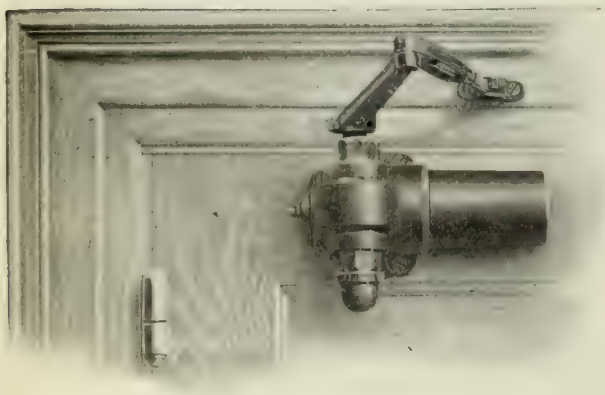
MONTREAL

CANADA

Some of the paint manufacturers using our cans



A cut-open view of the "RIXSON" Door Check



Shows how the "RIXSON" Check is attached to door.

RIXSON

WORKS WITH A BROKEN SPRING

AND where will you get another door check whose efficiency is not impaired when the spring is broken in two, let alone in three or four pieces?

Note the "Rixson" Spring.

It is the compression type of spring made of high-grade spring steel properly tempered and very durable. Like all springs it MIGHT break, but being of the compression type, and owing to the "Rixson" construction, the spring and check still does its duty.

Is This Not a Distinct Advantage?

The spring and all working parts of the "Rixson" are completely immersed in the checking oil which not only serves the purpose as a checking medium, but acts as an unequalled lubricant, preventing friction and rusting.

This Means Noiseless Operation

And it also means that the "Rixson" has a longer life than any other door check on the market because perfect lubrication prevents wear which comes with constant use.

The Unchecked Doors of Your Town.

Do you know how many doors there are in your town which are unchecked or unsatisfactorily checked? If you look around you will find scores and perhaps hundreds—how about your own store door?

[illegible]

Then you will realize the benefits derived from this tried and proven door check. Now is the time to do it before cold weather sets in.

Our descriptive circular will tell the whole "Rixson" story. Sent on request.

TO-LO-CO

Toronto Lock Mfg. Co.

Factories: Patterson Place, Toronto

Manufacturers of Builders' Cabinet and Structural Hardware

On the back of every can appears our guarantee label.

B-H "ENGLISH" PAINT 70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

It has proved to be the correct formula for Canada's rigorous climate.

If we are not represented in your district, we will be pleased to make you an attractive agency proposition.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If interested, tear out this page and keep with letters to be answered.

JAMIESON'S

CROWN ANCHOR

PREPARED PAINTS READY TO USE

The line of paint that you make your leader either credits or discredits your business ability and integrity. Your customer buys by promise, but he judges by performance. What the paint actually **does** accomplish will be weighed against what you and the maker **claim** for it.

Consider your own interests

We are so certain of the performance of Crown and Anchor Paint that we guarantee it. You are thus assured that the promises we make through you will be literally carried out by the paint itself.

Consider your own interests as well as your customer's, and have as your leader this paint whose performance justifies your promises.

R. C. Jamieson & Co., Ltd.

Montreal, Canada

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

JAMIESON'S

CROWN ANCHOR

PREPARED PAINTS READY TO USE

And with Varnishes, too

A good line of paint can successfully back up a good line of varnish, and vice versa. Link up in the minds of your customers your leading line of paint and your leading line of varnish. Then the quality of the one becomes an earnest of the quality of the other.

If your leading varnish and your leading paint bear the same mark you have a double-barrelled trade booster. One advertises the other.

Merchants who have made Crown and Anchor Paint and Varnishes their leaders have found these two a combination that builds business on that surest of foundations—consumer-satisfaction.

Write us about the agency in your town.

R. C. Jamieson & Co., Ltd.

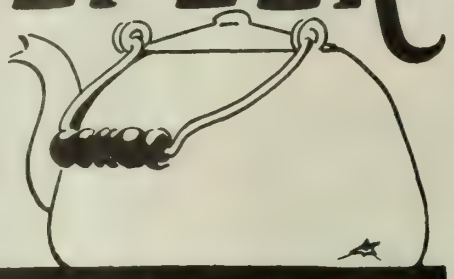
Montreal, Canada

Owning and Operating P. D. Dods & Co., Limited.

If interested, tear out this page and keep with letters to be answered.

VOLPEEK

WILL STOP THE LEAK



VOLPEEK is the most practical and economical method on the market today for mending holes in all kinds of pots and pans, graniteware, aluminum, tinware, etc., etc.

It is like a stiff putty. Easily applied with the fingers. Requires no tools. Repairs the article quickly, neatly, permanently, and is sanitary, as food cannot lodge under mend. Costs only ½c for each mend.

There is a good market in your town for VOLPEEK. One of our attractive 3-color stands on your counter will yield you an extra profit each month that you have not been getting in the past. Take advantage of this to-day.

Price of Display Stand containing 44 packages $3.60—Retails for $6.60.

Display Stand containing 1 dozen packages costs $1.20.

Send your order today to your wholesaler or direct to us.

VOLPEEK MANUFACTURING COMPANY

P. O. Box 2024 - Montreal, Que.

Berry Brothers' varnishes, enamels, stains, etc.

are easy to sell because among architects, painters, home builders, house owners, and other varnish buyers the "Berry" label is a recognized voucher of quality and the utmost in varnish value.

Write for descriptive price list and interesting dealers proposition.

LUXEBERRY ENAMELS—in pure white, ivory and three shades of grey, gloss or dull effects.

LIQUID GRANITE—floor varnish. Makes a smooth, satiny finish. Lasting, waterproof, marproof, also adapted for bathrooms, window sills and casings, and all interior work where great durability is desired.

LUXEBERRY WOOD FINISH—for general interior work. Develops and preserves the grain of all woods, and makes a handsome and lasting finish. Rubs perfectly.

LUXEBERRY WALL FINISH—produces artistic color effects on walls. Makes a soft, velvety finish in twenty-one attractive colors and shades.

LUXEBERRY SPAR—for exterior work. Especially adapted for durability under extreme exposure—front doors, store fronts, marine work, etc. Makes a handsome finish and will not turn white under the severest conditions of wear.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Established 1858

WALKERVILLE ONTARIO

(589)

If interested, tear out this page and keep with letters to be answered.

SIGN OF QUALITY

OTTAWA PAINT WORKS LIMITED

PAINTS

O.P.W.

VARNISHES

TORONTO OTTAWA VANCOUVER

Canada Brand Pure Paints

Canada Brand Floor Paints

(Quality Guaranteed) (Surpassed By None)

HIGHEST QUALITY
MADE IN CANADA

JAS-PER-ITE VARNISHES
THE PRESENT-FUTURE VARNISH

JAS-PER-LAC SPECIALTIES
(THE PRESENT-FUTURE FINISH)

Why Not Place Your Trial Order Right Now for Fall Trade ?

The Fall of all seasons of the year is the paint-testing season and yet it is the very best possible season to do painting, owing to the dryness of the wood and the slower drying quality of the atmosphere.

Place a small order now for O. P. W. Lines and try them out this Fall. Prove them to your own and your customers' satisfaction. Then secure the O. P. W. Agency for 1918 and future success.

Toronto Branch - - - 153 Duchess Street

If interested, tear out this page and keep with letters to be answered.

The Universal Paint

That Sherwin-Williams Paints and Varnishes are universally used is in itself a sufficient recommendation for these products.

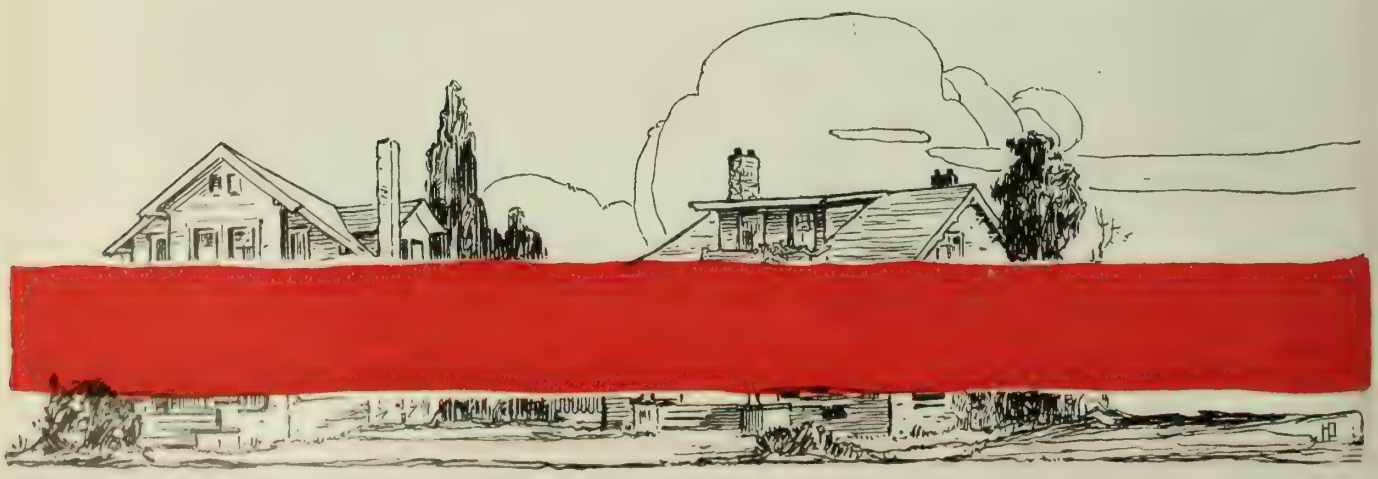
SHERWIN-WILLIAMS
PAINTS AND VARNISHES

"Cover the Earth." Their usefulness, quality and service make them the logical paints for you to stock.

If yours is the S-W line your sales are assured.

Why hesitate when your customers want these Paints and Varnishes? They are waiting to put profits into your business through S-W Paint sales.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL TORONTO WINNIPEG VANCOUVER LONDON, ENG.



If interested, tear out this page and keep with letters to be answered.

Universal Advertising

Everywhere you turn you are confronted by advertisements of S-W paints and varnishes.

SHERWIN-WILLIAMS
PAINTS AND VARNISHES

have been made known to your customers for years. Have you profited by this?

The advertised line is the line you get your profits from.

Capitalize this today. Become an S-W Agent and enjoy the same privileges and profits that others are getting. Stock this full line

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL TORONTO WINNIPEG VANCOUVER LONDON, ENG.

If interested, tear out this page age and keep with letters to be answered.

The "Full Value" Paint

That paint which embodies all the quality that should be in paint is the product which should occupy the prominent place on your shelves.

Canada Paint

is the "Full Value" Paint, because its durability, its appearance, its honest manufacture and its price have become known to users throughout Canada.

It is the "Full Value" Paint because it is supported by a trade-mark that assures its quality.

It is the "Full Value" Paint for you, because it is half sold when you stock it. The intensive advertising of Canada Paint has made this a fact.

The Canada Paint Co., Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal

112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

To Satisfy Customers

Stock the paint your customers want—the paint they know is best and has given them complete satisfaction in the past.

Canada Paint

is the brand that nine out of ten mean when they ask for "Paint." The paint that is backed by the C. P. guarantee and has given them the best service is the paint they'll demand next time.

There's a Canada Paint for every purpose — stock the full line and guarantee full satisfaction to your customers by, having the brand and kind of paint they want.

Write us about our "Full Line Dealer" proposition.

The Canada Paint Co., Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street, Montreal

112 Sutherland Avenue, Winnipeg

If interested, tear out this page and keep with letters to be answered.

Exceptionally

Good Value

in House Colors and Wall Finishes —Dollar Making Line

We interpret "good value" to mean a combination of exceptional high quality and exceptional low price. That's how "good value" applies to *Moore's Products* at any rate.

The secret of the good value represented in Moore products lies in our unique system of marketing. It means dollars and cents to the consumer and dealer alike. For it makes for *more customers* and *bigger business.*

THE MOORE LINE

Moore's House Colors—Pure linseed oil paints, ready for use.

Muresco—The most popular of all wall finishes.

Tile-Like—A practical varnish stain for all purposes.

Carriage, Wagon and Auto Paints — Favored by those who are particular.

Floor Paint—For inside, outside, Wood or Cement floors.

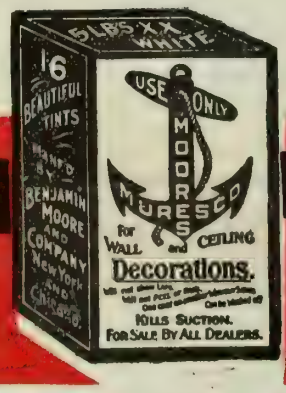
Sani-Flat—Flat oil paint for all interior purposes.

Mooramel—A perfect enamel; anyone can use it.

We rely wholly upon quality and price to sell our goods. You see, they are such good "buys" that customers tell their friends and thus our reputation and your business grow apace.

Write for our Agency Proposition.

BENJAMIN MOORE & CO., Ltd.
TORONTO - - CANADA

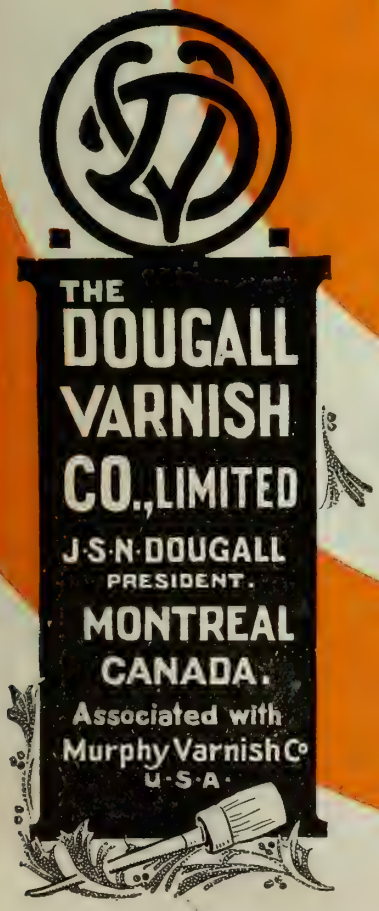


DOUGALL VARNISH

Easy to apply. Has extensive covering surface. Gives smooth, striking appearance. It's the kind of varnish that brings the business.

"The Varnish That Lasts the Longest"

Specializing is the secret of modern efficiency. We specialize in varnish. You see there's sound reason behind the slogan.



The Dougall Varnish Company, Limited

MONTREAL, CANADA

HOYT'S METALS

Pave the way to New and Permanent Business

Hoyt's Metals have gained a world-wide reputation for superiority, and the merchant who handles our lines exclusively establishes a name in his community as a dealer in high-class reliable metals—the world's best.

The Hoyt Metal Company stands behind each and every product. Our line includes—

Hoyt's Nickel Genuine, Hoyt's Frost King, Hoyt's Trojan—three world renowned Babbitt Metals. Solders in bar and wire; Came lead and all classes of metal g oods.

All Hoyt Metals are made of carefully selected materials, combined with every precaution that research, science and experience can suggest. Our solders, for instance, have their well-selected ingredients so finely mixed that the metal is practically new and when we sell a 45/55 solder we guarantee that it contains 45% tin and 55% lead. This kind of extreme care reflects itself in all our products.

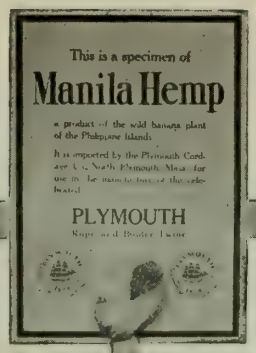
Hoyt's Metals will bring you new business and hold it.

Hoyt Metal Company

EASTERN AVE. and LEWIS ST.

Toronto, Ont.

LONDON, ENGLAND
NEW YORK, U.S.A.
ST. LOUIS, U.S.A.



Helps you to sell Plymouth Rope—

If you were to ask the average Plymouth dealer what factors were responsible for his substantial rope business, he would mention prominently the

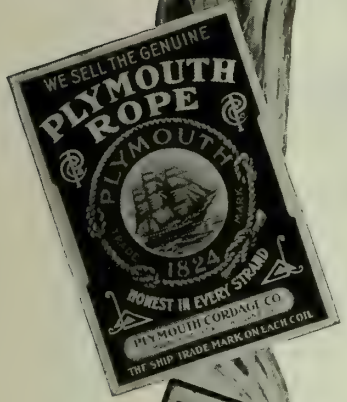
Plymouth Advertising Service

In five years this service, comprising matter for display and for distribution, has been supplied to five thousand Plymouth dealers.

The material offered this season is shown here. It will be furnished free of charge to any Plymouth Rope dealer who requests it.

This service provides a most effective means for telling people why they should buy Plymouth Rope and for showing them that you sell it.

If it happens that you don't sell Plymouth, this advertising aid is one of the big reasons why it will pay you to do so.

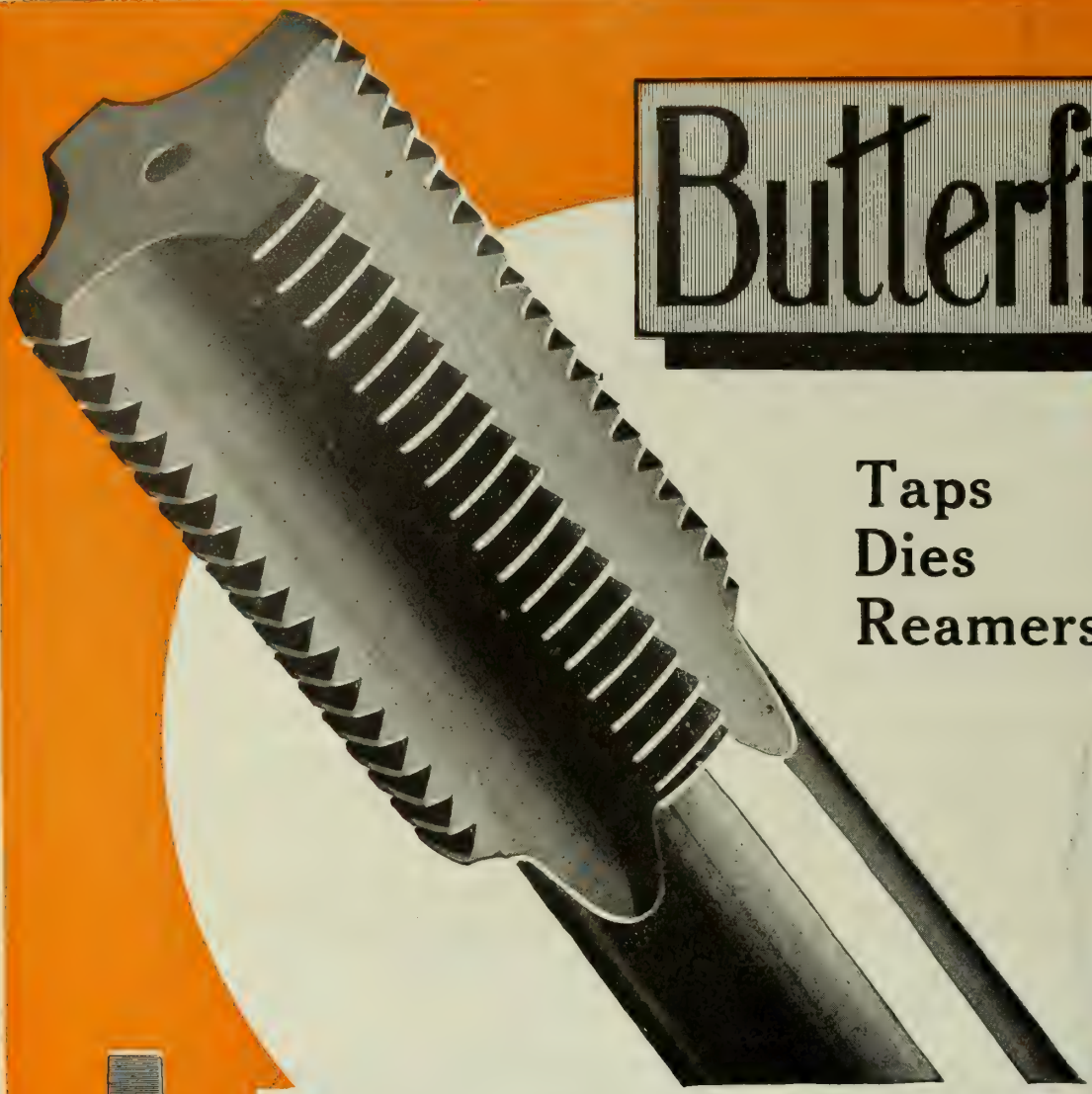


PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED
TORONTO, CANADA CANADIAN SALES AGENTS

If interested, tear out this page and keep with letters to be answered.

Butterfield



Taps
Dies
Reamers

Sell Tools That Meet Present Day Demands

Extraordinary conditions of to-day call for tools of sturdier, stronger and more capable qualities than the tools of a year or two ago. Here are tools that owe their origin to present-day conditions, tools that lend impetus to rapid production and make certain efficient work.

These tools bring new customers on the recommendation of enthusiastic users **and work up bigger business** by the repeat order route. Stock them and display them well—you'll find them a profitable line of Taps and Reamers. **Write for proposition.**

Butterfield & Co., Inc.
Rock Island, Quebec

Boost this Tool to Your Patrons

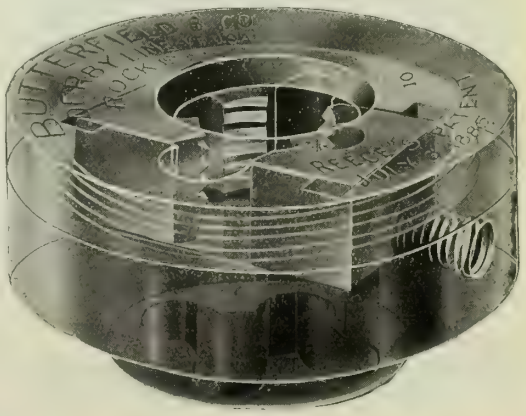
The Reward will be Increased Sales and New Business

Give any man a better tool than what he has been used to and new vim will be put into his work and the volume of production increased. Every mechanic quickly appreciates the superiority of REESE SCREW PLATES, he repeats his order, becomes an unqualified booster, and gets you new business.

REESE TOOLS HAVE BIG ADVANTAGES. Solid dies are not adjustable, but REESE DIES are as rigid as solid dies and can be adjusted to cut bigger or smaller by simply adjusting screws on either side of collet.

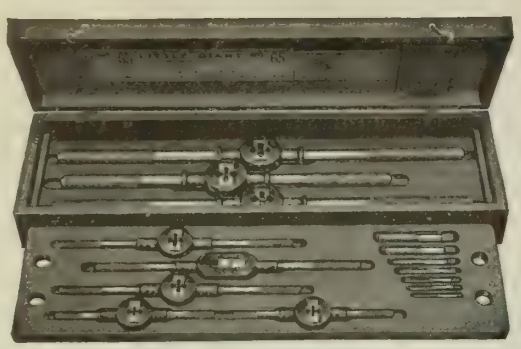
It is impossible for the dies to loosen and cut cross threads, because the guide is cast solid with and is part of the collet. They have numerous other advantages, too.

If you are not handling them, write for proposition.



Butterfield & Co., Inc.

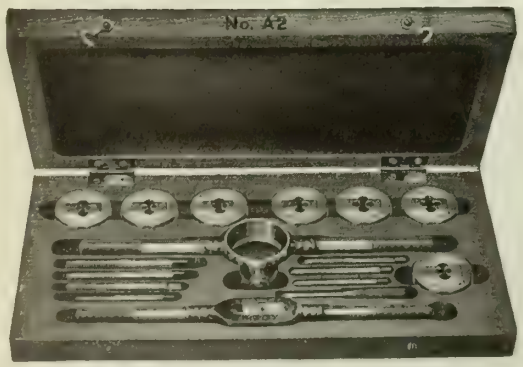
Rock Island, Quebec



Full Mounted Assortments

Single Stocked Assortments.

Combination Assortments
Both U.S.S. and S.A.E. Threads



Machine Screw and Small Fractional Sizes.

Set with Taper, Plug and Bottoming Taps.

Little Giant

Screw Plates

There is a Little Giant Screw Plate for every possible need for mechanics, plumbers, blacksmith shops, garages, automobile owners, steamfitters, electrical conduit workers, ranches, mines, etc.

All Little Giant Screw Plates are furnished with Little Giant Dies. These have recently been improved by the application of a new idea.

Both sides of the die are bevelled so that the die may be reversed and the screw cut from either the face side or through the guide. Little Giant Dies are adjustable by means of set screws at the end of each half, and once adjusted and the guide screwed on, they are held in the collet as tightly as a solid piece.

The Die

The Guide

Die and Collet

Ask for Catalog.

Wells Brothers Co. of Canada, Limited

GALT, ONTARIO

If interested, tear out this page and keep with letters to be answered.

The High Cost of White Lead

and lack of profit to the retail paint dealer have brought about an increasing demand for White Paint in paste form.

PURE SUPERBA WHITE

The best Blended Lead on the market, meets all the requirements of good painting and gives economy to the painter and property owner and *larger profits* to the retail merchant.

White Lead costs you to-day (Montreal prices) $18.80
Pure Superba White costs you (Montreal prices) 13.00
Saving $ 5.80

Order to-day as supply at present prices is limited to quantity of raw materials we now have on hand.

Distributors of Crown Diamond Paints:
W. B. DALTON & SONS LIMITED
Kingston - Ontario
H. J. DUPONT & SON
Ottawa - Ontario
CROWELL BROS.
Halifax - N.S.
ROBERTSON, FOSTER & SMITH, LIMITED
St. John - N.B.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

Distributors of Glidden's Green Label Varnishes and Jap-a-Lac for the Province of Quebec

ROSIN

from the White Gum Forests of the South direct to the Consumer

ROSIN Our Grades conform strictly to Savannah Board of Trade Standard Types.

Car Load prices furnished on application

TURPENTINE Pure Gum Spirits. We are direct Importers, and Guarantee Purity.

LINSEED OIL Shipments direct from crushers if desired.

Rosin and Turpentine Stocks Carried in Toronto.

At our prices you may save money

Ontario Oil & Turpentine Co., Limited

Importers and Brokers

840-842 Dundas St., Toronto, Ontario

TURPENTINE

THE CONSOLIDATED PLATE GLASS COMPANY

of Canada, Limited

"The Glass House of Canada"

We are the oldest jobbers in Canada handling glass exclusively.

We will appreciate receiving your inquiries and can promise proper prices and efficient service.

We maintain four distributing warehouses with large stocks of Window Glass Mirror Glass Wire Glass Plate Glass Fancy Glass Bevelled Glass Leaded Glass Windshield Glass

All kinds of glass for building purposes. **Write nearest office.**

THE CONSOLIDATED PLATE GLASS COMPANY

of Canada, Limited

TORONTO MONTREAL WINNIPEG

If interested, tear out this page and keep with letters to be answered.

BLUE BARRELS

The Livingston Farms grew the first Flax for Livingston Products

IN the early days, Mr. James Livingston the founder of the business, operated his own flax fields—saw that the ground was properly prepared to produce the finest quality seed (and fibre, for then the fibre products were equally as important as the seed products).

The business has long since outgrown the Livingston farms.

But the same Livingston vigilance is exercised in the selecting of the best seed as was exercised in its growing. *None but the best seed passes the critical test of the buyer.* Only the finest flax growing districts are drawn from, and none but the best seed passes the critical inspection.

Quality is the password in every department of the Livingston plant—every process adds a link to the Livingston quality chain which, when complete, represents the net results of over half a century's efforts.

Manufacturers' special oil formulas given our prompt and most careful attention.

The Blue barrel is the outside indication of inside quality of linseed oil.

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL

BLUE BARRELS

Sell a Brand of Glue That's in Popular Demand---that's "BRANTFORD"

ALL-AROUND

GLUE

Put Up In Packages

You can make your store the headquarters of your community for glue if you handle "Brantford" Glue. It's a glue that's put up in a convenient way, absolutely reliable for all-round use and sold at a moderate price.

Put up in ¼, ½ and 1-lb. packages.

Good Profits—Order From Your Jobber

Canada Glue Company, Limited - Brantford, Canada

These men demand

DISSTON
SAWS AND TOOLS

Repeated investigation has shown that the majority of mechanics insist upon having DISSTON SAWS.

And it pays to serve other customers with goods endorsed by the professionals.

It builds customer-confidence and good-will.

It encourages the use of tools by amateurs for diversion or economy, and this in turn leads to the purchase of additional tools and other hardware.

Tell your customers that the Disston is the saw that the big majority of mechanics use. They'll be glad to know it. Most people like good tools.

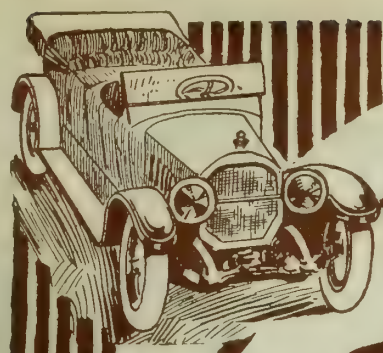
Another point—you probably carry Disston Saws for your mechanic trade. If you give them to your other customers also, you're carrying just one line of saws—the best. This means either a wider assortment with the same investment or a saving in investment for the same assortment you now carry.

Try it out a while. Others find it pays—so will you.

HENRY DISSTON & SONS, Ltd.

2-20 Fraser Avenue - TORONTO CANADA

REG. U.S. PAT. OFF.



MADE IN CANADA

BUFFALO OILS

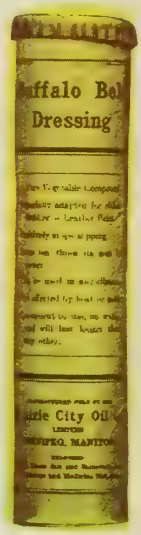
Special Cylinder Oil (For Steam Engines)
A Gas Engine Oil (For Gasoline Engines)
Tractorlene Oil (For Oil Burning Engines)
Ideal Thresher's Machine Oil (For General Use)
Automobile Oils and Transmission Greases

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

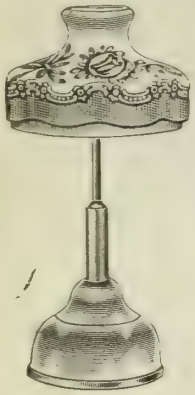
Prairie City Oil Co.

LIMITED

Winnipeg, Man.



For Bigger Business With Increased Profits Try a Drive With "NULITE" Lamps



No. 10 "Nulite" Favorite Portable Table Lamp. 400 C.P. Burns 50-60 hours on (1) gal. of gasoline. Thousands in use and giving satisfaction everywhere.

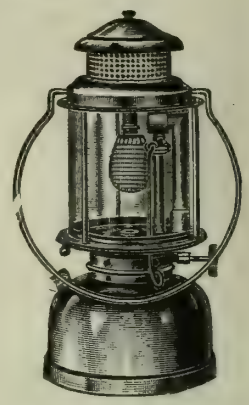
They are Portable Appliances—Easily sold everywhere. Everybody has need for a "NULITE" Table Lamp or Lantern. These Lamps burn Gasoline and produce a light that is Powerful—Diffusive—Satisfying. Their economy and low maintenance cost offer an irresistible appeal to the consumer. They are extensively advertised—and popular with users for the light and service and satisfaction they get from them.

"NULITE" LAMPS ARE ABSOLUTELY GUARANTEED.

15,000 MERCHANTS, JOBBERS AND DEALERS are successfully handling "NULITE" lamps. They are produced in large quantities at minimum cost and sold exclusively through jobbers and dealers at prices insuring quick turnover and substantial profits.

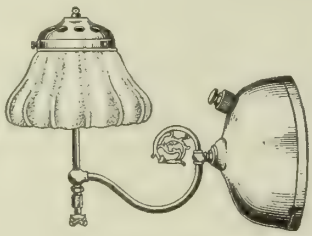
ACTIVE AND EFFECTIVE CO-OPERATION IS EXTENDED BY US TO HELP YOU MAKE SALES.

ALL "NULITE" LAMPS ARE EQUIPPED WITH THE CELEBRATED NATIONAL AUTOMATIC TIP CLEANING DEVICE which cleans the gas tip from the inside.

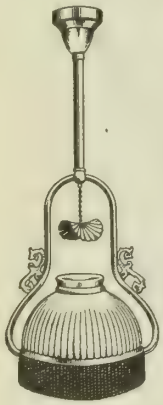


"Storm King" Lantern. 350 C.P. Storm, rain and insect proof. Light weight. Very serviceable. Used extensively by farmers, sportsmen, soldiers, campers, contractors and others.

A "Nulite" Portable Bracket Lamp. Adapted to a great variety of purposes.



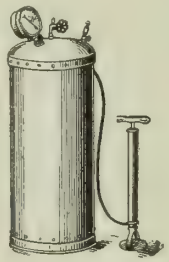
No. 207 Portable Bracket Lamp 400 C.P.



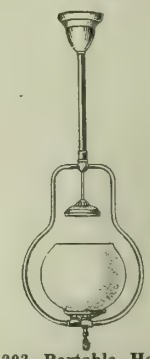
No. 604 "Nulite" System Lamp. 400 C.P.

"NULITE" Hollow-Wire Lighting Systems

Are inexpensive to install, simple in operation, always reliable, and will light the average Home, Store, Hall or Church brilliantly at about one-tenth the cost of Electricity, Gas or Acetylene.



"Nulite" System Tanks, 1 to 15 gal. sizes. We carry a complete line of Pumps and all other equipment for Hollow Wire Systems.

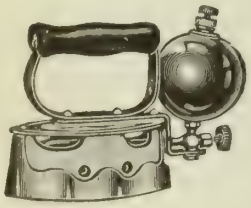


A "Nulite" Portable Hanging Lamp. Very simple, safe, practical and economical.

No. 203 Portable Hanging Lamp 400 C.P.

"NULITE" Portable Lamps and Lanterns

Can be sold right off your shelves with little or no effort, for prices are right and every sale means a satisfied customer.



The Comfort Self-Heating Iron makes and burns its own gas. Costs only (1-3) to (½) cent per hour to operate. Has two points; both ends are front ends. One filling sustains iron 5 hours. No connecting wires or tubes. Operates anywhere, eliminates discomfort and the hot stove. Equipped with a quick-lighting, self-cleaning generator. Adjustable to any heat desired. A SURE WINNER FOR DEALERS EVERYWHERE.

"NULITE" Handy Camp Stove

Weighs only 3¼ lbs. Height 8 in., width 6 in. Just the thing for campers, hunters, soldiers, travelers, motorists, etc.

The time is ripe. Write now for full particulars and prices and learn how we can help you sell these and many other styles of lamps and lanterns.

MANUFACTURED EXCLUSIVELY BY

The National Stamping & Electric Works

410-424 S. Clinton St. Address Dept. 3 Chicago, U.S.A.

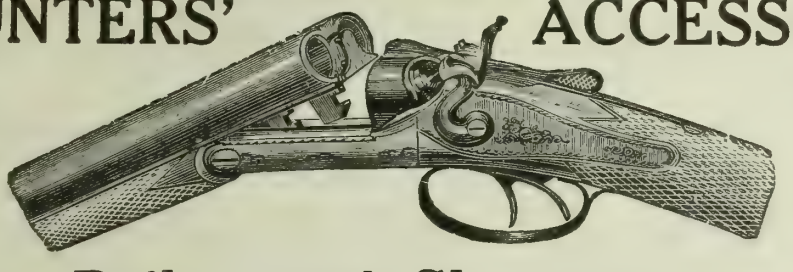
Order Well in Advance

A year ago we advised the trade to place their orders for the coming season as early as possible, owing to the very uncertain market conditions. This advice has justified itself during the past year, so again we pass this advice along, with special emphasis. The following lines should get your earliest attention:

Hockey Skates, Hockey Sticks, Hockey Boots
Snow Shoes **Snow Shovels**

HUNTERS' ACCESSORIES

Decoy Ducks, Reloading Tools, Axes, Knives, Lamps, Gun Cleaners, Duck-back



Waterproof Coats and Pants, Sweaters and Sweater Coats, Shoe Packs, Moccasins and Snowshoes.

Rifles and Shotguns

Winchester, Savage, Remington and Marlin Rifles, all calibres.

Single and Double Barrel Shotguns in 12, 16, 20 gauge.

Winchester, Remington and Marlin Repeating Shotguns.

We carry full lines of **Shotgun Shells for Duck Shooting—Dominion, Remington, Winchester.**

Get after the hunter's trade. It's worth while.

LUMBERMEN'S SUPPLIES

Axes—stock includes our special **"Excello"** brand, made from finest steel; **"Black Prince," "Mattawa," "Welland-Vale Special," Garretts' "Black Diamond," "Model"** and other well-known makes.

Axe Handles—We ask your attention to our **"Excello"** brand—it's just right and made from the choicest second growth hickory. We will gladly furnish samples and full particulars.

Cross-Cut Saws—Full line of the well-known makes, including **"Shurly and Dietrich," "Simonds."**

Files—We carry **"Heller Bros.," "Globe,"** and **"Black Diamond."**

Cant Hooks, Peavies, Pike Poles, Skidding Tongs, Chain Hooks, etc. Also a large stock of Jones & Lloyds' BBB English Crown Tested Crane Chain. Regular Proof-Coil Chain and Electric Welded Coil Chain.

Builders' Supplies

We have a splendid range of builders' supplies of all kinds and especially call your attention to **Roofing Felt and Ready Roofing**, of which our stock is complete.

See our complete line of **"Eveready" Daylos and Batteries, also "Hotpoint" Electric Appliances.**

Beaver Board

—the pure-wood-fibre board which makes attractive walls and ceilings at moderate cost in any type of building, old or new.

We carry full stock.

Write for Beaver Board Proposition and also Beaver Board Facts in Photograph.

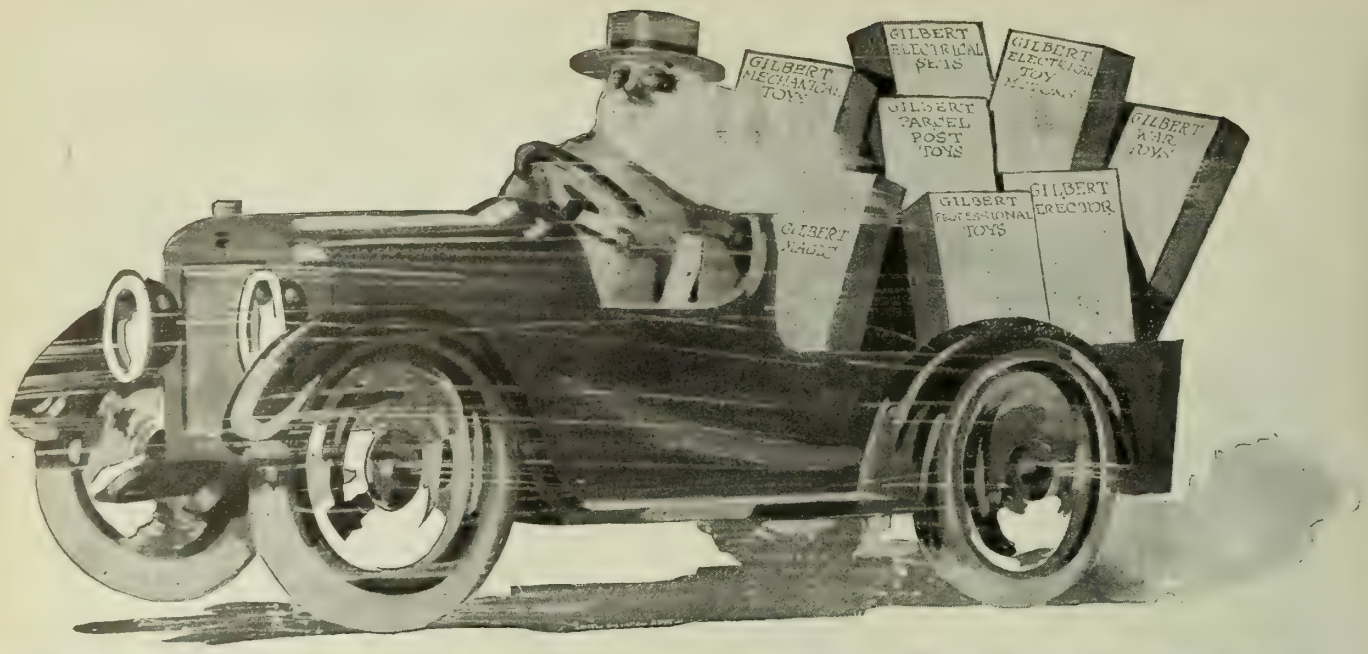
Write for circulars and prices. We solicit enquiries or request to have representative call.

RICE LEWIS & SON

LIMITED

TORONTO **ONTARIO**

If interested, tear out this page and keep with letters to be answered.



THE DRIVE OF THE BIG TOY EIGHT

The most successful drive ever undertaken in the toy field. It means bigger business for everybody all along the line. Remember the slogan of this Gilbert Toy Eight Drive—"Big Profits, Rapid Turnovers, Liberal Service, Immense Advertising." Join the procession and be in at the finish next Christmas for the prize-winning stakes.

Here they are:—

1. GILBERT WAR TOYS.
   - Gilbert Machine Gun.
   - Gilbert Submarine.
2. GILBERT 50c PARCEL POST TOYS.
3. GILBERT MYSTO MAGIC.
4. GILBERT ERECTOR.
5. GILBERT ELECTRICAL SETS.
6. GILBERT ELECTRIC MOTORS.
7. GILBERT MECHANICAL TOYS.
8. GILBERT PROFESSIONAL TOYS
   - Gilbert Chemistry Outfit.
   - Gilbert Nurse's Outfit.

SEND TO-DAY FOR COMPLETE CATALOG AND PRICES.

DISTRIBUTORS:

MENZIES & CO., LIMITED

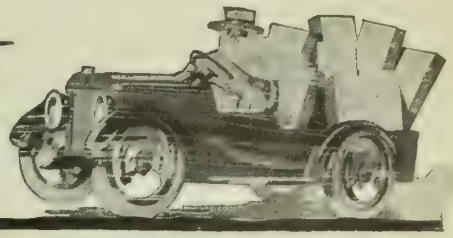
439 KING STREET WEST -:- TORONTO, ONT.

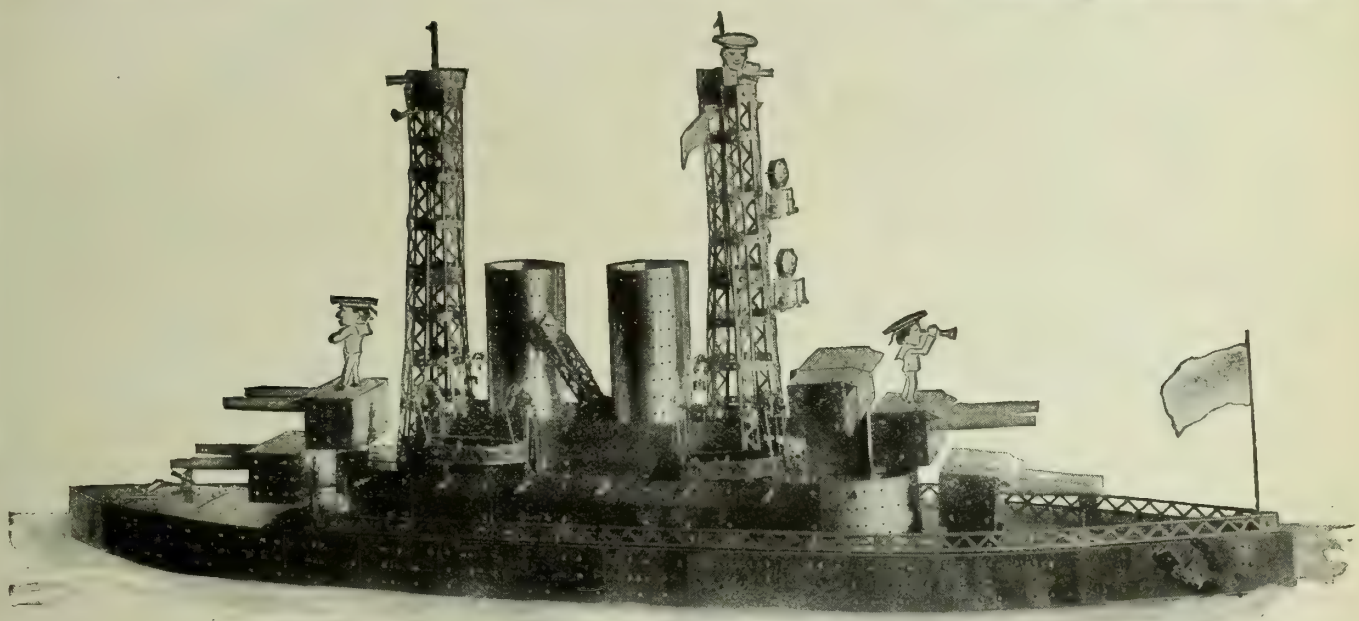
FOR

The A. C. Gilbert Co., New Haven, Conn., U.S.A.

If interested, tear out this page and keep with letters to be answered.

THE DRIVE OF THE BIG TOY EIGHT





READY FOR ACTION

Unique Demonstrations New Models Fine Store Displays
Better Boy Features Than Ever

GILBERT ERECTOR

Reg. U.S. Pat. Off.

No increase over the 1916 Nationally Advertised Retail Prices.

ATTRACTIVE NEW FEATURES

1. THE MASTER ENGINEER SET.
2. THE BIG THREE SECTION GEAR WHEEL.
3. THE GIANT SQUARE GIRDER.
4. THE COMBINATION CROWN PULLEY.
5. THE MITER GEARS.
6. THE CHAIN DRIVE.
7. The BELT DRIVE.
8. THE SMALL CROWN PULLEY.
9. THE TWELVE TOOTH GEAR WHEEL.

DISTRIBUTORS:

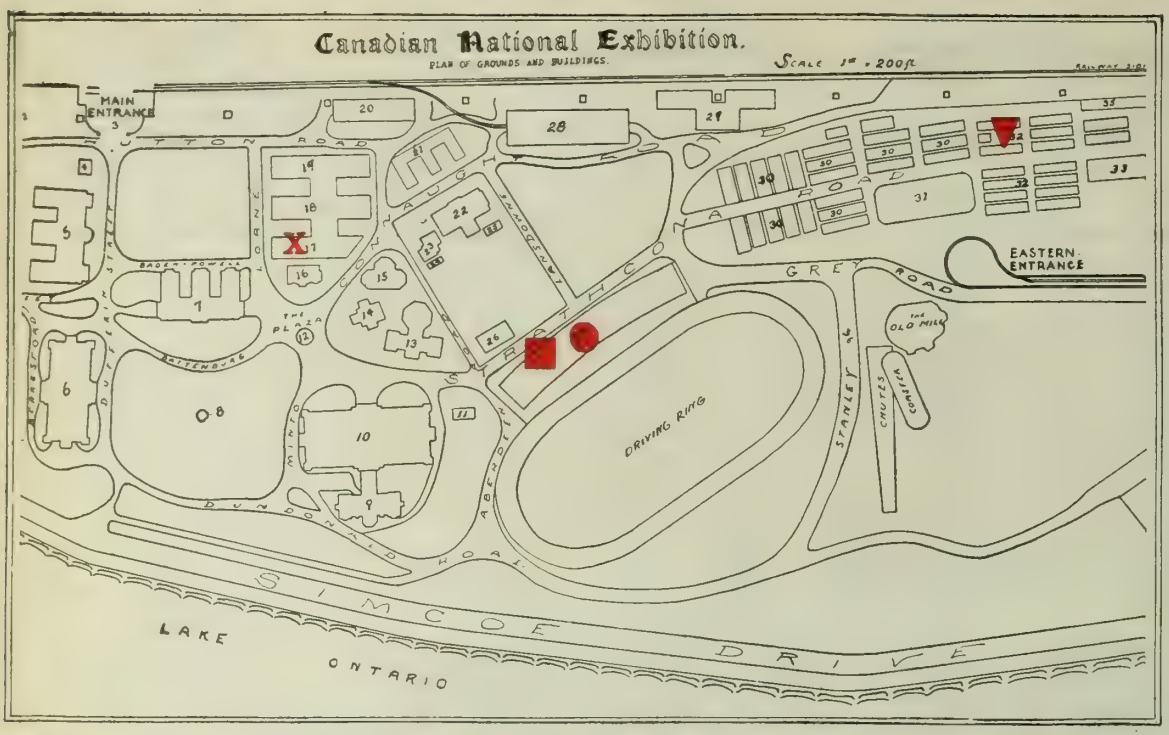
MENZIES & CO., LIMITED

439 King St. West, Toronto, Ont.

For The A. C. GILBERT CO., NEW HAVEN, CONN., U.S.A.

If interested, tear out this page and keep with letters to be answered.

TAKE THIS PAGE WITH YOU TO CANADIAN NATIONAL EXHIBITION



INDEX TO PLAN

1—Greenhouses.
2—Caretaker's Res.
3—Dufferin Gate.
4—Women's Rest.
5—Dom. Gov. Bldg.
6—Transportation Bldg.
7—Horticultural Bldg.
8—Bandstand.
9—Woman's Building.
10—Manufacturers Bldg.
11—Press Building.
12—Goodeham Fountain.
13—Dairy Building.
14—Applied Art.
15—Railways.
16—Admin. (gen. offices)
17—Process of Man.
18—Industrial.
19—Stoves.
20—Dogs.
21—Art Gallery.
22—Manufactures, No. 3.
23—Police & Fire Depts.
24—Lavatory.
25—Stores.
26—Dining Hall.
27—Grand Stand and and Manfrs. No. 2.
28—Proposed Mach. Hall
29—Poultry.
30—Horses.
31—Judg. Ring & Arena.
32—Cattle.
33—Sheep.
34—Swine.
35—Gen. Receiv'g Dept.
36—The Midway.

This plan, supplied by the firms below, will make it easier for hardwaremen to locate places of interest.

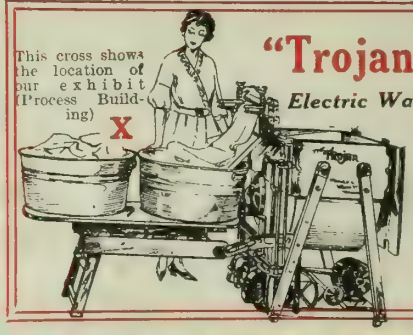
Cadillac Vacuum Cleaners

will be demonstrated by the

CLEMENTS MFG. COMPANY

in the MANUFACTURERS' ANNEX, under the Grand Stand

This mark indicates position of exhibit. (Second exhibit west end of bldg.) Come and bring a customer.



"Trojan" and "Ajax"

Electric Washers, Lighting Fixtures, Portables, etc.

Don't miss seeing this exhibit if you are interested in profitable lines to "speed up" your Fall sales.

McDonald & Wilson Limited
Office: 12 Queen East

The 1900 WASHER Exhibit

Look for the **Industrial No. 2** sign over the west door of the Manufacturers' Annex, next to Nasmith's Dining Hall (under the Grand Stand).

This leads directly to the 1900 Washer exhibit. Look us up.

NINETEEN HUNDRED WASHER COMPANY
357 YONGE ST. - - TORONTO, CANADA

This mark indicates the position of the 1900 Washer Co's. Exhibit

Farmer's Magazine

will be distributed at the Canadian National Exhibition

Exhibit located in the Agricultural and Live Stock Section. (Look for this ▶ on the map above.

A PLACE OF INTEREST

that is not at the Exhibition

143-153 University Avenue

This is the home of Canada's Weekly Hardware paper. Call and get acquainted when in the city.

THE MACLEAN PUBLISHING COMPANY, LIMITED
Toronto, Canada

MACLEAN'S

(Canada's National Magazine)

September issue on sale at all news stands

After visiting places of interest at the "Ex," procure a copy to read on your way home.

Send your Mail Orders to Collingwood

We are secured on Heavy Stocks of all Fall Lines to take proper care of our Trade, and invite your enquiries on the following:—

POCKET CUTLERY
TABLE CUTLERY
BUTCHERS' CUTLERY
SCISSORS AND SHEARS
STRAIGHT RAZORS
SAFETY RAZORS
THERMOS BOTTLES
UNIVERSAL FOOD CHOPPERS
PEXTO FOOD CHOPPERS
SILVO AND BRASSO METAL POLISH
CARBURET OF IRON STOVE POLISH
PUTZ CREAM METAL POLISH
SILVA PUTZ SILVER POLISH
WELLINGTON KNIFE POLISH
O-CEDAR GOODS
LIQUID VENEER
COBBLER'S OUTFITS
CATTLE CHAINS
LOADING AND LOGGING CHAINS
LOGGING TOOLS
AXES AND CROSSCUT SAWS
LANTERNS AND CHIMNEYS
SLEIGH BELLS
SKATES AND HOCKEY STICKS
GAME TRAPS
GUNS AND RIFLES
WINCHESTER AND DOMINION AMMUNITION
ROOFING AND BUILDING PAPERS
BEAVER BOARD, LIME AND PLASTER
BAR IRON, STEEL AND METALS

Our new General Catalogue illustrates as full a line of general hardware as you will find stocked anywhere. We are quick Shippers.

WHITES LIMITED

WHOLESALE DISTRIBUTORS AND IMPORTERS OF HARDWARE AND METAL

COLLINGWOOD

"Unrivalled Quality"

Roll-on QVALITY PRODVCTS

BAR IRON and STEEL

Manitoba Rolling Mill Co.

LIMITED

WINNIPEG - CANADA

You don't know our products if you are not our customer, because "those who know" patronize us steadily.

The quality of our products plus the reasonableness of our price assure you a safe and economical buy.

Remember Roll-on QVALITY PRODVCTS *"The Mark of Quality"*

BUTTER or SPICE PAIL

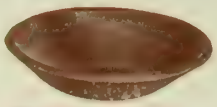
EDDY

ESTABLISHED A.D. 1851.

INDURATED FIBREWARE

WASH TUB or BABY'S BATH TUB
4 SIZES

CUSPIDOR—2 SIZES



PIGEON NEST

HERE ARE A FEW SAMPLES OF EDDY'S INDURATED FIBREWARE

Tubs, pails, washboards, cuspidors,—everything for the Housekeeper, Storekeeper and Manufacturer. Vastly superior in every way to the old zinc or woodenware. Glossy and good-looking. Absolutely impervious to liquids. Something to appeal tellingly to every good housewife.

Indurated ware is made from wood pulp, moulded under tremendous pressure and baked at extreme heat. Every article is perfectly seamless and cannot shrink or become water-soaked.

We make many other articles besides those shown here, and will gladly mail you an illustrated catalogue on application.

Write us.

The E. B. Eddy Company, Limited

HULL, CANADA

GENERAL UTILITY OR
STAR PAIL

EDDY

ESTABLISHED A.D. 1851.

INDURATED FIBREWARE

The latest product of Eddy's is a fibreware washboard known as the "Twin Beaver," invented by the President of the Company, who also gave it the name which so peculiarly fits the article. It is made entirely from material produced in Canada, so the name "Beaver" not only fits the origin of the article, but also its purpose. "The Beaver," said the President, "is a water animal, and our washboard is built to stand severest use on wash day." It can be used on both sides, and so it is a real "Twin Beaver."

Eddy's Washboards are among the best made anywhere. They pay well in profit and insure satisfaction.

The E. B. Eddy Company, Limited

HULL, CANADA

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielmann Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Paint
G. F. Stephens & Co., Winnipeg

Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg

Aluminum Polish
Louis McLain Co., Ltd., Winnipeg

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.

All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.

Antimony
Canada Metal Co., Ltd., Toronto.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Andirons
Enterprise Foundry Co., Sackville, N.B.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton.

Augers, Post Hole
Canada Foundries & Forgings, Brockville

Armco Iron
American Rolling Mill Co., Middletown, Ohio.

Art Glass
Consolidated Plate Glass Co., Toronto.

Asbestos Papers
Walter Belyea, Winnipeg

Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Lane, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works New Britain, Conn.
Goodell Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Air Valves
Pease Foundry Co., Ltd., Toronto.

Axles
B. J. Coghlin & Co., Montreal

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Canada Foundries & Forgings, Brockville

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton

Bake Boards
Stratford Mfg. Co., Ltd., Stratford

Bakers' Oven Castings
Canada Foundries & Forgings, Brockville

Bale Buckles
J. E. Beauchamp & Co., Montreal

Barb Wire
Canadian Steel & Wire Co., Hamilton

Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Boat Fixtures
Canada Foundries & Forgings, Brockville

Bedfasts
Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

Brass Castings
Canada Metal Co., Ltd., Toronto

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.

Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

Brass Ferrules
Canada Metal Co., Ltd., Toronto

Brass Sheets
Tallman Brass & Metal Co., Hamilton

Brass Rods
Tallman Brass & Metal Co., Hamilton

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.

Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Belting Rubber
Gutta Percha & Rubber Co., Toronto

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bibb Washers
Jenkins Bros., Ltd., Montreal

Bicycles
Hyslop Bros., Toronto

Bicycle Supplies
Hyslop Bros., Ltd., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal

Bent Glass
Toronto Plate Glass Co., Ltd., Toronto

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal

Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
London Foundry Co., Ltd., London, Ont.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.

Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton

Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bits, Brindle
G. W. Mallory, Blenheim, Ont.

Barn Door Track
Allith Mfg. Co., Ltd., Hamilton
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

J. H. MORIN & CO.
54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOYAY MOTOR VARNISHES

DITZLERS COLORS

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

ESTABLISHED 1849.

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Victoria,, B.C.

Reputation gained by long years of vigorous, conscientious and successful work.

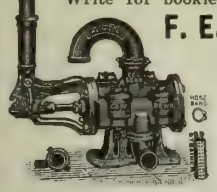
THOMAS C. IRVING, General Manager Western Canada
TORONTO

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for booklet.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

"DELTA" FILES

Build up a Reputation as a Dealer in the

BEST FILES MADE

Actual Demonstration has proven that *Delta Files* do better and faster work and outlive any other files made.

This means that dealers who sell *Delta Files* can place in the hand of their customers the best file service that exists.

It doesn't take long for the customer to appreciate this fact and repeat orders and new business follow with a certainty.

Get the *Delta File Agency* and you will get benefit of increased business that goes with the reputation of keeping the best lines. We supply dealers' selling helps.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

CLASSIFIED LIST OF ADVERTISEMENTS

Barrel Stands
Wakyte Mfg. Co., Winnipeg
Baths (Enamelled)
Canada Metal Co., Ltd., Toronto
Baths (Steel)
Canada Metal Co., Ltd., Toronto
Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.
Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
Canadian Carbon Co., Ltd., Toronto
Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Block Tin Pipe
Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt
Boiler Compound
Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Boiler Taps
Wells Bros. of Canada, Galt
Bolster Springs
Wilkinson & Kompass, Hamilton
Box Strapping
J. E. Beauchamp & Co., Montreal
Penney & Smith, New York
The Stanley Works, New Britain, Conn.
Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.
Blasting Supplies
Dupont Powder Co., Wilmington, Del.
Blow-off Valves
Jenkins Bros., Ltd., Montreal
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Brass Rods
A. C. Leslie & Co., Ltd., Montreal
Brass Sheets
A. C. Leslie & Co., Ltd., Montreal
Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Butter Workers
Beatty Bros., Ltd., Fergus
Builders' Tools
L. S. Starrett Co., Athol, Mass.
Burring Reamers
Wells Bros. of Canada, Galt.
Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.
Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg
Butter Boxes
Walter Woods & Co., Hamilton
Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
Bumpers for Automobiles
Hyslop Bros., Toronto
Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.
Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.
Bread Boards
Stratford Mfg. Co., Stratford, Ont.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Britannia Metal
Canada Metal Co., Ltd., Toronto
Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.
Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Walter Belyea, Winnipeg
Buckles
Parmenter & Bulloch, Gananoque
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
The Stanley Works, New Britain, Conn.
Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Buzzers
Spielmann Agencies Ltd., Montreal
Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto
Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cast Hardware
Canada Foundries & Forgings, Brockville
Cast Iron Holloware
Canada Foundries & Forgings, Brockville
Casters, Bed
Canada Foundries & Forgings, Brockville
Cans
A. R. Whittall Can Co., Ltd., Montreal
Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Carving Sets
Landers, Frary & Clark, New Britain, Conn.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.
Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London
Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto
Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.
Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton
Carriage Painters' Supplies
D. Ackland & Son, Winnipeg
Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.
Calks
D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
Camp Cots and Chairs
Stratford Mfg. Co., Stratford
Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Canning Machines
Louis McLain Co., Ltd., Winnipeg
Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.
Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford
Camp Stoves
National Stamping & Electric Works, Chicago
Casseroles
Louis McLain Co., Ltd., Winnipeg
Casement Holders
Toronto Lock Mfg. Co., Toronto
Casement Operator
Toronto Lock Mfg. Co., Toronto
Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.
Came Lead
Canada Metal Co., Ltd., Toronto
Canoe Headlights
Canada Carbon Co., Ltd., Toronto
Canvas Belting
Plewes Ltd., Winnipeg
Cable Carriers
Gype Hazard Store Service Co., Toronto
Calipers, Vernier
L. S. Starrett Co., Athol, Mass.
Cement Coating
G. F. Stephens & Co., Winnipeg
Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto
Centre Reamers
Wells Bros. of Canada, Galt
Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Centre Punches
Stanley Rule & Level Co., New Britain, Conn.
Cement
Waller Belyea, Winnipeg
Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.
Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

Paying Strict Attention to Deliveries

We are paying the same attention to **deliveries on time** as we did before the war. That is, we are doing our utmost. But the extraordinary conditions existing to-day often retard us, in spite of all our efforts, and if at any time orders are "held up" it is due to conditions over which we have no control. We ask the trade to kindly bear with us in this matter.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C

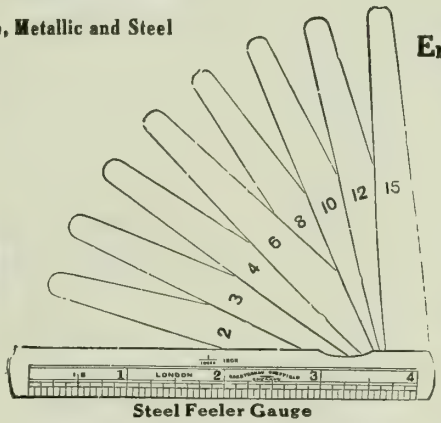
CONSTANTIA J C

TRE BLE

MEASURING TAPES

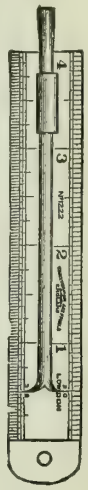
Linen, Metallic and Steel

Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, etc.



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Advertising makes for a better product—

Not only does advertising create a good impression regarding the product advertised but it **makes for a better product.** There are added responsibility and written-printed claims to substantiate.

CLASSIFIED LIST OF ADVERTISEMENTS

Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co,, Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton
Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal
Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock
Dynamite
Dupont Powder Co., Wilmington, Del.
Egg Beaters
Collette Mfg. Co., Collingwood
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Farm Plants
Powerlight Co., Winnipeg
Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg
Electric Irons
Louis McLain Co., Ltd., Winnipeg
Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

MORRISON'S

MORRISON QUALITY STEAM GOODS AND PLUMBERS' SUPPLIES

Fifty-three years of high-grade production has made the name of MORRISON stand out as the most prominent in Canada for quality and service, wherever steam goods and plumbers' supplies are considered.

Every engineer knows **Morrison's line** by experience or reputation, and **Morrison's** is what he wants.

The prosperous dealer is the one who carries the line that appeals to the consumer. Morrison's products appeal to the consumer not only through their reliability, but also their reasonable price. Then they pay a good margin of profit to the dealer.

Every article is thoroughly tested and approved by experts before leaving the factory. Our steam goods are approved by Provincial and Dominion inspection.

Write for dealers' proposition.

The James Morrison Brass Manufacturing Co., Limited
89-97 West Adelaide Street
TORONTO ONTARIO

J. M. T. Reducing Valve

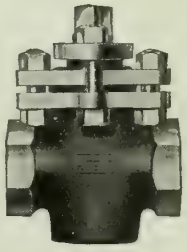
Model "C" Safety Valve

J. M. T. Check Valve

Recording Gauge

J. M. T. Valve

Grease Cup

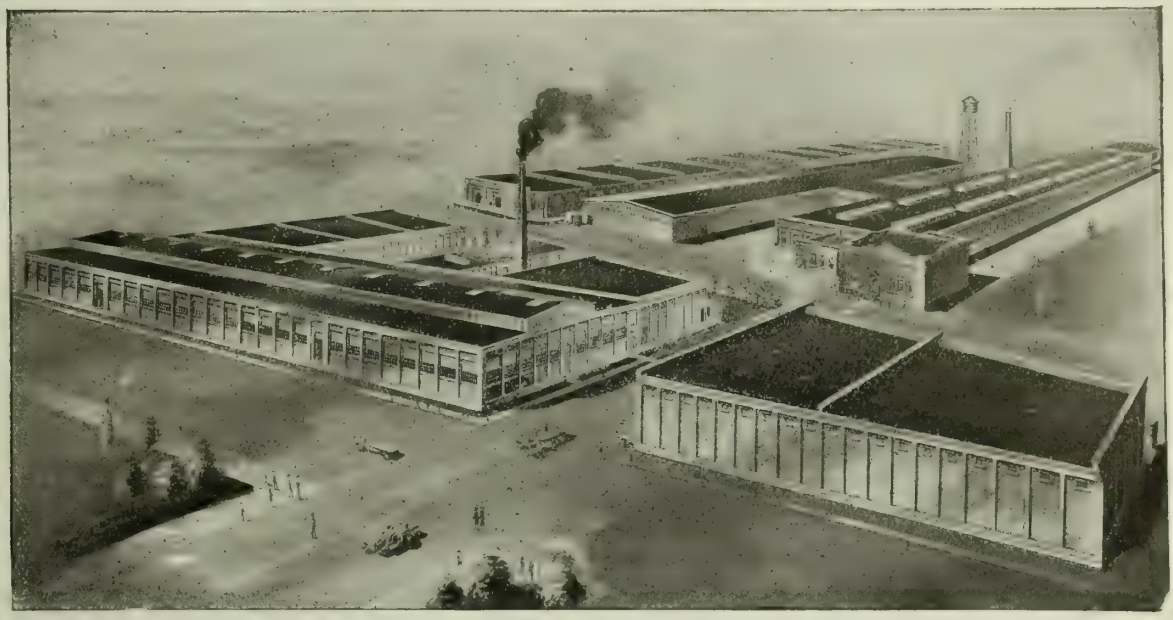

Asbestos Packed Cock

CLASSIFIED LIST OF ADVERTISEMENTS

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg
Electric Toasters
Louis McLain Co., Ltd., Winnipeg
Electric Bells
Great West Electric Co., Ltd., Winnipeg
Emery Wheels
Louis McLain Co., Ltd., Winnipeg
Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal
Farm Lighting Outfits
Northern Electric Co., Montreal
Egg Cases
Walter Woods & Co., Hamilton
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.
Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg
Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Envelopes
Walter Woods & Co., Hamilton
Extension Ladders
Stratford Mfg. Co., Ltd., Stratford
Electric Vacuum Cleaners
McDonald & Wilson, Toronto
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Emery
John Oakey & Sons, London, Eng.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery Wheels
Carborundum Co., Niagara Falls, N.Y.
Emery Stones
Carborundum Co., Niagara Falls, N.Y.
Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Cananoque, Ont.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto
Explosives
Dupont Powder Co., Wilmington, Del.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.
Faucets
Jas. Morrison Brass Mfg. Co., Toronto
Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock
Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal
Feed Boxes
Canada Foundries & Forgings, Brockville
Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth
Felt, Tarred
J. H. McComb Ltd., Montreal, Que.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal
Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock
Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Figured Glass
Consolidated Plate Glass Co., Toronto
Fittings
Pease Foundry Co., Ltd., Toronto
Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg
Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton
Filers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Filters
Thos. Davidson Mfg. Co., Montreal
Fire Bucket Tanks
Soren Bros., Toronto
Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto
Fire Alarm Apparatus
Northern Electric Co., Montreal
Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton
Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.
Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg
Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville
Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fish Net Leads
Canada Metal Co., Ltd., Toronto
Flat Wall Paint
G. F. Stephens & Co., Winnipeg
Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal
Floor Stands
Jenkins Bros., Ltd., Montreal
Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg
Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal
Friction Stay
Toronto Lock Mfg. Co., Toronto
Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto
Flint Cloths
John Oakey & Sons, London, Eng.
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton
Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg
Floor Finishes
A. Ramsay & Son Co., Montreal
Floor Wax
A. Ramsay & Son Co., Montreal
Floor Oil
Prairie City Oil Co., Winnipeg
Flue Liners
Toronto Pottery Co., Ltd., Toronto
Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto
Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford
Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fore Planes
National Machinery & Supply Co., Hamilton
Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Forgings
Steel Co. of Canada, Ltd., Hamilton
Fruit Jars
Walter Woods & Co., Hamilton
Friction Taps
Northern Electric Co., Ltd., Montreal
Forstner Bits
Progressive Mfg. Co., Torrington, Conn.
Funnels
Thos. Davidson Mfg. Co., Ltd.,
Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

Where the Famous Maple Leaf Brands of Binder Twine and Rope are Manufactured

Independent, unfettered, free from any combine
Unprotected by any Tariff
In open competition with the world



The Best Equipped Twine Factory in America

The only strictly Canadian Binder Twine Factory managed and controlled by Canadian capital. The BRANTFORD CORDAGE CO., Limited, Brantford, Ont.

Brantford
Maple Leaf
Binder Twines, Rope and Cordage

Our Brands
Gilt Edge, 650 ft.
Gold Leaf, 500 ft.
Silver Leaf, 550 ft.
Maple Leaf, 500 ft.

A MAMMOTH PLANT equipped with all that is modern and best for the economic and efficient production of Binder Twine, Rope and Cordage, giving us unbeatable advantages in the marketing of these products, providing for the vastly increasing demand and immense sales, and maintaining that excellence of quality which has made "BRANTFORD" Twines famous, both at home and in foreign markets. If you have not already tried our lines, A TRIAL ORDER WILL CONVINCE YOU.

Enquiries received before the end of the year will entitle you to a copy of our handsome, specially designed calendar for 1918.

Brantford Cordage Company, Limited
Brantford, Ontario

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Plate
Toronto Plate Glass Imp. Co., Toronto
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpock Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

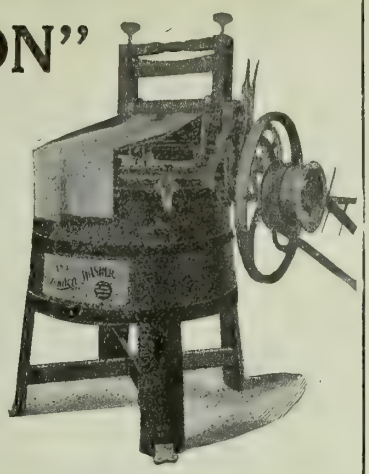
Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Canada Steel Goods Co., Ham-
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Hadlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.

London, Ontario

Hickory Handle Specialists

Quality, Shape and Finish

UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.

St. Mary's, Ontario, Canada

"AQUOL" TIRE PAINT

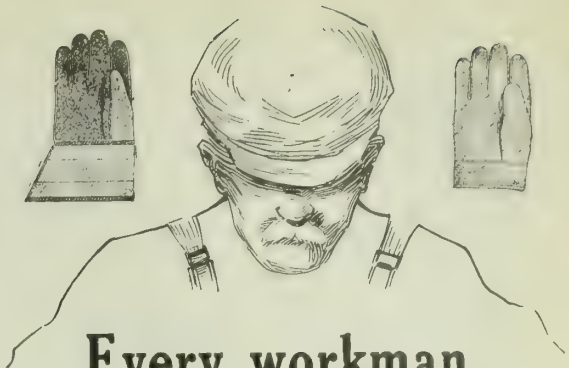
(Judson's Ready-for-Use Formula)

Made by Griffiths Bros. & Co., London, England. Easily applied. Does not wash off or rub off, and is not affected by oils or gasoline. Preserves the tires.

Stock carried by sole Canadian Agents:

Spielmann Agencies (Regd.) Montreal

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS



Every workman in your town is a prospective customer when you stock the "TAPATCO" Glove line

More soft hands are tackling rough jobs now than ever before. They need protection that will not interfere with the efficiency of their work.

"TAPATCO" Gloves are always a good selling line and the greater activities in farm and factory just now will speed up the dealer's sales of working gloves, particularly if he's well stocked with the "TAPATCO" line.

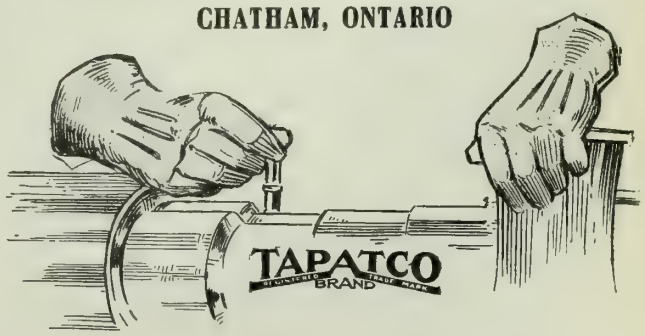
Made in Gauntlet, Knit Wrist, or Band Top Styles in Heavy, Medium or Light Weights. Leather-tip, Leather and Leatherette Faced Gloves. Jersey Gloves and Mitts, in Tan, Slate or Oxford.

A "TAPATCO" for every "job."

Insist that your jobber furnishes "TAPATCO" Brand.

The American Pad and Textile Co.

CHATHAM, ONTARIO



CLASSIFIED LISTS OF ADVERTISEMENTS

Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Spielmann Agencies, Montreal
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago

Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Mowers
Canada Foundries & Forgings, Brockville
Lawn Settees
Beauchamp, J. E., Montreal
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg

Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg

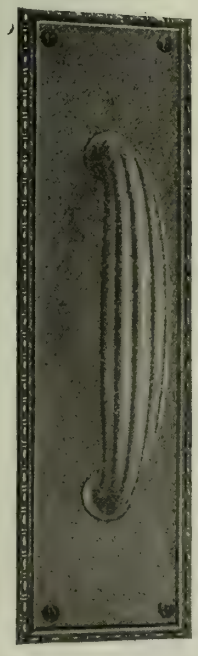
Winnipeg Ceiling & Roofing Co., Winnipeg
Mences
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meters, Electric Frequency, Speed
Northern Electric Co., Montreal
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
American Rolling Mill Co., Middletown, Ohio
Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons Ltd., Toronto.
Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Mops, Twine
T. S. Simms & Co., Ltd., St. John
Mors
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg
Monel Metal
International Nickle Co., New York
Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto
Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.
Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton
Motors, Electric
Northern Electric Co., Montreal
Motor Generators
Northern Electric Co., Montreal
Motor Cars
Hyslop Bros., Ltd., Toronto
Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

Canada's Favorite Line of Builders' Hardware—

"Belleville"

Hardware used in the Hospital for Insane, Whitby, Ont., was specially made by us from architect's specifications. It's absolutely sanitary and marks a successful venture in a new field.

The lines illustrated here are but a few of the designs we make. Dealers can meet any demand handling the "Belleville" products. We make special designs for special purposes when specified.



Belleville hardware has won the entire confidence of the architects and builders from Halifax to Vancouver. **It represents the best value on the market in its line.** It's the kind that architects specify and it will pay you to bid for the trade—**good profits.**

We make a complete set of trims for each design, including Door Pulls, Push Plates, Letter Plates, etc.
We also supply Door Checks, Spring Hinges, Transom Lifts, and in fact everything necessary in Builders' Hardware to equip a building throughout, no matter how large or small the building.

The "Belleville" aim is to manufacture the best quality of goods at a moderate price —thus their popularity. Let us hear from you!

The Belleville Hardware & Lock Mfg. Co., Limited, Belleville, Ont.

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton
Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto
Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Nail Bin Counters
Cameron & Campbell, Toronto
Nails, Copper and Brass
Parmenter & Bulloch, Gananoque
Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.
Newspaper Metals
Owl Metal Co., Ltd., Winnipeg
Nickelware
Landers, Frary & Clark, New Britain, Conn.
Nickel
International Nickel Co., New York
Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto
Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.
Oakum
Canada Metal Co., Ltd., Toronto
Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Oil Stains
A. Ramsay & Son Co., Montreal
Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto
Oil Cans
R. E. Bloomer, Keithsburg, Ill.
Oils, Cylinder
Prairie City Oil Co., Winnipeg
Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Oil Stones
The Carborundum Co., Niagara Falls, N.Y.
Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Cups
Canadian Winkley Co., Windsor
Oil, Furniture
Prairie City Oil Co., Winnipeg
Oil Hole Covers
Canadian Winkley Co., Windsor
Oils, Motor
Hysbop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg
Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal
Orange Derinders
J. E. Beauchamp & Co., Montreal
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Packing
Jenkins Bros., Ltd., Montreal
Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Paint, Bridge
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal
Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.
Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Parcel Carriers
Gipe Hazard Store Service Co., Montreal
Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton
Paper, Wrapping
Walter Woods & Co., Hamilton
Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg
Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal
Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Pads
D. Ackland & Son, Winnipeg
Pads for Horses
American Pad & Textile Co., Chatham
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg
Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal
Paint, Mixed
Brandram-Henderson, Ltd., Halfax, N.S.
Canada Paint Co., Ltd., Montreal

R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Paint Tyre
Spielmann Agencies Ltd., Montreal
Paint, Fireproof
Spielmann Agencies Ltd., Montreal
Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal
Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
Paris Green
G. F. Stephens & Co., Winnipeg
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton
Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Phosphor Tin
Canada Metal Co., Ltd., Toronto
Phospher Copper
Canada Metal Co., Ltd., Toronto
Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Wanted

SITUATIONS VACANT

PAINT AND VARNISH TRAVELLER wanted—We have an opening for an energetic and aggressive salesman to represent a large paint manufacturer in the Western Ontario district. Must be between 25 and 35 years of age, and a first-class salesman. Applications treated confidentially. Box 485, Hardware and Metal.

FOR SALE

FOR SALE—ONE 6 FT. HEAVY BRAKE FOR sheet metal up to 16 gauge, for hand power. 119 Church St., Toronto.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10.000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

FOR SALE—TINNERS' TOOLS, FOURTEEN machines and necessary shop stakes; closing out business; snap for quick sale. Geo. M. Shepardson, Sombra, Ont.

FOR SALE—WELL ESTABLISHED HARDware business, about 20 miles from Toronto, in good town. Owner retiring. Apply Box 479, Hardware and Metal.

EXPERIENCED HARDWARE AND PAINT salesman desires position as traveling salesman with a good hardware or specialty house. A hustler and can produce results. Best references. Box 484, Hardware and Metal.

Want Ads.

There is someone who is looking for just such a proposition as you have to offer. For two cents a word you can speak across the coninent with a condensed advertisement in this paper.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

Frederic Sara & Company

Manufacturers' Agents

Calgary :: Canada

Territory:

Manitoba, Saskatchewan, Alberta and British Columbia.

We are open to consider selling propositions from one or two progressive Manufacturers, and will give references to firms whom we already represent.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

LINES TO OFFER WHOLESALE OR RETAIL hardware trade—have 25 years' experience with the B.C. trade; have large warehouse and could store stocks if desired; would also undertake collections. References can be given and correspondence invited. W. E. Drake, 234 Cambie St., Vancouver.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

Signs and Showcards

W. H. STEVENSON,
STEVENSON BLDG., TORONTO

CLASSIFIED LIST OF ADVERTISEMENTS

Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt
Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt
Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto
Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.
Pipe Covering
Pease Foundry Co., Ltd., Toronto
Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pipe System
Powerlight Co., Winnipeg
Pipe Vises
National Machinery & Supply Co., Hamilton
Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Plaster of Paris
Walter Belyea, Winnipeg
Plasterers' Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.
Planters
Eureka Planter Co., Woodstock
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto
Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Powder
Dominion Cartridge Co., Ltd., Montreal
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal
Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Poultry Netting Staples
Western Wire & Nail Co., Ltd., London
Powder, Smokeless
Dupont Powder Co., Wilmington, Del.
Power Apparatus
Northern Electric Co., Montreal
Pottery
Toronto Pottery Co., Ltd., Toronto
Precision Tools
Goodell-Pratt Co., Greenfield, Mass.
Protractors
L. S. Starrett Co., Athol, Mass.
Polish, Floor
Channel Chemical Co., Toronto
Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg
Primers
Dominion Cartridge Co., Ltd., Montreal
Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto
Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto
Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal
Pump Jacks
Beatty Bros., Fergus, Ont.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Plate Glass
G. F. Stephens & Co., Winnipeg
Pump Valves
Jenkins Bros., Ltd., Montreal
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pulleys
Canada Foundries & Forgings, Brockville
Radiator Valves
Jenkins Bros., Ltd., Montreal
Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges
Canada Stove & Foundry Co., Ltd., Montreal
Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.
Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto
Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd., Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto
Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Ridgeroll
Wheeler & Bain, Toronto
Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Rosin
Ontario Oil & Turpentine Co., Toronto
Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg
Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Rubber
J. H. McComb, Ltd., Montreal
Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Felt
J. H. McComb, Ltd., Montreal
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg
Roofs, Silo
Pedlar People, Ltd., Oshawa
Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.
Radiators
Pease Foundry Co., Ltd., Toronto
Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto
Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto
Rubber Mats
Canadian Consolidated Rubber Co., Montreal
Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio
Saddlery Brushes
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal
Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Sanitary Closets
Wakyte Mfg. Co., Winnipeg
Sash Operator
Metallic Roofing Co., Toronto and Winnipeg
Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers
Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto
Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Saws, Circular
Simonds Canada Saw Co., Montreal
Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Screw Machine Products
Eclipse Mfg Co., Indianapolis, Ind.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.
Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.
Screws, Apple Press
Canada Foundries & Forgings, Brockville
School Seats
Canada Foundries & Forgings, Brockville
Screen Door Sets
The Stanley Works, New Britain, Conn.
Screens
B. Greening Wire Co., Ltd, Hamilton
Screen Doors
Kasement Skrene Dore Co.
Seals (Lead)
Canada Metal Co., Ltd., Toronto
Shipping Room Hardware
Berney & Small, New York
Sewer Pipe
Toronto Pottery Co., Ltd., Toronto
Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Sheeves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal
Shot
Steel Co. of Canada, Ltd., Hamilton
Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Show Cases
Walker Ben & Store Fixture Co., Ltd., Kitchener, Ont.
Shovels, Snow
Beauchamp, J. E., Montreal
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg
Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal
Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal
Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.
Sheet Metal Products
Thos. Davidson Mfg. Co,, Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Sheet Lead
Canada Metal Co., Ltd., Toronto
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg
Sheets and Plates
American Rolling Mill Co., Middletown, Ohio
Shingle Stain
G. F. Stephens & Co., Winnipeg
Siding, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa
Slate Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto
Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Silverware
Oneida Community Co., Niagara Falls
Sinks
Canada Stove & Foundry Co., Ltd., Montreal
Sinks (Enameled)
Canada Metal Co., Ltd., Toronto
Sinks (Steel)
Canada Metal Co., Ltd., Toronto
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Skis
Northland Ski Mfg. Co., St. Paul, Minn.
Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto
Sleighs
J. E. Beauchamp & Co., Montreal
Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Smokeless Boilers
Pease Foundry Co., Ltd., Toronto
Smooth Planes
National Machinery & Supply Co., Hamilton
Snaffle Bits
G. W. Mallory, Blenheim
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal
Silver Solder
Canada Metal Co., Ltd., Toronto
Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg
Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto
Soldering Nipples
Canada Metal Co., Ltd., Toronto
Sockets
Northern Electric Co., Montreal
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal
Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.
Spark Coils
Canadian Carbon Co., Ltd., Hamilton
Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.
Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock
Spring Dies
Wells Bros. Co. of Canada, Galt
Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.
Stable Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Stable Fittings
Canada Foundries & Forgings, Brockville
Store Ladders
Allith Mfg. Co., Ltd., Hamilton
Steam Cookers
Louis McLain Co., Ltd., Winnipeg
Storage Batteries
Canadian National Carbon Co., Toronto
Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock
Stoves, Gasoline
National Stamping & Electric Works, Chicago
Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford
Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton
Stencils
Hamilton Stamp & Stencil Co., Hamilton
Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton
Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford
Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal
Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg
Steel Bending Brakes
Steel Bending Brake Works, Chatham
Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Steel Square
Stanley Rule & Level Co., New Britain, Conn.
Stable Fittings
Beatty Bros., Fergus, Ont.
Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Willianms Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

CLASSIFIED LIST OF ADVERTISEMENTS

Stains, Oil, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd, Montreal
Spielman Agencies Ltd., Montreal

Stains, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co. Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd, Montreal

Stitched Cotton Duck Belting
Dominion Belting Co., Ltd., Hamilton

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Sweat Pads
American Pad & Textile Co., Chatham

Switches Battery
Canadian Carbon Co., Ltd., Hamilton

Swivel Base Vises
National Machinery & Supply Co., Hamilton

Tables
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps and Dies
Wells Bros. Co. of Canada, Galt

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus
National Equipment Co., Toronto
Pease Foundry Co., Toronto
Wheeler & Bain, Toronto

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Wrought Iron Range Co, Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thickness Gauges
Goodell Pratt Co., Greenfield, Mass.

Thimbles, Builders'
Collins Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Tiles, Roofing Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tiling, Walls and Floors
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinstock
Pease Foundry Co., Ltd., Montreal

Tin Plates
A. C. Leslie & Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg

Tinsmiths' Snips
J. Wiss & Son, New York

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tire Chains
Canadian Fairbanks-Morse Co., Ltd., Montreal
Hyslop Bros., Toronto

Tire Holders
Hyslop Bros., Toronto

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto

Toasters, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Toboggans
J. E. Beauchamp, Montreal

Tools
Buck Bros., Milbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Northern Electric Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio

Tools, Harvest
F. E. Myers & Bro., Ashland, O.

Toys
J. E. Beauchamp & Co., Montreal

Toy Drums
Soup Bros., Toronto

Tool Kits
Canadian Fairbanks-Morse Co., Ltd., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg

Tools, Carpenters'
L. S. Starrett Co., Athol, Mass.

Tools Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Tower Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps and Bends (Lead)
Canada Metal Co., Ltd., Toronto

Trucks
John Watson Mfg. Co., Winnipeg

Truck, Barn door
Allith Mfg. Co., Ltd., Hamilton
Beatty Bros., Fergus, Ont.
Beatty Bros., Fergus, Ont.
National Machinery & Supply Co., Hamilton

Track Systems
Beatty Bros., Fergus, Ont.

Transom Operator, Concealed
Toronto Lock Mfg. Co., Toronto

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.

Trucks, Hand and Platform
Jno. Watson Mfg. Co., Ltd., Winnipeg
London Foundry Co., Ltd., London, Ont.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands
Stratford Mfg. Co., Stratford, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twist Drills
Pratt & Whitney Co., Ltd., Dundas, Ont.

Twines
Walter Woods & Co., Hamilton

Vises, Household
National Machinery & Supply Co., Hamilton

Valve Discs
Gutta Percha & Rubber, Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Valves, Brass, Iron and Cast Steel
Jenkins Bros., Ltd., Montreal

Valve Boxes
Jenkins Bros., Ltd., Montreal

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto

Valleys
Wheeler & Bain, Toronto

Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Wagons for Children
Woodstock Wagon & Mfg. Co., Woodstock

Washers
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Washing Machines, Hand
Louis McLain Co., Ltd., Winnipeg

Water Systems
National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

Washing Machines, Electric and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Prairie City Oil Co., Winnipeg
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

CLASSIFIED LIST OF ADVERTISEMENTS

Weather Stripping
Swan Mfg. Co., Winnipeg

Wash Boilers
Soren Bros., Toronto

Wash Tubs
Soren Bros., Toronto

Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wheelbarrows
London Foundry Co., Ltd., London, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

Wall Coping
Toronto Pottery Co., Ltd., Toronto

Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John

White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Window Glass
Canada Foundries & Forgings, Brockville

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Fence Stretchers
Canadian Steel & Wire Co., Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton

Wire Staples
Canadian Steel & Wire Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Co., Ltd., Hamilton

Wire Signs
B. Greening Wire Co., Ltd., Hamilton

Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.

Wooden Cold Air Gratings
Pease Foundry Co., Ltd., Toronto

Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal

Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt

Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

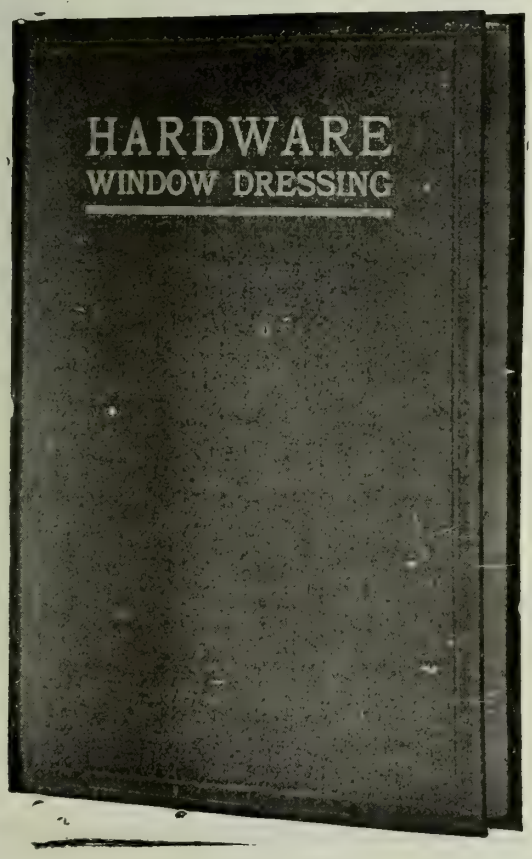
Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg

Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal

Zinc, White
G. F. Stephens & Co., Winnipeg



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman — What should be the character of this mind? — What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post
OF CANADA

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants,** very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail attached coupon.

THE FINANCIAL POST OF CANADA 1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address .....

Strongest and Lightest Door Made	Guaranteed Not to Sag Not to Warp	Easy to Put Up and Take Down

Patented

Be sure to see the Exhibit of

Kasement Screen Doors

South East Section of Industrial Building

Canadian National Exhibition

The public is ready for a good screen door at the right price—a door that can be put up in a jiffy—a door that requires no cutting down to fit. Three sizes fit all openings.

There is more money and more satisfaction in handling "Kasement" Screen Doors, and they please your customers.

If you cannot attend the Exhibition, write for catalog and full information.

The Door that is revolutionizing screen door practice

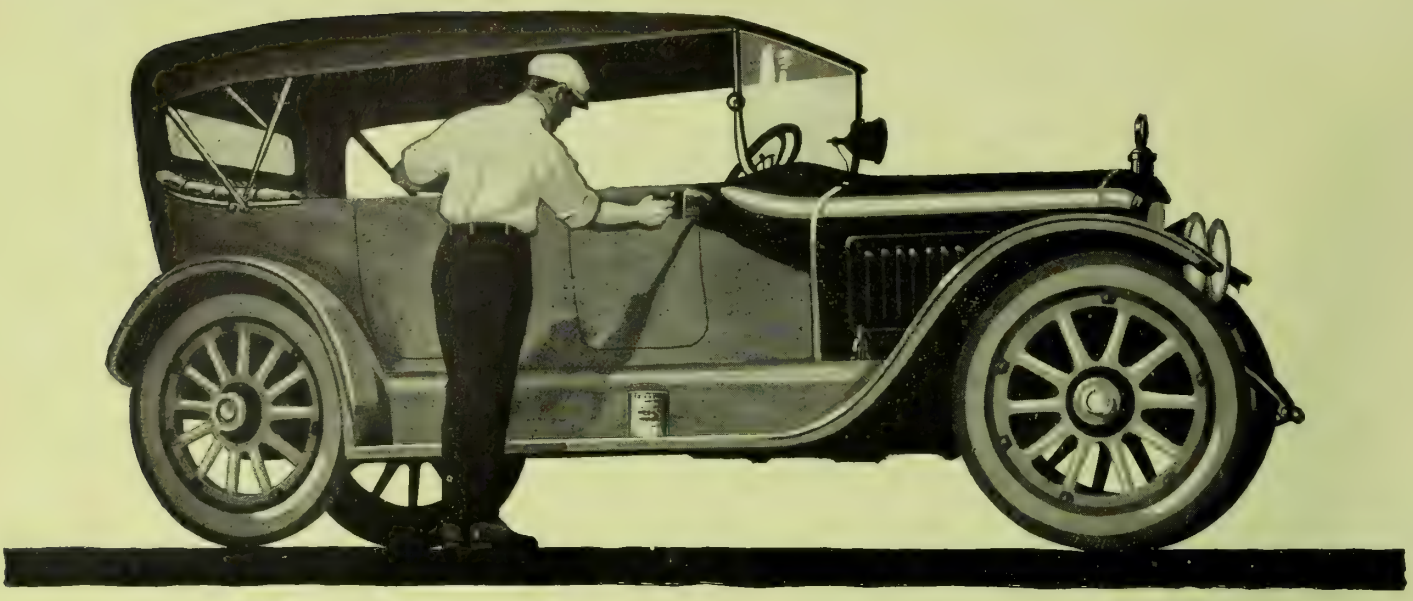
Kasement Screne Dore Company

98 Kingswood Rd., Toronto

Distributors for Manitoba and Saskatchewan

Pease Western Foundry, Limited, Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.



Glidden Auto Finish makes a car look like new with only one coat

Smith, Brown or Jones, no matter who he is, can finish his own car with absolutely no trouble if you supply him with Glidden Auto Finish—and he can do it quickly and easily, because it requires little or no experience in painting to make a handsome job, and the finish dries in less than 48 hours.

—the expense is small because only one coat is necessary, covering as it does with that smooth, deep-lustre surface.

—the convenience is an added attraction for the busy man; car is not out of commission for a week or two.

Of the great number of *autos* in your community this year, there is sure to be a large percentage requiring overhauling next Spring. *Carriages* and *buggies,* too, should come in for a renovating. Will you get this business?

In a few weeks the *cutters* and *sleighs* will be looked over and put into shape for the Winter season. Now is the time to get in some good work.

Now is the time to start suggesting in your window displays.

How to get a Quick Start After Auto Finishing Profits:

Send to-day—right now—for details of our special Auto Finish offers. A complete line-up of goods, advertising and merchandizing plan —everything you'll need to make a quick turnover and get the profits.

The Glidden Advertising — bright-colored hangers, posters, celluloid signs and color cards furnished with each shipment, will help you in your window displays.

Write to-day—write now, for our four big special offers.

The Glidden Varnish Company, Limited

Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

Heading for the "Ex."?

No doubt there will be hundreds of hardware dealers and salesmen at the Canadian National Exhibition this year.

Are you heading for the "Ex."?

If you are, we want to draw your attention to one thing which is most noteworthy and that is the increasing number of autos seen everywhere—in the street, in the parks, in the Exhibition grounds.

This is only a small corner of the Dominion of Canada and the same tendency prevails elsewhere—cars, cars and more cars. There are now nearly 100,000 cars in Canada. When you stop to think, these cars, everyone of them, will need refinishing from time to time.

Who will do it and who will supply the finishes? That's the question which is of vital interest to you.

In most cases the owner himself will do his own finishing and you will get your share of the Finish business.

We have made Auto Finishes for the world's largest manufacturers, and many of the best cars you will see at the "Exhibition" were originally finished with Glidden products.

We have made a study of Auto Finishes and are in a position to advise the manufacturers as well as the retailer.

Call at our Exhibit and learn all about the Glidden line.

See Our Exhibit at the Canadian National Exhibition—Toronto

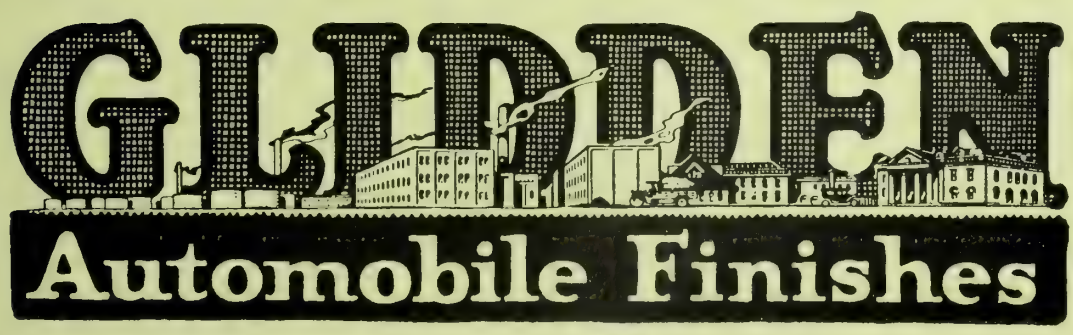
Process Building

Second Booth (No. 63) north from centre which is under the dome, and on the right hand side.

Call and make yourself known.

The Glidden Varnish Company, Limited

Toronto, Ontario



If any advertisement interests you, tear it out now and place with letters to be answered.

THE TORONTO POTTERY CO., LIMITED

Preserve Jars (with Stone Covers).

	Per doz.
¼ gal.	$1.15
½ gal.	1.50
1 gal.	2.00
1½ gal.	2.50
2 gal.	3.60
3 gal.	5.00
4 gal.	6.50

Jar can be made air-tight by sealing with wax.

Tall Butter Jars
(Dark Glazed inside; Light and Dark or White Glazed outside).

	Without covers per doz.	Covered per doz.
¼ gal.	$ .57	$1.14
½ gal.	.85	1.70
1 gal.	1.14	2.28
1½ gal.	1.71	2.85
2 gal.	2.28	3.42
3 gal.	3.42	5.13
4 gal.	4.56	6.27
5 gal.	5.70	7.98
6 gal.	6.84	9.12

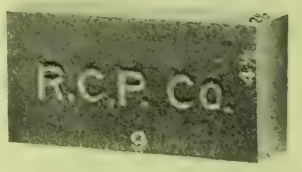
Eggs at a Dollar a Dozen

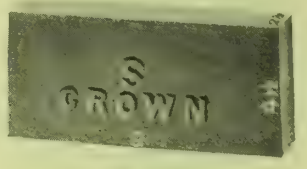
THEY say, and we believe it, that storage eggs will be at least a dollar a dozen this winter. That being the case, it's up to the housewife to do some looking ahead and planning. Suggest to your customers that they put down butter, eggs, fruits and vegetables aplenty this fall to combat the high prices this coming winter. Suggest the use of Stone Jars as the safest and most economical method of packing. Note our prices on Preserve Jars, Butter Jars, Black Top Tested Shoulder Jugs, Churns with stone covers.

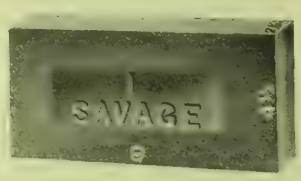
High Grade Fire Brick

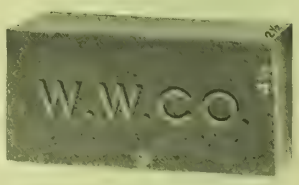
(In all Standard Sizes)

9″ square — Arch, Wedge, Keys, Circles, Cupolas, Splits, Rectangular Tile, etc. Tell us for what purpose Fire Bricks are to be used and we will recommend and quote you on a brand that will give satisfaction.









Assorted Carloads Our Specialty.

Fire Brick, Sewer Pipe, Flue Lining, etc. (can be loaded in same car). For additional information ask for our general catalogue.

Churns with Stone Covers (Dashers Included).

2 gal.	$ 5.76
3 gal.	7.20
1 gal.	8.64
5 gal.	10.00
6 gal.	11.50
8 gal.	18.00
10 gal.	22.00
12 gal.	24.00

Cheaper and more sanitary than wooden churns.

Black Top Tested Shoulder Jugs.

	Per doz.
¼ gal. Imperial	$0.90
½ gal. Imperial	1.35
1 gal. Imperial	1.80
2 gal. Imperial	3.60
3 gal. Imperial	5.40
4 gal. Imperial	7.20
5 gal. Imperial	9.00

SEWER PIPE

Hardware dealers who are on the inside in municipal improvements will do well to tender on the supplying of Sewer Pipe, etc. Let us quote on your municipal requirements.

"AKRON" Sewer Pipe. All sizes, 2″ to 36″ Calibre. Fire Clay or Shale Pipe. Made in Ohio.

"MIMICO" Sewer Pipe. All sizes, 4″ to 24″ Calibre Shale Pipe. Made in Mimico.

Write for Catalogues

The Toronto Pottery Company, Limited

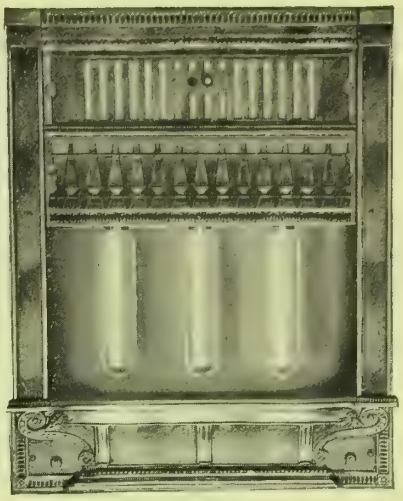
618 Dominion Bank Building, Toronto, Canada

Call and see us when in the city. Office: Corner King and Yonge (Dominion Bank Bldg.)

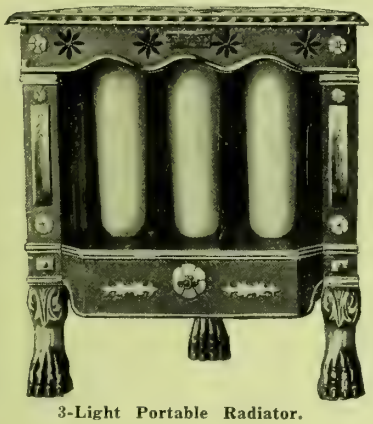
Largest Distributors of Clay Products in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

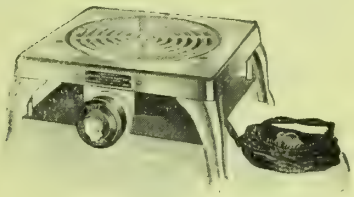
National ELECTRIC Heating Devices



Luminous Mantel Type Radiator. 24x30 and 30x30.



3-Light Portable Radiator.



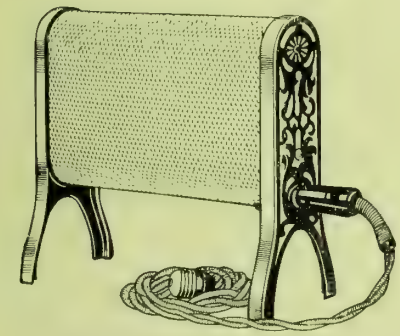
Single and Double Disc Hot Plates.

Bigger Demand than Ever this Winter

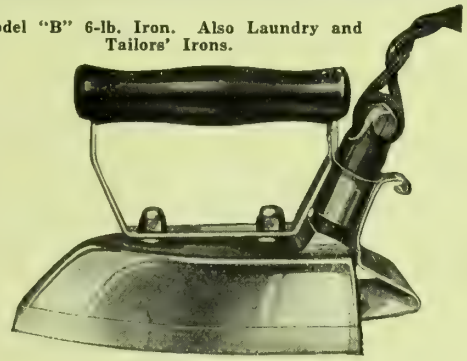
High price and probable scarcity of coal is going to create an unprecedented demand for **Electric Heating Devices.** Be prepared to meet the demand for electric goods with the most modern and popular line on the market—the **National** line.

We manufacture a complete line of electrically heated appliances. All thoroughly dependable and of good value. Dealer makes handsome profits. Put in a supply early—order now!

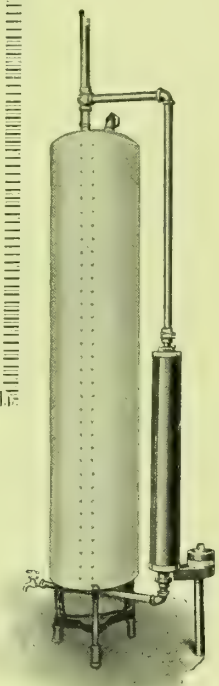
AT THE TORONTO EXHIBITION—We cordially invite dealers to look us up in the Manufacturers' Building. We will have new and interesting things to show and talk about.



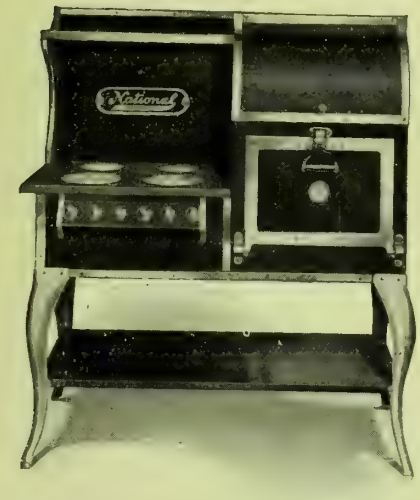
660 Watts, 15 K.W. All styles.



Model "B" 6-lb. Iron. Also Laundry and Tailors' Irons.



660 Watts to 3 K.W., 110 or 220 Volts.



All sizes and types to serve smallest family or largest institution.

The National Electric Heating Co., Limited
Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

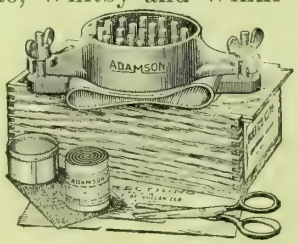
Our Exhibit Under *the* Grand - Stand

Automobile and Horse Accessories

SOME OF THE AUTO ACCESSORIES YOU WILL FIND IN OUR 1917 EXHIBIT

The name "Trees" has been identified with harness and horse accessories for over half a century—having large factories in Toronto, Whitby and Winnipeg.

Owing to the gradual displacement of the horse by automobiles we have decided to extend our line and add the most popular selling auto accessories, some of which are here listed.

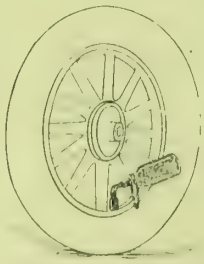


Adamson Vulcanizer

"Master" Battery

As you will see by our Exhibit at the Canadian National Exhibition, Toronto, this year, we are not supplanting our harness business; we are still carrying a full line of high grade harness and horse accessories — Blankets, Collars, Johnston's Rope Halters, Leather Halters, Clippers, Chain Breast Straps, Iron Hame Fasteners, Curry Combs, etc. We're also showing Web Suit Case and Trunk Straps, Shawl Straps, Dandy Brushes, Hawes' Harness and Shoe Polishes, Dog Collars, etc.

Look us up at the Ex.

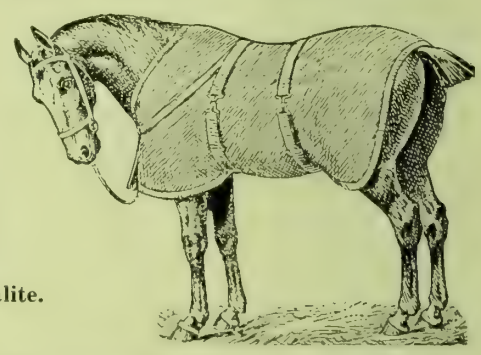


Wizard Tire Inflater

"TREES" *the harness people*

Into Auto Accessories

Plaid Shawl Rugs; Square Rubber Rugs (Unlined and Fancy Linings); Plush Motor Rugs; Heavy Plush Robes; Ford Seat Covers; Ford Radiator Covers; Chamois Cloths and Sponges; Tire Covers; Men's Rubber Aprons; Spoke Brushes; Weed Chains; Opco Carbon Remover; Ford Switch Locks; Presto Cloths; Titewad Rubber Putty; Benjamin Cluster Plugs; National Auto Body Dressings; Rubberset Varnish Brushes (on card); Brass Metal Polishes; Slick Hand Cleaner; Tapatco Cotton Gloves; Wizard Fire Extinguisher; Wizard Tire Inflator; Adamson's Vulcanizers (all models) with Repair Gum; Master Batteries; Northern Electric Specialties, including Mazda Lamps, Mirrors, Jumbo Spark Plugs, Speed o meter, Tyrometers, Premier Stickalite.



Samuel Trees & Co , Limited

TORONTO and WHITBY

The Trees, Spriggs Co., Limited

312-14 Ross Avenue, Winnipeg

The Exhibition Grounds

are quite close to our plant (3 minutes on a Queen Street car to the cor. of Fermanagh Ave., then one block East) and we'd be mighty glad to have you come in to see how

Peerless Water Systems

are completely built in Canada

Tanks—Pumps—Electric Equipment, Etc.

***THE PROCESSES** will interest you and you'll see for yourself the advantages of buying water systems that are **MANUFACTURED IN CANADA** by specialists.*

Nothing that you'll see at the Exhibition can affect your future profits so much as the sale of a SIMPLE water system, and an hour with us will convince you that no special expert knowledge is required to sell and install them.

THE PEOPLE WANT COMFORTS. They never before had so much money to spend in that way—and you're the natural medium between them and the manufacturer. It will be worth your while to spend that hour—and we'll enjoy it too.

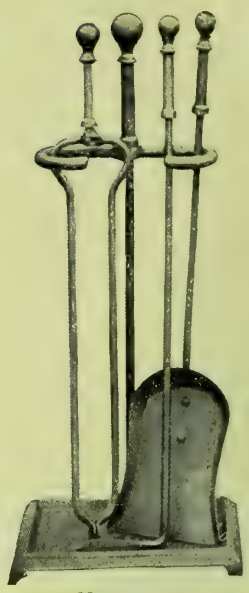
National Equipment Company Limited

1 Wabash Ave., - Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

MANTEL NO. 12
Width 5 feet. Height 5 feet 10 inches. Stocked in Fumed and Weathered Oak.

Iron and Brass Fire Sets



No. 846

Wood Mantels

Grates and Fire-place Furnishings

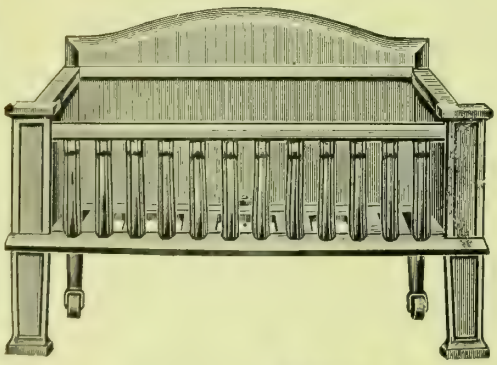
We carry in stock a most complete line of these furnishings, ranging from the popular priced to the most elaborate for the best homes and public buildings.

We also carry a full line of Builders' Hardware; Factory and Mill Supplies; Constructional Hardware; Cabinet Hardware; Fire Door, Garage and Stable Hardware; Cutlery; Tools; Paints; Oils; Brushes, and Butchers' Supplies.

Write for Prices and Catalogues.

Call and see us when in the city—40 Queen East—just two minutes' walk from corner of Yonge.

The Vokes Hardware Co., Ltd.
40 Queen Street East
TORONTO :: CANADA



Portable Coal Basket

No. 1558 — 24 inches

Iron and Brass And-irons

If any advertisement interests you, tear it out now and place with letters to be answered.

Xmas News

Thousands of gifts will be sent over-seas.

What is the most suitable gift for a soldier? A good razor will be appreciated most.

The comfort of an easy, clean shave, makes trench life brighter.

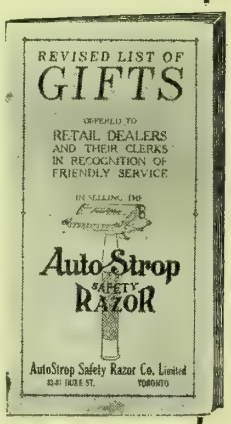
The AutoStrop Safety Razor is the real military razor—because it sharpens its own blades without taking anything apart, it will shave under conditions that no other razor can meet, and has proven the most popular razor among our boys over-seas.

The AutoStrop is the best selling razor in Canada and its progress is due entirely to its superiority over all other razors.

When suggesting a gift for a soldier mention the AutoStrop, because you know it will satisfy.

Order your supply early, and make sure you have a good assortment to take care of early Christmas gift wants.

Write for our catalogue illustrating 34 styles of outfits. Order from your jobber by style numbers



AutoStrop Safety Razor Co., Ltd.

83-87 Duke St., TORONTO, ONT.

Made in Canada

New issue of "Gift Book" just out, copy mailed on request.

H.M.
AutoStrop Safety Razor Co.
Limited
TORONTO, ONTARIO

Please send me a copy of your Gift Book.

Name .....

Store .....

Town .....

Prov. .....

If any advertisement interests you, tear it out now and place with letters to be answered.

MACLEAN'S FOR SEPTEMBER

is a magazine of the very best type and rank. It is made for Canadians, and so has a value and appeal to Canadians possessed by no other magazine in the world. MACLEAN'S circulation is getting greater each month. It is now 50% larger than a year ago. The inference is inevitable.

Northcliffe

Lord Northcliffe will be a contributor to the September MACLEAN'S. The general theme of his article will be Canada's position at the present time in relation to the war and to the Empire afterwards. Be sure to read what the brilliant and dominant man has to say about our country. Get an outsider's viewpoint.

MacLean

John Bayne MacLean, publisher, editor, publicist, clear-seeing and far-seeing, has another strong article in the September MACLEAN'S. Colonel MacLean has proved himself to be as clear-sighted as Kitchener in many matters pertaining to the present war; and he is doing a needed work now in THE FINANCIAL POST and other newspapers, to arouse Canadians to a proper sense of the perils that lie ahead.

Ronald

Another smuggling revelation!

A certain Canadian town offered a big bonus to a factory. An American supplied the desired factory, smuggled into Canada the whole plant required,—and was afterwards found out and brought to book. J. D. Ronald tells the whole amazing story in the September MACLEAN'S. Mr. Ronald is contributing to MACLEAN'S a series of Canadian "inside" smuggling stories—true ones. This is great stuff.

Leacock and Laut

Stephen Leacock and Miss Agnes C. Laut are contributors as usual to the September MACLEAN'S. Leacock's humor is bubbling, sparkling and refreshing—like spring water. Miss Laut provides another of her well-informed vigorous, and revealing articles on a phase of the war in relation to Canada and the United States. Miss Laut makes us think and wonder!

Jacobs and McGrath

W. W. Jacobs contributes one of his inimitable short stories to the September MACLEAN'S. "Their Wives Went Along." Harold McGrath, world famous story-writer, who wrote "The Man on the Box," provides a complete novelette. It is a story of adventure and mystery.

Allenson and Moorhouse

A. C. Allenson contributes a short story, "A Flutter in Diamonds;" and Hopkins Moorhouse, "Their Tents like the Arabs." These two men are Canadians—winning fame, and adding lustre to Canada's record for producing short story writers of the first-class.

Hendryx

James B. Hendryx's serial, "The Gun Brand," continues in the September MACLEAN'S. A great story of the Canadian Northwest. The Movie-makers are filming Hendryx's work. So you can be sure that he's writing the right sort of stuff.

Women and Their Work

This is the title of a new department in MACLEAN'S. In the September issue, this department will contain:

Reducing my household cost.

The Care of the Child—an article by Dr. George E. Smith.

A sketch of Mrs. W. M. Davidson, a prominent Western woman, engaged with her husband in editing the Calgary Albertan.

Cooking the Cheaper Cuts,—an article on economy in the kitchen.

This new department will prove of first-class interest to all women.

Review of Reviews

One of the best liked and most valuable features of MACLEAN'S MAGAZINE is its Review of Reviews Department where the best and most significant articles appearing in current literature are condensed for the busy reader, and for the one who wants to know what other magazines are printing. Here one gets a cross-section of the world's best thought.

At All Newsdealers 15 cents

SOREN BROS.

New Plant at 549 King Street West, on the road to Exhibition.

Take King Car going west.

Call and see us.

We Make 10 Different Sizes of Drums

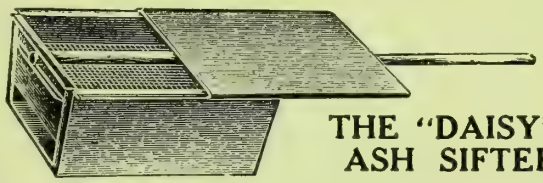
Ask Us For Prices

Look us up at the Ex.

Exhibit in Manufacturers' Annex (under Grand Stand)

As usual we will have our exhibit at the Exhibition in the Manufacturers' Annex which is situated below the Grand Stand. Among our splendid showing of tinware will be found many new lines this year and some of the old stand-bys.

Made in all styles and in two sizes

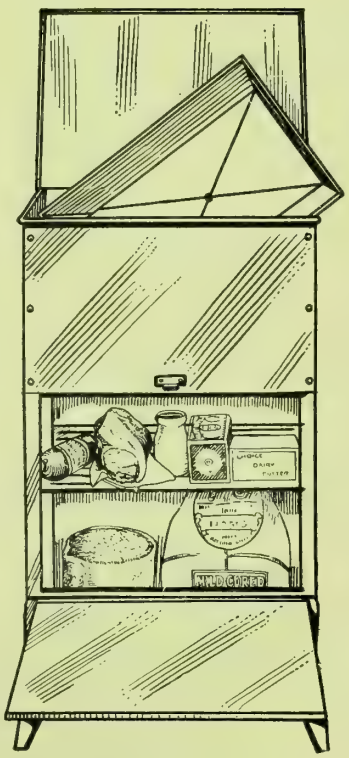


THE "DAISY" ASH SIFTER

so long the popular favorite will be demonstrated. It comes in several styles and in two sizes. The "Daisy" is the standard ash sifter of to-day—a proven success, built for service and efficiency.

A new line has made its appearance since last year—the

"Frost King" *All-Metal* Refrigerator



This refrigerator has taken the trade by storm—has been a phenomenal success since its introduction last Spring, filling as it does the long-felt want—an efficient refrigerator at a low price. The Frost King with its many advantages will be demonstrated at our exhibit and many new customers will be won for you. Housewives who have felt the need of ice during the hot weather but who hesitated to make the outlay, those who live in flats and apartment houses have all felt this need, will, every one of them, see the advantage of the "Frost King." With the creating of this demand our part is through. It's up to you to cash in on it in 1918 by stocking this wonderful little food economizer.

The Frost King is cheap, light, compact, attractive, strong and sanitary. **Be sure to see it at the Ex. Place your order for Daisy Ash Sifters now.**

If any advertisement interests you, tear it out now and place with letters to be answered.

SAMUELS' "CANADA" Dustless ASH SIFTER

THE SOLUTION TO THE HIGH-PRICE-OF-COAL SITUATION

The ONTARIO GOVERNMENT says—
Thoroughly sift all coal ash, and burn the residue

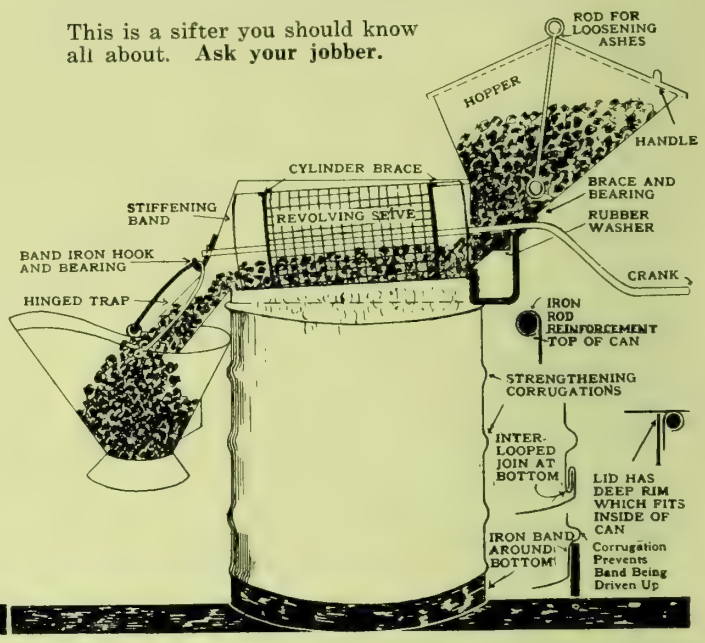
In a poster issued recently by the Ontario Government, at the request of the Dominion Fuel Controller, the statement is made that energetic measures are being adopted to prevent fuel shortage, and the request is made for the public to conserve the coal supply by sifting all residue from the coal ash and in this way recover 1-10 of the fuel originally fed to the fire.

To sift ashes is not only an economy but an absolute necessity—a patriotic move.

SELL THE SAMUELS' CANADA ASH SIFTER and cut the coal consumption 1-10 in your town. The "Canada" is not the rich man's ash sifter. It's everybody's, rich and poor alike, for there is a real need for it in every home in Canada where coal is used.

The "Canada" sifter is easy to operate, absolutely dustless and lasts a lifetime—a money-saver for your customers and a money-maker for the dealer. Note the many features of the "Canada" sifter shown in the accompanying illustration—the revolving sieve which is strongly reinforced, the self-feeding hopper, strongly braced, the detachable ash can, reinforced with iron band bottom and rod top.

This is a sifter you should know all about. **Ask your jobber.**



J. SAMUELS
275 Queen Street West, Toronto, Ont.

We Hope to Meet You Personally at Toronto Exhibition

Hardware Dealers Register

Enter your name on the "1900" Register—just an easy way of telling us who you are.

Call in and turn over its pages frequently. See what dealers are in town. Give your own Toronto address, so your friends may know you are here and where to find you.

Register as soon as you enter the grounds.

"1900" Water Motor Washer

This annual occasion offers an opportunity to get personally acquainted with the trade that we are always anxious to improve.

There's a welcome waiting for every Hardwareman in Canada at the "1900" Washer Exhibit. Many of you are old friends—others we have had dealings with by mail—some we have heard of but have never met. Come and see us—we're in the Manufacturers' Annex, No. 2, just beneath the Grandstand. (See Exhibition Directory, page 224).

If you do not handle our line—this will afford you an opportunity to meet men who do. They will tell you there are no poor territories for "1900" Washers. Every class of home needs some kind of a washing machine. There is a "1900" Washer in our complete line of a style to meet every need or preference. The "1900" dealer's market is limited only by the number of houses in his town. And the "1900" Washer is the best known of any machine on the market, and consequently sells itself.

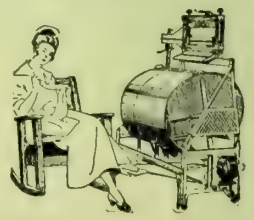
Enquiries from our extensive twice-a-year advertising campaigns are handed over to responsible dealers in each territory.

We have a few territories not yet taken up. Investigate our proposition—you will find it profitable. We may not have a dealer in your town.

"1900" Washer Company
357 Yonge Street, Toronto

Leave Your Parcels With Us

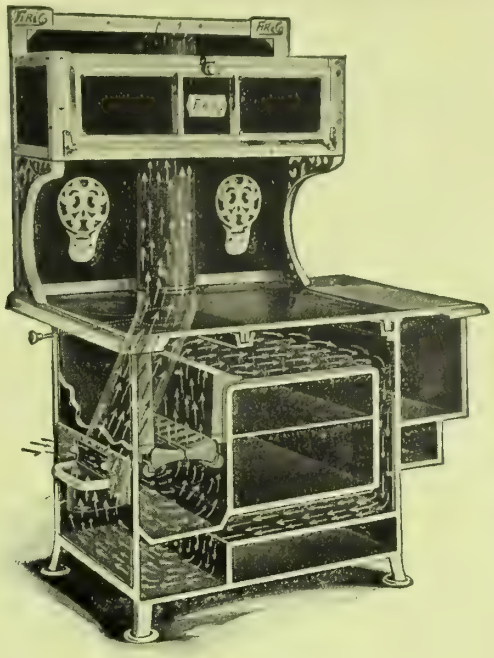
There are endless ways in which you will find our exhibit useful to you. Bring us your parcels, club bags or lunches. We will look after them for you, without charge, while you are on the grounds. Make our Exhibit your Headquarters. Call upon us freely for help or information.



"1900" Cataract Electric Washer

FiReCo.

REGD.



The New Range

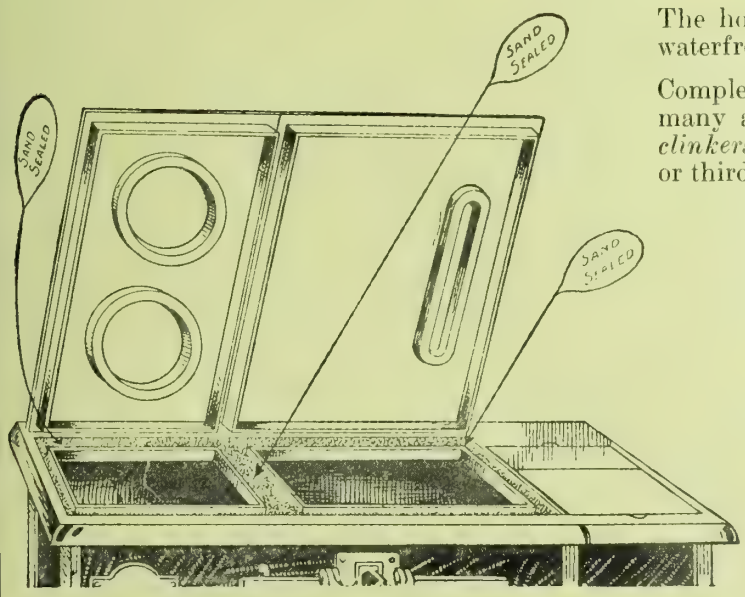
Different from all others, An Entirely New Idea In Stove Construction

FIRE TRAVELS COMPLETELY AROUND THE OVEN AND NO HEAT ESCAPES UP THE CHIMNEY.

All joints of the *"FiReCo"* are sand sealed, making an absolute air-tight top. All top plates and lids have a flange set in sand which prevents leakage of smoke or gas. The result is perfect combustion, making only one-third the ashes of the ordinary range.

Saves One-Half of Fuel Bills

Fuel economy is the strongest selling point it is possible for you to have at your command in putting through a range sale just now in view of the high price of coal and wood. The **"FiReCo"** burns hard coal, soft coal or wood.



The housewife can bake, cook on top plates and heat waterfront at the same time, with the *"FiReCo."*

Complete combustion of fuel results in one-third as many ashes as the ordinary range—and there are *no clinkers.* Ash pan requires emptying only every second or third day.

One feeding of coal will hold oven up to baking heat six to eight hours. Even heat on all sides of oven, without use of dampers. Has neither dampers, baffle plates or partitions in the flue.
The "FiReCo" is in fact the greatest advance in stove construction of the age. Let us tell you all about it.

Hall, Zryd Foundry Co.

Limited

Hespeler, Ontario

WESTERN AGENCIES:

G. A. Zryd, 288 Princess St., Winnipeg, Man.
R. E. Leslie, 215 10th Avenue West, Calgary, Alta.
Sault & Porteous, 160 Third Ave., N.W., Edmonton South, Alta.

INDEX TO ADVERTISERS

A

Ackland, D. 29
Acme Steel Goods Co. 70, 106
Acme Waste Co. 111
Adamson Mfg. Co., Ltd. 62
Allith Mfg. Co., Ltd. 24
American Shearer Mfg. Co. 4
American Pad & Textile Co., Ltd. 237
Andrews Wire Works, Ltd. 22
Atkins, E. C., & Co. 25
Atlas Mfg. Co. 109
Autographic Register Co. 261
Auto-Strop Razor Co., Ltd. 255

B

Banwell, Hoxie Wire Fence Co. 26
Barnett, G. & H., Co. 102
Barton Netting Co., Ltd., The 100
Beauchamp, J. E., & Co. 74, 76, 104
Belleville Lock Co. 239
Belyea, Walter 76
Berry Bros. 202
Binney & Smith 80
Boeckh Bros. Co., Ltd., The 78
Booth-Coulter Co. 110
Bowser, S. F., & Co., Inc. 64
Bradstreets, Ltd. 229
Brandram-Henderson, Ltd. 199
Brantford Cordage Co. 235
Bridgeport Hdwe. Mfg. Corp. 63
British Aluminium Co. 106
Brown, Boggs Co. 22
Buck Brothers 99
Burlington Windsor Blanket Co., Ltd. 88
Butler, Geo., Co. 88
Butterfield & Co., Inc. 212, 213

C

Cameron & Campbell 114
Canada Cement Co. 10
Canada Dry Cells Co., Ltd. 48
Canada Glue Co. 218
Canada Metal Co. 31
Canada Paint Co., Ltd. 206, 207
Canada Steel Goods Co., Ltd. 18, 19
Canada Stove and Foundry Co. 41
Canadian Carbon Co. 59
Canadian Cons. Glass Co. 216
Canadian Consolidated Rubber Co., Ltd. 112
Canadian Ever-Ready Works 65
Canadian Fairbanks-Morse Co. 69
Canadian Laco-Phillips Co. 262
Canadian Lamp & Stamping Co., Ltd. 53
Canadian Pneumatic Tool Co. 57
Canadian Steel & Wire Co. 27
Canadian Tube & Iron Co., Ltd. 33
Canadian Tungsten Lamp Co. 64
Canadian Warren Axe-Tool Co. 99
Canadian Winkley Co. 62
Canadian Wm. A. Rogers, Ltd., The 90, 91
Cane, Wm., & Sons Co., Ltd. 72
Cannon Oiler 74
Carborundum Co., The 83
Cartland, Jas. 64
Cartwright, C. C. 70
Caverhill, Learmont 5, 116
Chatillon, J., & Sons 99
Chesterman, Jas. 231
Chicago Flexible Shaft Co. 60, 61
Chicago Spring Butt Co., Ltd. 111
Clare Bros. Co., Ltd. 46, 47
Clements Mfg. Co. 224
Cleveland Stone Co. 86
Climax Baler Co. 20
Coghlin, B. J., Co., Ltd. 104
Collins Mfg. Co., The 86
Collette Mfg. Co. 82
Colts Patent Fire Arms Mfg. Co. 67
Connor, J. H., & Sons, Ltd. 105
Consumers' Cordage Co. .... Inside back cover
Corning Glass Mfg. Co. 15
Crookes, Jonathan 106
Cummer-Dowswell Mfg. Co. 82
Curtis, Chas. 74

D

Davidson, Thos., Mfg. Co., Ltd. 36, 37
Delta File Works 229
Disston, Henry, & Sons, Ltd. 218
Dominion Belting Co., Ltd. 87
Dominion Cartridge Co., Ltd. 118, 119
Dominion Linseed Oil Co., Ltd. 217
Dominion Sewing Machine Co. 78
Dominion Sheet Metal Co., Ltd. 34
Dougall Varnish Co., Ltd. 209
DuPont de Nemours, E. I., & Co. 55

E

Eclipse Mfg. Co. 71
Eddy, E. B., Co. 226, 227
Eley Bros. Co. 76
Embree, Ira 25
Enterprise Foundry Co. 45
Excelsior Plate Glass Co. 98

F

Factory Products, Ltd. 74
Findlay Bros. Co., Ltd. 50
Francis Rand Co. 77
Frothingham & Workman 16

G

Gilbert, The A. C., Co. 222, 223
Gillette Safety Razor Co., Ltd. 1, 2
Gipe-Hazard Store Service Co. 111
Glidden Varnish Co. 248, 249
Goodell-Pratt Co. 96, 97
Greening, B., Wire Co. 17
Great West Electric Co. 80
Gurney Foundry Co. 43
Gutta Percha & Rubber, Ltd. 82

H

Hall, Zryd Co. 259
Hamilton Carhartt Cotton Mills 56
Hamilton Cotton Co. 21
Hamilton Stamp & Stencil Works 109
Harrington & Richardson Arms Co. 62
Heller-Aller Co. 81
Howard, Vaughan, Ltd. 81
Hoyt Metal Co. 210
Hutton, James, & Co. 106
Hygienic Products Co. 82
Hyfield Mfg. Co. 64
Hyslop Bros. 54

I

Imperial Oil Co. 51
International Nickel Co. 107
Interstate Electric Novelty Co., Ltd. 66

J

James Bros. Co. 109
Jamieson, R. C., & Co., Ltd. 200, 201
Jennings, Russel Mfg. Co. 111
Jenkins Bros. Co. 84
Jewel Electric Co. 64
Johns-Manville, Canadian, H. W. 67
Johnson, Iver, Arms & Cycle Works 63
Johnston Brokerage Co. 110

K

Kasement Serene Dore Co. 247
Kinzinger, Bruce Co. 109

L

Laidlaw Bale Tie Co., Ltd. 24
Lamplough, F. W., & Co. 109
Lane, Will B. 52
Landers, Frary & Clark Co. 12
Leslie, A. C., & Co. 103
Lewis Bros., Ltd. 3
Line, Hansen & Kimball 55
London Bolt & Hinge Co. 106
London Foundry Co. 237
London Rolling Mills 107
Lufkin Rule Co., Ltd. 102

M

Mallory, G. W. 84
Manitoba Bridge & Iron Works 20
Manitoba Engines, Ltd. 98
Manitoba Rolling Mills 225
Marble Arms & Mfg. Co. 55
Martin-Senour Co., Ltd. 194, 195
Martin, L., Co., The 85
McArthur Irwin Co., Ltd. 215
McComb, J. H., Ltd. 9
McDonald & Wilson 2
McDougall, The R., Co., Ltd. 92
McLain, Louis 101
Meakins & Sons, Ltd. 117
Megantic Broom Co. 92
Metallic Roofing Co., Ltd. 13
Metal Specialties Co. 81
Moore, Benj., & Co. 208
Mossberg, Frank, & Co. 58
Morrison, James, Brass Mfg. Co., Ltd. 233
Morrill, Chas. 108
Myers, F. E., & Bro. 229

N

National Electric & Heating Co. 251
National Equipment Co. 253
National Machinery & Supply Co. 26
National Stamping & Electric Co. 220
National Hardware Co. 109
Newman, Wm., & Sons, Ltd. 7
Nicholson File Co. 92
Nineteen Hundred Washer Co. 258, 224
North Bros. Mfg. Co. 87
Northern Bolt, Screw & Wire Co. 98
Northern Electric Co., Ltd. 68
Northland Ski Co. 76
Nova Scotia Steel Co. 239

O

Oakey, John, & Sons, Ltd. 229
Ontario Lantern & Lamp Co. 258
Ontario Oil & Turpentine Co. 216
Ottawa Paint Works 203
Otterville Mfg. Co. 111
Owl Metal Co. 7, 229

P

Parmenter & Bullock 109
Pease Foundry Co. 40
Penn, A. C., Co. 73
Pink, Thos. 231
Plewes, Ltd. 80
Plymouth Cordage Co., Ltd. 211
Port Hope File Co. 4
Port Hope Mat Co. 100
Power Light Co. 70
Pratt & Whitney Co., Ltd. 89
Progressive Mfg. Co., The 104
Prairie City Oil Co., Ltd. 219

R

Ramsay, A., & Son Co. 196
Record Foundry Co. 42
Reeder-Weeks Co. 73
Renfrew Machinery Co. 111
Rice Lewis & Son, Ltd. 221
Rideau Specialty Co. 106
Royal Iron Mfg. Co. 26

S

Samuels, J. 258
Sharratt & Newth 107
Sherwin-Williams Co., Ltd. 204, 205
Simms, T. S., & Co., Ltd. 14
Simonds (Canada) Saw Co. 104
Smart, James, Mfg. Co., Ltd. 38, 39
Soren Bros. 257
Spielmann Agencies, Ltd. 65, 109, 237
Sphinx Mfg. Co. 81
St. Mary's Wood Specialty Co., Ltd. 237
Stanley Works, The 120
Stanley Rule & Level Co. 6
Star Mfg. Co. 70
Stark Rolling Mills Co. 8
Starrett, L. S., & Co. 93
Steel Bending Brake Works 106
Steel Co. of Canada, Ltd., The 23
Steel Trough & Machine Co. 109
Stephens, G. F., & Co., Ltd. 193
Stevens-Hepner Co., Ltd. 102
Stewart, Jas., Mfg. Co. 35
Still, J. H., Mfg. Co. 89
Swan Mfg. Co. 107

T

Tallman Brass & Metal Co. 106
Taylor-Forbes Co. 231
Thompson, B. & S. H. 94, 95
Tire Import Co. 75
Toronto Furnace & Crematory Co. 44
Toronto Lock Co. 198
Toronto Plate Glass Importing Co., Ltd. .... Inside front cover
Toronto Pottery Co. 250
Townsend, S. P., & Co. 102
Trees, Samuel, & Co. 252
Trimont Mfg. Co. 7

V

Victor Saw Works, Ltd. 28
Vokes Hardware Co. 254
Volpeek Mfg. Co. 202

W

Wakyte Mfg. Co. 32
Walker Bin & Store Fixture Co. 30
Ward & Payne 100
Watson Mfg. Co. 109
Wells Bros. Co. of Canada 214
Western Clock Co. 11
Wheeler & Bain 229
Whites, Limited 225
White Mop Wringer Co. 89
Whittall Can Co. 197
Wilckes, Martin & Wilckes Co. 109
Williams Bros. & Piggott 110
Wilkinson & Kompass 74
Winnipeg Ceiling & Roofing Co., Ltd. 103
Woods, Walter, & Co. 98
Woodstock Wagon Mfg. Co. 79
Wrought Iron Range 49
Wrought Washer Mfg. Co. 80

The Modern System of Executing Business Records In Office, Factory or Store

A system which, by its economy of time and labor, its convenience and accuracy, entirely supersedes the time-worn methods of using padded forms, duplicating books, loose sheets, and carbon paper wherever written records are required to be executed in multiple sets.

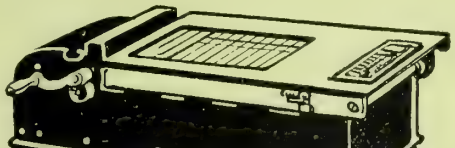
Away back in the early days when two or more copies of a business transaction were required it was necessary to entirely rewrite the original record. Then came carbon paper, and a vast improvement in all kinds of systems for the handling of business records.

With the increased use of carbon paper came the demand for a convenient and rapid method of handling the record sheets and carbons. This demand was adequately met by the Shouperior System of Autographic Registers. A system which permits of making as many manifold copies as are desired at one operation, either by pen, pencil, or typewriter.

This entirely eliminates the previously necessary operation of assembling loose forms, blanks, carbon paper, etc., as the execution of one set of forms automatically prepares the next set, carbon paper and all.

The Shouperior System of Autographic Registers can be adapted to any kind of business. By manufacturers, wholesalers, or retailers. For bills of lading; purchase orders; receiving or billing systems; for charge and delivery forms; factory or work orders; for sales and stock records; vouchers, and cash sales systems. In fact, for any business transaction of which a multiple record is desired.

The "Shouperior" System is to-day being adopted by many of the most important concerns in this country as being the most efficient and economical method of executing their business records. It will serve you equally well.



SHOUPERIOR Autographic Registers

A System for Executing Business Records

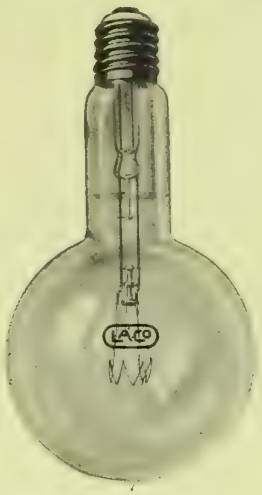
You can learn more about the "Shouperior" System as applied to your particular business. Drop us a card, or better still, send us a sample set of the forms you are now using, for quotations and advice. Address nearest office.

AUTOGRAPHIC REGISTER CO. of CANADA, Limited, MONTREAL, P.Q.

Lumsden Bldg, TORONTO, ONT. Somerset Bldg., WINNIPEG, MAN.

If interested, tear out this page and keep with letters to be answered.

Plenty of
LACO-NITRO LAMPS
For Canada This Year



Last year the unprecedented demand for Laco-Nitro Lamps made it particularly difficult to supply the demand.

This year we have huge stocks available. Standard sizes 60 to 1000 watts can be delivered immediately from Montreal, Toronto, Winnipeg or Vancouver warehouses.

This year the demand for Laco-Nitro Lamps will be much greater because of the superior service which these lamps have rendered Canadian manufacturers and merchants.

Our present stock in Canada will guarantee the dealer that he can supply all demands

We offer in the Laco-Nitro Lamp a tungsten filament in a nitrogen gas filled bulb. This lamp represents the highest development of the tungsten lamp. The tungsten filament in the nitrogen filled bulb gives a clearer, whiter light and greater candle power per watt than any other type lamp, hence the slogan:

The LACO-NITRO LAMP *"The Light That Gives More Light"*

THE ADVANTAGES OF THIS LAMP TO THE MAN WHO BUYS IT:

The prime requirements of those interested in the proper lighting of all manufacturing plants are—a clear, white light, closely approximating daylight and a light which gives the most light with the least consumption of current. The Laco-Nitro Lamp does all of these, hence the increasing demand for these lights throughout all parts of Canada.

Our broadcast advertising campaign in Canada is making this light known to manufacturers and merchants throughout Canada.

If you will stock, display and push the sale of Laco-Nitro Lamps, you can, because of their outstanding superiority, control much of the lamp business in your vicinity—moreover, supplying the lamp requirements of manufacturers will put you in close relation to them and help you meet their many other demands for mill supplies.

THE CANADIAN LACO-PHILIPS COMPANY
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

LION BRAND CORDAGE

STRENGTH and long service characterise Lion Brand Cordage, whether used for Tow Lines, Hay-forks, Transmission Rope, Baling, Clothes Lines or Wrapping Twines.

Quality

Reliability

Durability

13 Distributing Points

Five Outstanding Features of Our Service

Made in Canada

Used extensively for towing barges, pulling automobiles and for all kinds of heavy and rough usage.

The dealer that stocks LION BRAND builds his cordage business on a substantial basis, supports home industry and handles a reliable article which always insures satisfaction and profit.

CONSUMERS CORDAGE COMPANY, LIMITED

AGENTS AND STOCKS AT

HALIFAX ST. JOHN, N. B. MONTREAL TORONTO
JAMES BISSET & CO., QUEBEC MACGOWAN & CO., VANCOUVER
TEES & PERSSE, LIMITED WINNIPEG, FORT WILLIAM
REGINA SASKATOON MOOSE JAW CALGARY EDMONTON

DEALERS' HELPS

THE NEW HELPS for Community Dealers are now about ready for your requisitions.

Some of them are illustrated above—Mailing Circulars featuring the several Community designs, Window Cards, Counter Cards, Hangers, Easels, Post Cards.

This is just the beginning—all we have space for here.

We will supply you also Catalogues, reprints of the National Advertisements that are being read by practically every silverware consumer in this country, Lantern Slides and Newspaper Electros featuring your business in Community and hooking up your Store with our national advertising.

All Free for the Asking.
All Imprinted with Your Name and Address.
All Sent You Prepaid.

ONEIDA COMMUNITY, Limited, NIAGARA FALLS, ONT.

HARDWARE AND METAL

Vol. XXIX No. 35 — PUBLISHED EVERY SATURDAY SINCE 1888 — September 1 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

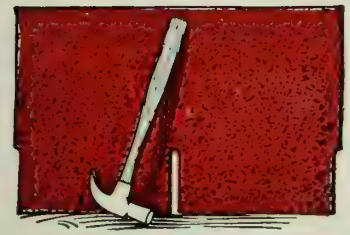
PUBLICATION OFFICE: TORONTO, CANADA

NEPONSET TWIN SHINGLES

(*Slate Surfaced*)

BIRD NEPONSET PRODUCTS

RED or GREEN



For prices and further particulars write to

BIRD & SON, DEPT. V, HAMILTON, ONT.

Warehouses:
Winnipeg, Calgary, Vancouver, Montreal, St. John

The Largest Manufacturers of Roofings, Wall Board and Roofing Felts in Canada.

A ROOF of Neponset Twin Shingles like the one below, in your neighborhood, would be a great advertisement for you and would practically ensure you all the roofing business for residences in your district. Neponset Twin Shingles are made from a felt base thoroughly saturated and coated with everlasting Asphalt—Nature's best waterproofer, with a permanent colored crushed slate surface of red or green, embedded under tremendous pressure. They have been well called "The Greatest Roofing Development of the 20th Century."

Makers of the Famous Neponset Paroid Roofing.

LET US HELP YOU
SELL
BISSELL SWEEPERS

IT IS OUR AIM to co-operate with every merchant who sells our goods whether he buys them direct from us or through his jobber.

SO WE HOPE that every "Bissell Dealer" will feel entirely free to call upon us from time to time, whether in immediate need of sweepers or not, for such advertising material as they may need to properly place Bissell Carpet Sweepers and Vacuum Sweepers before their customers.

THIS ADVERTISING MATERIAL CONSISTS OF—

SHOW CARDS in colors, modern and attractive in design.

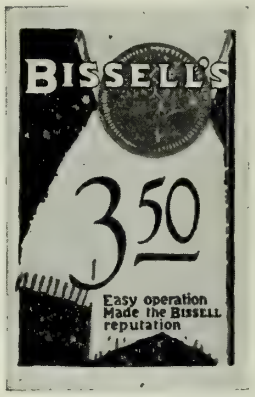
NEWSPAPER CUTS variously designed for Furniture, Hardware, Housefurnishing Stores, Etc.

FOLDERS—finely printed in colors for counter and envelope distribution.

PRICE CARDS—something unusual (see illustration).

WINDOW DISPLAYERS—Lithographed Cut-outs that get attention.

LANTERN SLIDES for picture show advertising.



4 x 6 inches in three postery colors. 9 designs and sales slogans.

THESE ADVERTISING HELPS are all free but are *furnished only on request.* So, when placing an order specify what advertising is required and *ask for Bissell's Latest Special Offer.* Write now for a copy of

BISSELL'S CHRISTMAS OFFER

announcement. In connection with an order for one dozen carpets sweeper, vacuum sweepers or assorted you can get

AN EXTRA SWEEPER

just in consideration of a little co-operation on your part which will be of principal benefit to you.

BISSELL CARPET SWEEPER CO.

OLDEST AND LARGEST SWEEPER MAKERS

GRAND RAPIDS, MICH. MADE IN CANADA, TOO NEW YORK, (25 WARREN ST.)

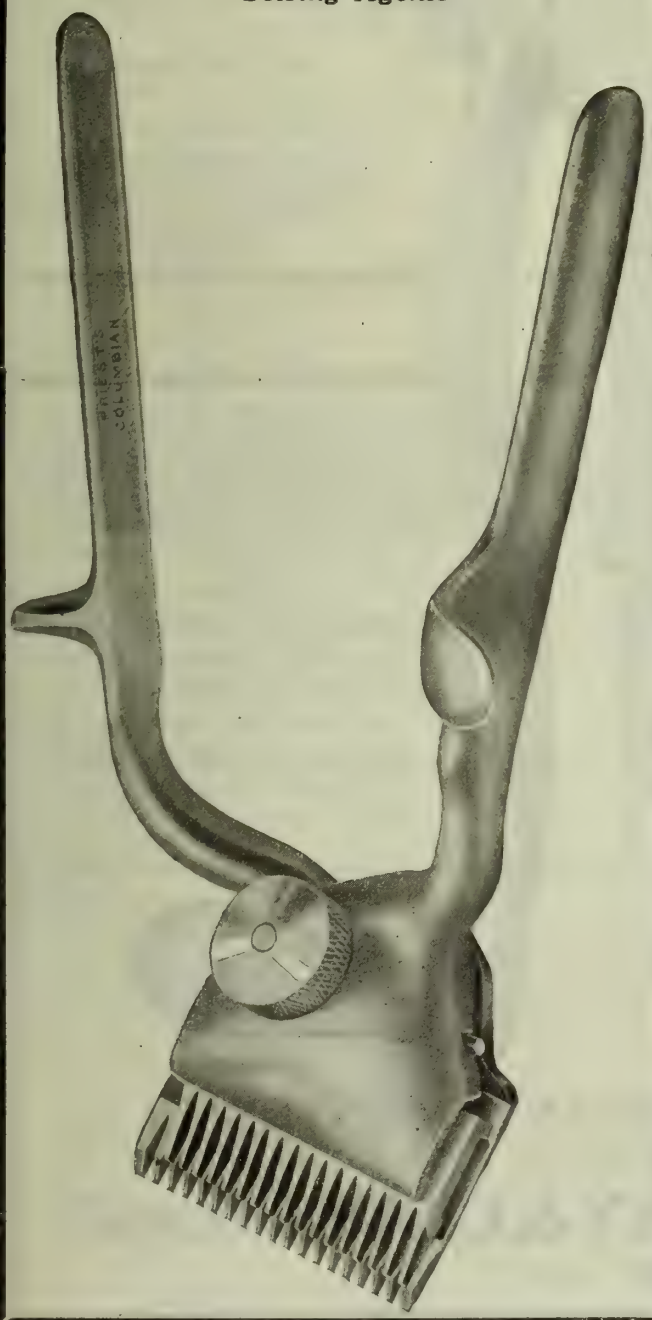
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents



"P.&W. Co."

SMALL TOOLS

The Machinist is a connoisseur—a critic who knows. You can't fool him on tools. Try out his knowledge with the P. & W. line. You'll certainly see him return for more of the same make. So you make a good customer.

Prompt delivery. Order from your jobber.

Pratt & Whitney Company of Canada, Limited

Dundas, Ontario, Canada

Montreal, 723 Drummond Bldg. **Vancouver**, 609 Bank of Ottawa Bldg. **Winnipeg**, 1205 McArthur Bldg.

Yale Products

made in Canada

Padlocks

Door Closers

Night Latches

Builders' Hardware

You have the right to look to the manufacturer for satisfaction. And your customer has the right to look to you. When you stock and sell the Yale line you have done the utmost in guaranteeing your own interests and your customer's.

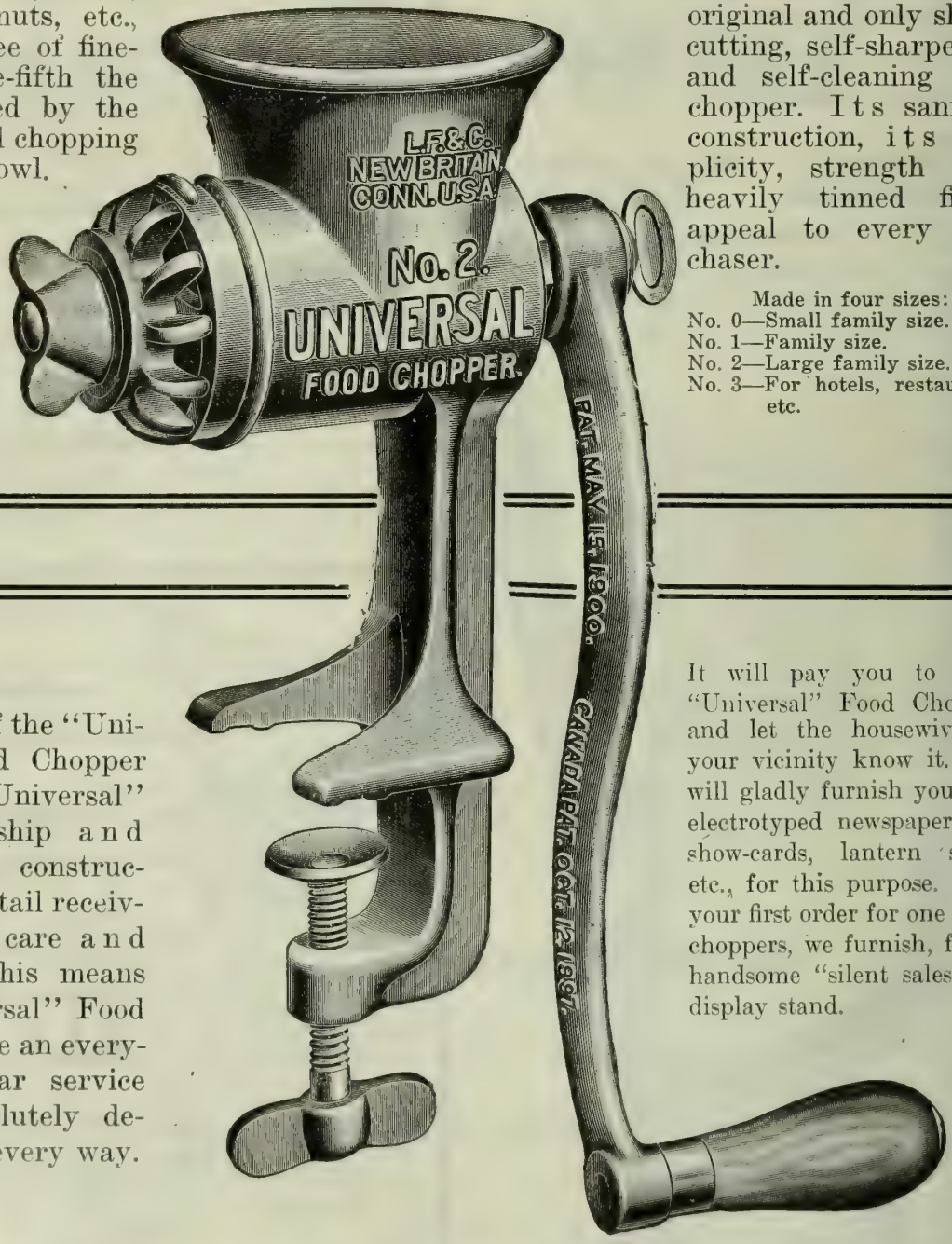
The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

By the use of a Universal Food Chopper a great deal of food that would otherwise be wasted can be made into palatable, nutritious dishes.



The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Made in four sizes:
No. 0—Small family size.
No. 1—Family size.
No. 2—Large family size.
No. 3—For hotels, restaurants, etc.

Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

A. MACFARLANE & COMPANY, MONTREAL

CANADIAN REPRESENTATIVES

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

NEW BRITAIN, CONN., U.S.A.

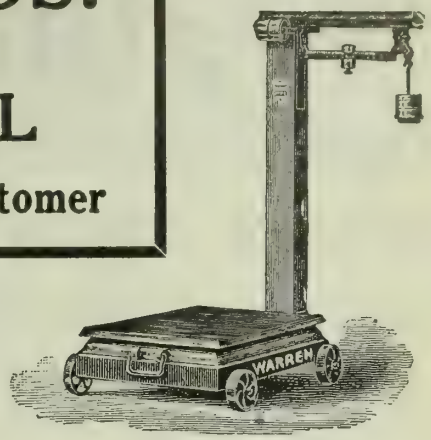
We handle:

Even Balance
Grocers' Meat
Grocers' Trip
Grocers' Counter
Grocers' Tea
Butter Trip
Household
Package
Postal Scales

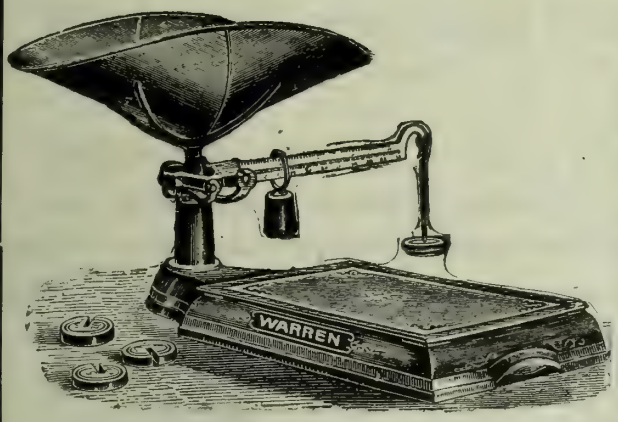
Suggestions for the Preserving Season

LEWIS BROS.
LIMITED
MONTREAL

A Scale for Every Customer



PLATFORM SCALES



FARMERS UNION

Scale Weights of every description.

Write us for particulars

We can quote you a price on any kind of Scales

Lobster Packers
Platform Counter
Portable Platform
Union
Dairy
Weigh Beams
Wagon Scales
Bathroom Scales

Quick Service Mail Order Department

LEWIS BROS., LTD.
MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' & PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS AND GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

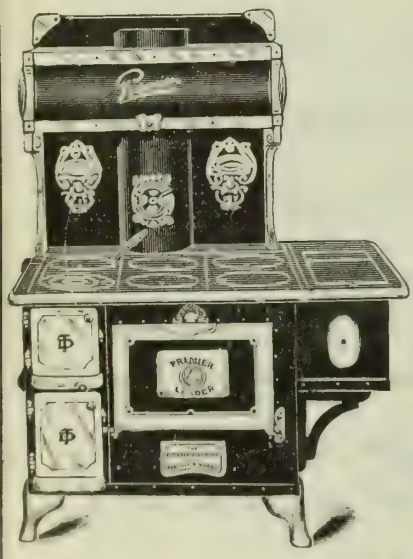
A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal



DAVIDSON'S

RANGES, STOVES and HEATERS, Etc.

ALSO

Full Range of Toys

will be on view at the

TORONTO EXHIBITION

from August 27th to September 8th.

We shall also have an exhibit at the Quebec Exhibition.

A cordial invitation is extended to all. We can assure you that our exhibit will be interesting and instructive. This display will show you the real value of our lines.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

GOODELL-PRATT

1500 GOOD TOOLS

THE AMATEURS' BENCH LATHE

Every amateur mechanic in your town, every boy that has a wireless outfit, every small repair shop and private garage wants a small Bench Lathe. A Lathe that is moderate in price, yet can be used for all classes of wood or metal work; that can be driven by either foot or electric power; one that is provided with numberless small attachments that the owner of the Lathe can purchase if he desires.

There is only one such Lathe made. We make it in two sizes. Most of the best hardware and tool stores now carry it in stock. Do you? If you do, write us for "Lathe Talk" booklets to distribute among your customers. If you don't, you should write us at once for complete information.

The Amateur Bench Lathe.

GOODELL-PRATT COMPANY

Makers of Mr. Punch — Toolsmiths — Makers of Mr. Punch

Greenfield, Massachusetts, U.S.A

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

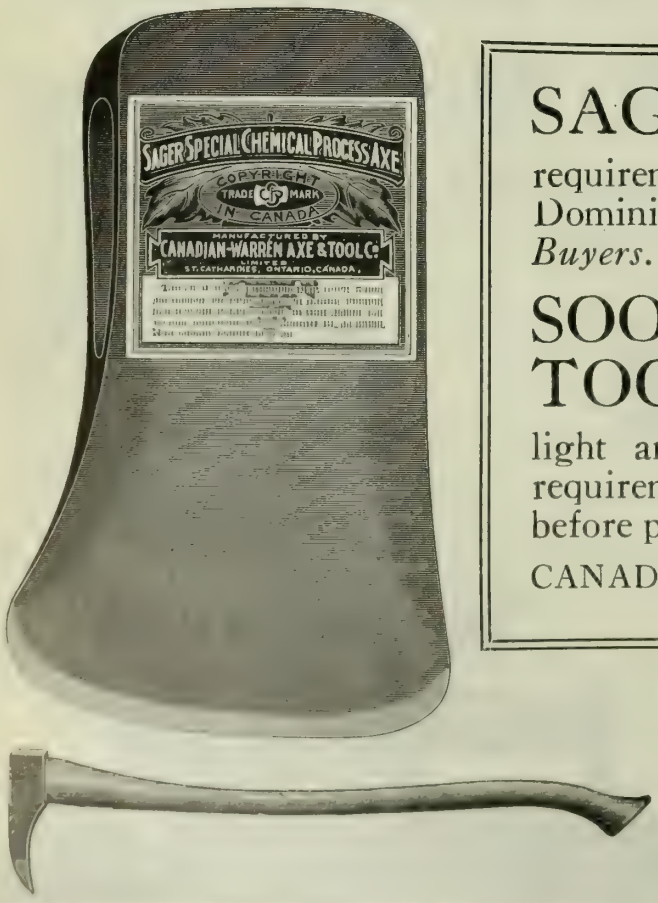
Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

SAMSON
ROOFING

A ROOFING of high reputation, known character and proven worth. A roofing well known for its value and dependability.

ABSOLUTELY GUARANTEED

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

H. S. HOWLAND, SONS & CO.
Limited
WHOLESALE HARDWARE
TORONTO

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

SILENT SANITARY SCHOOL DESKS

WITH FOLDING SEATS

VIEW OF ROW OF SILENT SANITARY DESKS IN POSITION
SINGLE—EACH ACCOMMODATING ONE PUPIL

Mr. HARDWAREMAN, You sell your schools their supplies. Why not include school seats? It will pay you to look into the matter now that schools are re-opening.

Write for information and prices

Canada Foundries & Forgings, Limited
James Smart Mfg. Company Plant
BROCKVILLE, ONT. WINNIPEG, MAN.

"M.R.M."
CHILLED SHOT

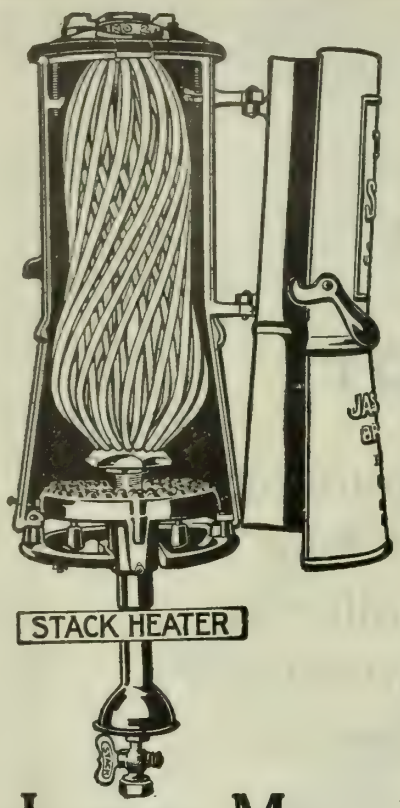
With the approach of the hunting season, dealers should "stock up" on Shot. "M.R.M." Shot is uniform, round and true to size—favorably known to Canadian sportsmen for 40 years.

Put up in canvas bags containing 5, 10, or 25 pounds, and made in a variety of sizes.

Full particulars and prices on request.

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON - - MONTREAL



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

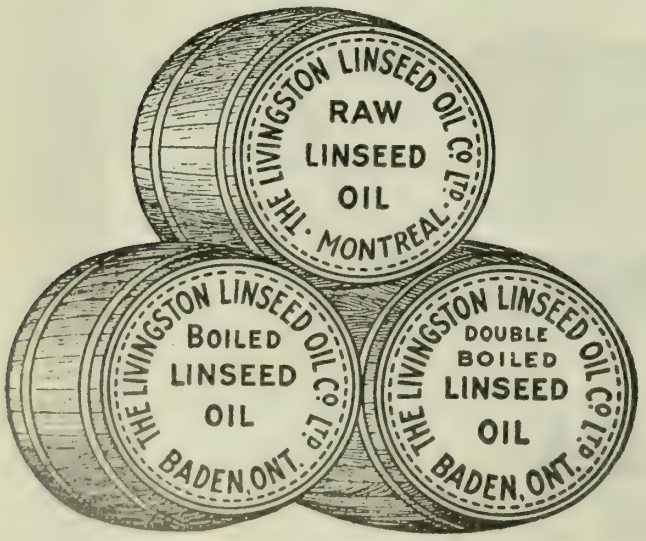
The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

BLUE BARRELS

Your Oil Formula, *Mr. Manufacturer*



is just as important to us as any part of our process, for upon the successful use of **Livingston Brand Linseed Oil** in your product depends our business with you.

Your formula will be given our prompt and careful attention.

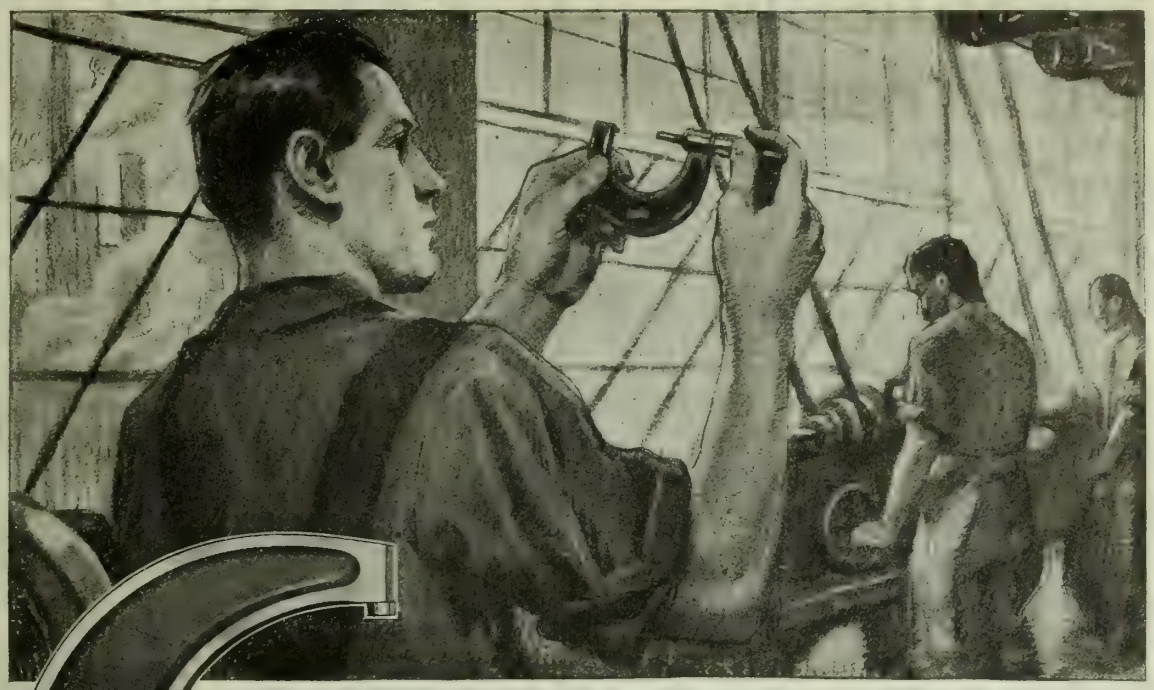
For selling points in which Livingston Brand Oil is employed, don't forget to use this as one of your selling points, for the name **Livingston** applied to Linseed Oil is a strong argument for its use. You will gain through the prestige **Livingston Brand Oil** enjoys throughout the Dominion. **Livingston means quality.**

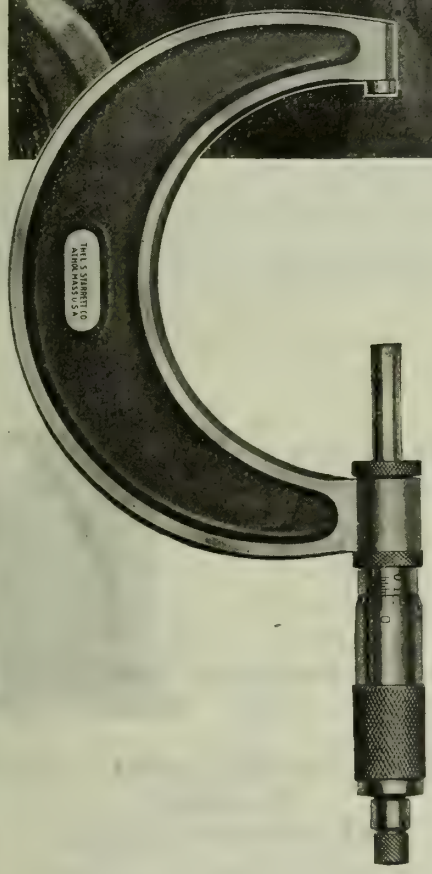
Try Livingston Service

The Dominion Linseed Oil Co., Limited

BADEN TORONTO MONTREAL

BLUE BARRELS





Steady Sales

A steady, permanent, paying business is possible only when the goods you sell are of the same honest character.

Of course, the power of your position as retailer enables you to sell just about anything you please—the first time. But you discriminate. You look over the field carefully before you choose the tools on which your trade is to be built, for confidence of customers is one of your greatest business assets.

Starrett Tools

are chosen because they build business. The accuracy and usefulness of each tool satisfies the needs of the mechanic and sends him back to your store when his work demands more equipment. The completeness of the Starret line enables you to meet every need for fine measuring tools.

So your business grows. The longer you handle Starrett Tools the more solid and permanent your tool trade becomes—a business of steady sales.

Ask for Catalog No. 21MA, describing the 2100 styles and sizes of Starrett Tools.

BY INVITATION MEMBER OF

The L. S. Starrett Co.

THE WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

NEW YORK **LONDON** **CHICAGO**

42-727

High Carbon Steel Scientifically Heat Treated

Ground accurately by machinery.

Cut with mathematical accuracy as to depth, number and position of teeth.

Make the "Famous Five" Files the standard tools of their class.

It is a pleasure for a mechanic to work with them.

Consequently they give good results economically.

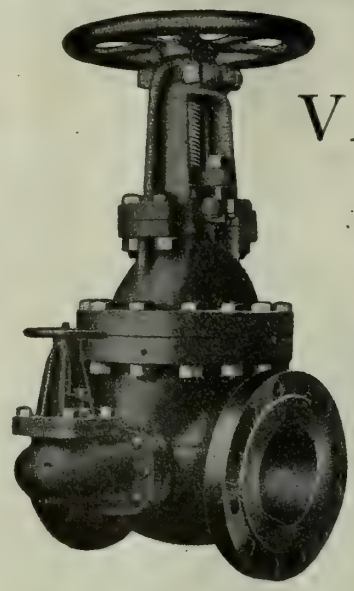
And that's why it pays dealers to sell them.

Specify them when ordering from your jobber.

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

"McAVITY"



VALVES

GLOBE
ANGLE
CHECK
GATE

WITH or WITHOUT
YOKE OR
BY-PASS

BRASS OR IRON

Screwed or Flanged

SIZES ¼" to 12"
PRESSURES 125 to 500 lbs.

FITTINGS

STRAIGHT
AND
REDUCING
FLANGES
BLANK, DRILLED
OR SPOT FACED

SPECIAL VALVES AND FITTINGS TO ORDER AT PROMPT NOTICE

T. McAvity & Sons

Limited

Wholesale and Retail Hardware, Brass and Iron Founders

St. John, N. B.
CANADA

MONTREAL TORONTO WINNIPEG

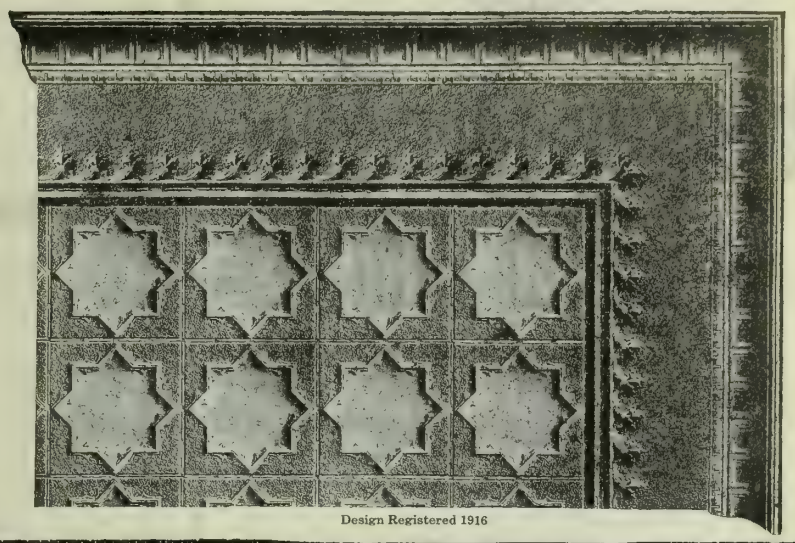
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKY LIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

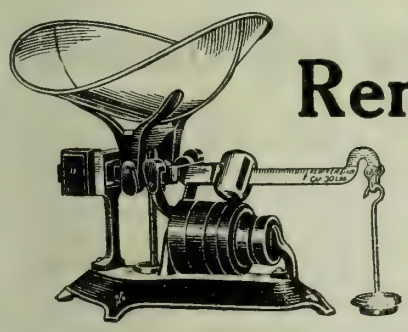
Let us send you selling helps and suggestions — To-day.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

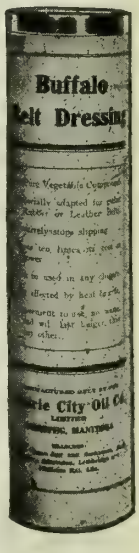
The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

WINNIPEG, MANITOBA

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

The Crop and Business

In view of the great importance of the crop in relation to the Empire's food supply and Canada's business prosperity, THE FINANCIAL POST will present each week a special article dealing with the developments in a broad way and as they affect the business situation as a whole. This article will be edited by F. M. Chapman, Editor of The Farmer's Magazine, who will have direct and authoritative information on the Western Canadian situation supplied regularly by Miss Cora Hind, a former member of our staff, but now Agricultural Editor of the Manitoba Free Press, a publication whose information for some years has not taken second place even to the current Government statistics. Miss Hind's service will be supplemented by reports from the Provincial Departments of Agriculture from time to time.

THE POST believes that this special on agricultural conditions as presented to the readers of THE POST will prove a very valuable guide to the manufacturers and business men, as well as to the investing public as to the developments of the crop in relation to general business and financial affairs.

This is only one of the many news features that THE POST gives its readers every week. It has become so valuable that thousands of them renew year after year.

The Financial Post of Canada

143-153 University Avenue
Toronto, Ontario

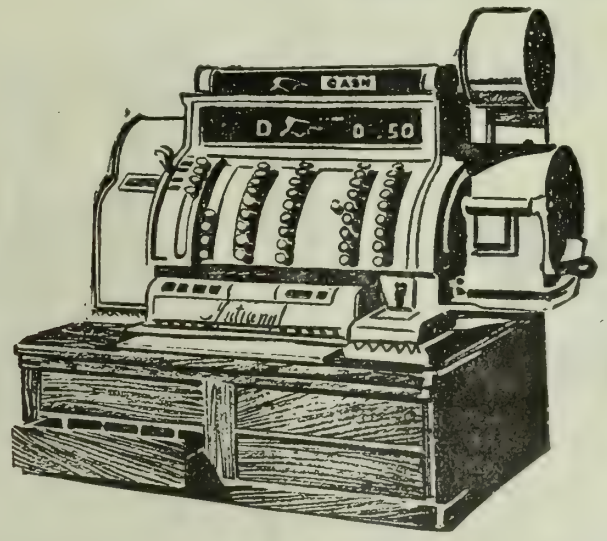
Better Business

In 1916 there were 1785 failures among retail merchants in Canada. Most of these failures were due directly to one cause—unsystematic business. Most of the merchants who failed were apparently doing a big business. But they did not know the details of their business. They had no system. They lost money through mistakes, through forgotten charges. They lost customers through disputes. A store with an annual turnover of $40,000 should net at least $4,000.00 profit, on a conservative estimate, yet that profit is easily eaten up by such losses.

A National Cash Register System insures against loss due to mistakes, forgotten charges, etc., and insures each retail merchant that he will get all his profit all the time—whether he is in the store or not.

The price of a National Cash Register is insignificant when the amount of information it gives is considered.

Write us to-day for full particulars which we will gladly furnish.



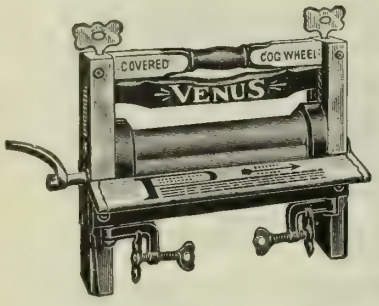
THE NATIONAL CASH REGISTER CO.
OF CANADA, LIMITED

350 CHRISTIE STREET TORONTO, ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

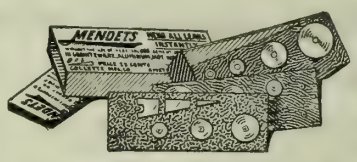
To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL LIMITED
HAMILTON - - CANADA

Every Housewife is a Sure Buyer of

MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



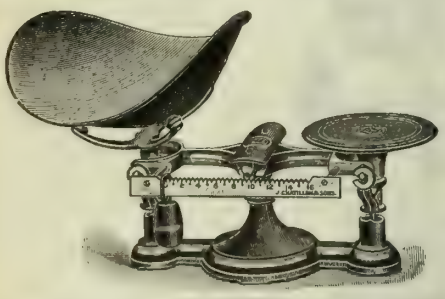
Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada

A Timely Suggestion
Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



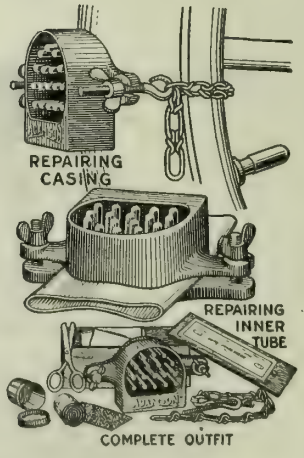
We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber

JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835.

ADAMSON Vulcanizers



MODEL "U"
For Tubes and Casings

The tire is repaired without deflating or removing it from the car. **Absolutely Automatic**

Place the patch—attach the Vulcanizer, put in gasoline—light it. No further attention required. It can't burn, scorch or injure tube or casings. It can't fail to do its work. So simple anyone can operate it.

A Practical Vulcanizing Outfit complete with repair gum ready for instant use.

Model "U" Mailing Weight 4 lbs. **$3.50**

Over one million in use—substantial trade discount—place an order to-day with your jobber for a dozen.

MADE IN CANADA

ADAMSON MANUFACTURING CO.
HAMILTON, CANADA

ANNOUNCING

THE NEW PATTERN

ANDOVER

IN ONEIDA COMMUNITY

RELIANCE PLATE

DELIVERY SEPT., 1ST. ASK
YOUR JOBBER'S SALESMAN
TO SHOW YOU THE LINE

ONEIDA COMMUNITY, LIMITED, NIAGARA FALLS, ONT.

P H
TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

The only ALL CANADIAN FILE

Port Hope File Mfg. Co., Limited
Port Hope, Ont.
ASK YOUR JOBBER

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.
Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

NAILS

"From Ore to Finished Product"

WIRE NAILS
All Standard and Special Gauges.

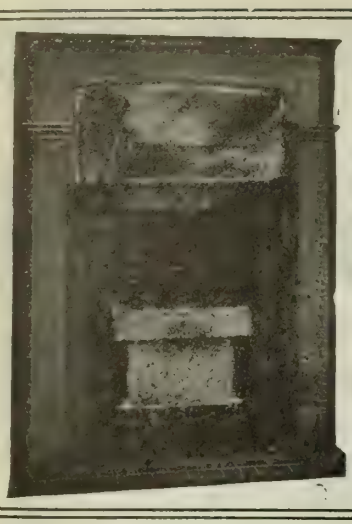
Dominion Iron & Steel Company, Ltd.

Sydney, N.S. **Montreal, Que.**

Nail Wire, Rivet Wire, Oiled and Annealed Wire, Galvanized Wires, Plain, Barbed and Coiled Spring.

WIRE

If any advertisement interests you, tear it out now and place with letters to be answered.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS LIMITED

TORONTO CANADA

WIRE NAILS

IN STEEL HOOP KEG.

WIRE BALE TIES

for baling hay and many other things.

FENCE and POULTRY NETTING STAPLES

WIRE

Bright, annealed, coppered stove pipe, liquor finished, square, etc.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON, ONTARIO

A. T. DIGGINS, Stair Bldg., Toronto, Ont.
H. E. O. BULL, Montreal, Que.
HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

NEW NOVEL NECESSARY

CURTIS COLLAPSIBLE BUCKET

For Motorists, Campers, Boating, Fishing, Gasoline Engines, Threshing Machines, etc., etc.

Every auto owner is a prospect.

Watertight Note the Handle Practically Indestructible

Carried in Pocket, Tool-kit or under Cushion. A splendid advertiser for Accessories, Machine Shop, etc.

Liberal dealer offer.

Sample twenty-five cents prepaid.

CHAS. CURTIS COMPANY

McARTHUR BLDG., WINNIPEG

Stanley Tools

"JERSEY" VISES

Made in Canada

To increase your small Vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an attractive display card.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

Write us for samples of

S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags

Spice Bags

Peanut Bags

Jelly Bags

Lard Bags

We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
247-255 CARLAW AVE., TORONTO, CAN.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Quality Proves Itself

At Windsor, Ont., August 13, 14, 15, 16, 1917

At the Dominion Shoot—the Premier Trapshooting tournament of Canada —Dominion shot shells carried off the principal trophies. The record of wins given below is conclusive proof that Dominion shells are the choice of the most prominent trapshooters from all parts of Canada.

The quality that secures attention from the sportsmen who win is the quality that fills the game bag.

Grand Canadian Handicap

The Highest Honor to be Won in Canada

Won by J. BLACK, Winnipeg, 94 x 100, shooting Dominion Canuck

Amateur Championship of Canada

A Scratch Event which Determines the Champion Shot of Canada

Won by S. G. VANCE, Tillsonburg, Ont., 98 x 100, Shooting Dominion Canuck

Tied for Second
- J. Payne, Tillsonburg, Ont., 97x100, shooting Dominion Regal
- W. Hamilton, Winnipeg, Man., 97x100, shooting Dominion Canuck
- R. Day, London, Ont., 97x100, shooting Dominion Regal

All Around Championship

Each contestant shooting from 16, 18, 20 and 22 yds.

Tied for Second
- J. Payne, Tillsonburg, Ont., 93x100, shooting Dominion Regal
- J. Black, Winnipeg, Man., 93x100, shooting Dominion Canuck

Open Championship

All shooting from 18 yards.

Won by W. HAMILTON, Winnipeg, Man., 97 x 100, shooting Dominion Canuck

Tied for Second—M. B. Perdue, Windsor, Ont., 95x100, shooting Dominion Regal

Earl Grey Trophy

Given for Canadian Grand Aggregate in the three days of regular events.

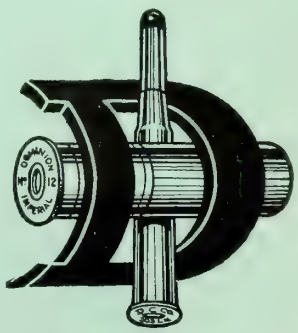
Won by JIM PAYNE, Tillsonburg, Ont., 288 x 300, shooting Dominion Regal

Third—R. W. Glover, London, Ont., 282x300, shooting Dominion Regal

Professionals

In the regular 16-yard events during the first three days of the tournament, the five highest professionals used Dominion Canuck. These scores were:

H. Kennicott, Evanston, Ill.	289x300
F. H. Morris, Edmonton, Alta.	287x300
N. Long, Hamilton, Ont.	281x300
E. G. White, Ottawa, Ont.	280x300
Mr. Ford, Indianapolis, Ind.	275x300



Dominion Quality has again proved itself. Remember this when buying ammunition.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Service First

Nothing can impress a purchaser more favorably toward any article than the assurance that it will give satisfactory service. That explains why the Dominion Rubber System has gained such a strong hold among purchasers of rubber supplies.

Each Dominion Rubber System product, no matter what its use, is made to "stand up" under the severest tests. A half century's experience in manufacturing everything in rubber has taught us to know "what's what" in rubber and how to make a finished product that will give satisfactory service.

The surest way to prove our claims is to put us to the test. Our nearest branch will give your requirements prompt and intelligent attention.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, SEPTEMBER 1, 1917 No. 35

CONTENTS

A Brighter Future Outlook 27-8
Views in Canadian Hardware Stores 27-8
In Russia Through the Revolution 30-1
Editorial Comment 32-3
Events in the Trade 34-5
Borrowing to Earn Discounts 36
The Junior Clerks' Page 37-8
New Hardware Goods 39
What Other Papers Say 40
Markets at a Glance 41
Weekly Market Reports 41-47
Weekly Paint Department 48
Weekly Paint Markets 50-2

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Garage Door Cremone Bolts

Stanley Cremone Bolt for Heavy Garage Doors

Notice the substantial construction of this Heavy STANLEY Cremone Bolt, typical of all STANLEY products.

Bolt No. 1052, here illustrated, has a handsome appearance, works easily, and bolts heavy double doors, bracing them rigidly. The lever handle operates both top and bottom.

Stanley Garage Hardware

is popular with dealers. Its reputation and that of its makers is established. The public prefers STANLEY Garage Hardware because it is made especially for garage use.

This is a profitable, good-selling line for you to handle—STANLEY Garage Door Holders, Bolts, Butts, Hinges, Pull Handles, Latches, etc.

Write now for our interesting book, "Selling More STANLEY Garage Hardware."

The Stanley Works
New Britain, Conn., U.S.A.

Canadian Representatives:
A. MacFarlane & Company, Coristine Building, Montreal

Red Lead
Litharge
Orange Mineral
Lithophone
Barytes.

Stock or Import

Prompt attention to all enquiries

B. & S. H. THOMPSON

and Company, Limited Established 1790
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, SEPTEMBER 1, 1917 No. 35

Period of Transition Here

With Sane Co-operation From Government There is a Splendid Future for Canada — Munition Industry Has Produced Many Skilled Mechanics.

THE slight feeling of apprehension which existed in hardware trade circles following the announcement of the curtailment of munition making, is rapidly disappearing. A more confident note is being sounded. The decline in activity in munition plants has been obvious for many weeks past. It has been referred to on a number of occasions by HARDWARE AND METAL. The official statement recently issued brought the matter to a climax and caused no little concern in some quarters. On analyzing the situation, however, there are many bright spots, and much to be grateful for. In the first place it is an indication that sufficient supplies have accumulated to support the men in the firing line. In the second place, the fact that production has been steadily declining for some time, and that there are still a number of important contracts to complete will not disorganize conditions in the industry to the same extent as if the stoppage had been more sudden.

Some firms have already turned their attention to other classes of work which will help to relieve the situation. Such a situation as now prevails has been anticipated and there has been time to make such preparations to meet the new conditions.

It is understood that the Dominion Government is making advances at the rate of $35,000,000 a month for munitions, which will be continued until the end of the year, so the activity has not entirely ceased. An enormous sum of money has been expended in Canada in munitions. To date the Dominion Government has advanced to the Imperial Munitions Board for the purpose of munitions in Canada $285,000,000. In addition to this the chartered banks of Canada have advanced $100,000,000. For many months past the Government has been making advances at the rate of $25,000,000 monthly, and during July and August this has been increased to $35,000,000. The arrangement, it is said, will be continued to the end of the year.

With the decline in the munitions orders mills will be in a better position to look after their domestic business and a much easier situation should result. One large Canadian company have already closed down their bar mill, which had been rolling shrapnel bars, and another large company have discontinued making shrapnel forgings. The increase in tonnage now available will help to relieve the shortage in some steel products such as bars and small shapes rendered more acute by the embargo on steel from the United States.

Notwithstanding the fact that prices of iron, steel

View in the store of the Day Hardware Co., Red Deer, Alta. Note the neat display of stoves with price cards. Also display of bicycles, churns, wringers and other bulky goods. Neatness in display is one of the chief assets of a hardware store.

and metals are showing signs of weakening, machine shop and mill supplies continue to show an upward price tendency. The reason is doubtless due to the fact that there is still a shortage of raw materials and that supplies and small tools, etc., are still being made from high priced materials.

The demand of ordinary business will absorb many of the employees released from munition making. Demands from Canadian manufacturers will absorb large quantities of the surplus of raw materials released by the curtailment of shell making. Manufacturers of many hardware lines have for many months been unable to cope with the demand for their goods owing to the fact that they were unable to secure labor or raw materials. *Stocks* of many lines on the shelves of wholesale and retail hardware firms are barren,—have been for many months past,—with little prospect of replenishment. The outlook is now brighter. It looks as though a plentiful supply of labor and raw material will now be available, and many of the previous worries of the manufacturers are at an end. The country generally is in a highly prosperous condition. Trade has been good. Crops are good and farmers are securing high prices. They are buying freely and they are buying better goods. The most disquieting feature of the present situation is that Canada is represented at Ottawa by the greatest collection of fossilized bunglers that could possibly be gathered together under one roof. With few exceptions they have absolutely no conception of the duties or responsibilities of a governing body at this time. If one-quarter of the gross inefficiency exhibited at Ottawa, prevailed in the retail hardware stores of Canada, the business mortality of merchants would reach undreamed of dimensions. One of the outstanding developments of the past three years has been the desire of men in business to learn. It has been manifested in many ways but most conspicuously in the willingness of retail merchants, wholesalers and manufacturers to get together and discuss matters of mutual interest. At all these meetings the outstanding feature is the tendency shown to discuss important problems on the broadest basis; to get down to brass tacks; to look facts in the face.

The old idea of keeping away from your competitor, of hiding your methods and ideas, of refusing to come into the open with any discussion of trade problems—all this fortunately is passing away. Business men are finding that it pays to get together, to discuss matters openly and unreservedly. They are benefiting by the change.

Such is not the case among the supposed representatives of the Canadian people. In this great crisis when co-operation and the best efforts of Canadians are necessary for the well being of the country the time is frittered away in picayune squabbling, and the whole country suffers as a result.

Canadian manufacturers to-day have before them opportunities which never before existed. The markets of the world are opening to them. Backed up by an intelligent and active Government, with business men, instead of party hacks, occupying the various and important offices in the various departments of the Government, the Canadian manufacturers could go forth into the new markets which have opened, and successfully place their products in the forefront among the goods selling in foreign lands. Co-operation is needed and it is not forthcoming. Initiative is needed at Ottawa, has been needed for many years, but is not forthcoming. As an outgrowth of the munition making industry in Canada

Moxon's Hardware at Picton, Ont., is a model in many respects. There is a place for everything and everything in its place. That is a good rule to follow. Note neatness of displays in above photo.

Combination window display in Moxon & Son's window at Picton, Ont., showing how paints and stoves can be featured in one display.

we have a new asset. We have thousands of expert machinists and mechanics of various kinds. Canadian workmen have of necessity in fuse and shell making, learned to work to a finer degree of accuracy. Never before in the history of a young nation has there been a greater or more intelligent use of precision tools. The micrometer known a few years ago to only a comparatively few workmen, has been used during the past three years by thousands of workmen. Many other fine tools used in the finest possible work have also been used by thousands of workmen. There is in Canada to-day an abundance of skilled labor, men and women capable of turning out goods that will equal and often surpass in quality the finest products of other countries. Is this great national asset going to be used to the fullest extent? Let us hope that it will.

One of the largest manufacturing concerns in Canada, that has been making fuses on a large scale, has taken time by the forelock. Contracts for fuses, etc., are almost completed. This large concern is now going to utilize for other purposes hundreds of its mechanics who have become thoroughly skilled in the use of precision tools. The company is branching out, and is going to capture a large portion of Canada's and the world's trade which it has not hitherto enjoyed. There is bound to be a period of readjustment. The fact that shell-making operatives are being stopped gradually rather than suddenly is going to help to hold business steady. It looks as though the readjustment period has started. With a sane Government, which we hope for, and with every manufacturer, wholesaler and retailer doing his part nobly, there should be no reason for alarm. Business is being conducted on a better basis than ever before. Accounts are in better shape. The hardware trade has been buying carefully. The question of turning stocks more frequently has been given more consideration than at any previous time. Many unnecessary expense items have been eliminated. Business in general is in a good position, despite many handicaps imposed by poor Government, to pass successfully through the period of readjustment.

Some effective advertising for kitchen utensils was recently done by TAYLOR HARDWARE OF MEDICINE HAT, ALTA. "Don't you need kitchen things?" was the introduction of one recent ad. which continued "there are heaps of things in our store that you need in your kitchen. Handy things of various sizes so that you will have the proper size dish for every purpose. Come in now and see the fine kitchen utensils we sell at a low price. You will throw away your old worn-out things and buy a new outfit from us."

* * *

A special sale of two lines of electric irons was recently featured by R. CHESTNUT & SONS, LTD., and J. S. NEILL & SONS, LTD., HARDWARE MERCHANTS OF FREDERICTON, N.B. In large advertisements the former company advertised the sale of ——— electric irons at a special discount for a few left in stock. The iron was advertised as fully guaranteed for all time, and the sale was limited to the week of Aug. 13 to 18. "This guarantee," says the ad. means that should any ——— iron burn out, or refuse to heat, or does not prove satisfactory in every way to the user, we will replace any broken part and make the iron work perfectly." J. S. NEILL & SONS, LTD., also advertised another line of electric iron at a special price. The iron was stated to be covered by an absolute guarantee for 10 years. "This guarantee," says the ad. "means that should any ——— iron purchased from us burn out or refuse to heat from any cause whatever, whether it be the fault of the iron or the carelessness of the owner, we will replace the element and put the iron in perfect order without any charge whatever."

In Russia Through the Revolution

By JAS. A. HOSSACK,

Sales Manager, Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

EDITOR'S NOTE.—This is the third and last instalment of the article "In Russia Through the Revolution," written for Hardware and Metal by Jas. A. Hossack, Sales Manager Lufkin Rule Co. of Canada, Ltd., Windsor, Ont. The series of articles has opened the eyes of many Canadian business men to the great possibilities for business existent in Russia. The articles have been widely commented upon by business men in all parts of Canada.

GETTING out of Russia is a harder task than getting in. Although authority is about nonexistent in every internal matter, it is very much in evidence when a traveler takes it into his head that he wants to start for home. He can make up his mind to a long and arduous tilt with the authorities. Getting out of Russia is very much like an obstacle race.

Of course, this is necessary. When a country has suffered as much as Russia from the work of spies, it behooves the Government to exercise the maximum of caution. I question very much if a spy could get out of the country as things are to-day.

In the first place it took me ten days to get my passport vised, approved, signed, countersigned and finally and definitely passed upon. It had to be scrutinized, studied, signed and rubber-stamped by many officials in many different quarters. I was passed from one to another, put off continually till "to-morrow," and cross-examined. Finally, everything was positively and officially complete and I was ready to leave Russia.

All that remained was to get my railway ticket. This may sound simple enough, but I knew full well that I was "up against" perhaps the hardest part of all. The railroads in Russia are in a condition of almost unbelievable congestion. In the first place there were at this time, about two million foot-loose soldiers in the country. Some were coming back from the trenches, some were returning to the colors, others were just moving around. These soldiers simply took possession of the trains. The platforms might be crowded with passengers who had secured tickets after endless trouble and at very great expense: but at the last moment a mob of soldiers would come down and crowd into the train. The civilians would have to wait for the next train. As far as I could make out, the soldiers did not pay fares.

I had intended to visit Moscow and other prominent interior cities, but I had finally abandoned the idea for obvious reasons. It was probable that I would never have been able to get to Moscow. It is certain that once there, I would not have been able to get back.

Two Days in Line

It was supposed to be comparatively easy to get out of Russia by way of the Baltic line through Finland to the border of Sweden. There was not as much military movement in that direction. I found, however, a line at the ticket office so long that it stretched practically out of sight.

There was only one thing to do, and that was to pay somebody to stand in line for me. I located an honest looking fellow for the task and offered him a small fortune to do this. He stood in line exactly two days and nights before reaching the wicket. Probably he hired friends in turn to "spell" him at this weary work. Needless to state when my man was getting near to the wicket, I kept close at hand and watched him. There were always plenty of people ready to pay any sum for a ticket, and my man might not prove impervious to temptation. When he came back from the wicket, ticket in hand, I was right there to get it. I had to pay him 250 roubles for that little job—about eighty dollars in real money.

The Lynx-Eyed Law

The trip up along the Baltic coast was punctuated with regular visits from the military authorities. Every stop pretty nearly meant the appearance of an officer and a demand for passports. On each occasion we were asked every imaginable question and our answers were carefully marked down. I discovered that everything I had said on all my previous visits to the authorities had been systematically relayed on. The officer who came on to check us up at Torneo knew everything that had been said at Petrograd and at every point along the line. Woebetide anyone who gave information that differed in any respect from what he had previously given. Back they would go to Petrograd to start it all over again.

Half Were Sent Back

Torneo was the last point on the Russian line. Sitting in the train we could look across a beautiful bay to the Swedish side and say to ourselves: "Once over there our troubles are over." I was not nervous at all for myself for my papers were straight and my conscience clear. I was anxious only to escape the insistent attentions of the Russian authorities: But some of my fellow passengers had real reason for anxiety. I could tell this by their furtiveness and the nervousness they showed when officials approached. They stared across that neck of bay with such longing in their eyes that you could not help feeling sorry for them.

Most of them had good reason for the nervous apprehension they so clearly showed. When the authorities came through the car, they ordered at least half of the passengers off. Apparently they were not going to be allowed to leave Russia.

Getting Into Sweden

Getting into Sweden is not an easy matter either. I was very closely questioned and subjected to a search that was thorough and minute. Finally I was passed and allowed on the train for Stockholm.

The railway service in Sweden is, I would say, one hundred per cent. perfect. The cars are big and easy running and comfortable. They are clean and attractive. There are women polishing and dusting all the time, and no dust or smoke gets in. The sleeping compartments are comfortable and commodious. You have your own running water and bath. Anything you want seemingly is forthcoming.

I found afterwards that the perfection of this railroad was typical of everything in Sweden or for that matter, in all the Scandinavian countries. They have a very high order of civilization in those countries, much higher in many respects than our own. The Scandinavian people have all the thoroughness of the German without his other qualities which militate against his efficiency. They are not arrogant or bumptious to excel as the German is. Consequently they have brought all their national arrangements and their public services to a high degree of perfection. There is much that we can learn from Scandinavia.

The Hunger Pinch

Sweden is feeling the pinch of hunger a little as the result of the war. They issue bread tickets and each individual is allowed a certain amount each day. One of the coupons is taken from you after each meal. If you have no coupons, you get no bread. The system is followed with typical Swedish thoroughness. I was able to get a little ahead of the system, as I still had part of a loaf left that the wife of our Russian agent had made for me. I treasured that loaf until the last crumb of it was gone. As a result of this private store, I did not use all my bread checks and so was able to bring some of them back with me.

Communications Open With Germany

It is rather astonishing to see how complete the communications still are between Sweden and Germany. Steamers leave Stockholm every day. Germans come and go between the two countries freely. Swedish firms cable to Germany for goods and get them back by the next

boat. Business relations between the two countries are close and uninterrupted in any way. This may be surprising to those who have believed the Central powers to be blockaded on all sides.

The Vigilance of the British

I sailed on a steamer that skirted the coast of Norway and plunged into the north Atlantic to keep clear of the mine fields and the U-boats. Before we sailed we were given the closest of scrutiny by the British officials. They are, if anything more thorough and exacting than the Russians, but even at that, a host of questionable characters get through to the United States from Germany. How they get their passports is a mystery for every paper has to be examined and vised by the British agents who are thorough, able and incorruptible.

In the meantime great anxiety had been felt at the headquarters of my company. They had not heard from me for months, and were beginning to fear that I had been swallowed up in seething, warring Russia. As a matter of fact, I bad been cabling information regularly. From Stockholm I cabled some important information with reference to a contract and was very much nonplussed at the complete silence of head office. As a matter of fact, none of my cables ever reached them. How they were held up or why is a mystery on which we have been able to secure no light.

Not having heard from me, the president of our company made inquiries in New York. As a last resort, he visited all the shipping offices and finally located me. He was informed that I had sailed on a certain ship.

"It's rather a coincidence," said the clerk, "but that very ship is docking this minute just over there at the next dock. If you step over you'll find your man."

AUTO HURTING M. O. TRADE

Western Wholesaler Finds That Advent of the Auto is Changing Conditions in Western Canada.

THE manager of one of the largest wholesale hardware houses in Winnipeg, was returning east recently after an extensive motor trip throughout Saskatchewan and Alberta, calling upon the dealers in the small country towns. He was met by the western representative of HARDWARE AND METAL, who asked him what he thought of the future prospects of selling automobiles and automobile accessories in Western Canada. He replied along the following lines:

"I have learned during my trip that in Saskatchewan alone the Government had issued 20,000 automobile licenses up to May 1, and it is estimated that by this time there have been another 10,000 issued. You will gather how important the automobile business is becoming in the country, when I state that in small villages, dealers have sold as many as one hundred this season. I know a hardware dealer in Prussia, Sask., who has sold over one hundred, and all hardware men are going into this business. Harradance, a hardware dealer at Blaine Lake, near Prince Albert, sold three cars in one afternoon. You can safely estimate that 75 per cent. of the cars used in Western Canada are in the hands of farmers. The farmer now goes to the store in a motor car, and can afford two or three of them if he wants them.

"There is a wonderful change taking place out West among the farmers. Whereas two years ago, when you looked out of a railway car window, you invariably saw a couple of buggies driving across the prairie, today it is an automobile the farmer is driving. Buggies are gradually going out of business, and manufacturers of buggies are changing their lines. Dealers in country towns who handle buggies, are beginning to handle automobiles. While in Northern Saskatchewan, I happened to be in Leipzig during a German half-holiday. All the farmers in the district go to church on that day, and practically all of them came in automobiles loaded up with children. It is going to be a great thing for the West when every farmer has a car, which will make community life better. In places where there is no church or moving picture show, the farmer will be able to go twenty-five miles to one of the larger places, say Saskatoon, take his kiddies with him, and be there and back in a very short time. It will make farm life better. The children as they grow up will prefer to stay on the farm. It will make farm life attractive.

"The automobiles are going to work big changes in the West. Take the case of a town forty miles from the city, say Swift Current or Saskatchewan, which is a two-hour ride. The farmer will be able to run into the city on Saturday and spend it there with his family, or will be able to run in on Sunday and hear a good preacher, getting back at noon. Forty miles in an automobile is equal to ten miles by buggy, but the farmer who is 40 miles from the city today, is in the same position as the farmer who was four miles away in the olden days.

"I find that the farmers are beginning to take an interest in the roads. In Saskatchewan last year they collected three hundred thousand dollars in licenses, part of which would go into making good roads. Saskatchewan farmers are going to insist that ditches be filled up and the roads improved generally. They formerly did not care what the roads

(Continued on page 38.)

Checking up Passes to the Duma Grounds—The utmost care was taken to pass only the proper persons to the Duma Grounds during the first days of the revolution. The photograph shows soldiers checking the permit of a Polish member of the Duma, Ledinsky. Twelve hundred private cars were confiscated during the first days of the revolution, and only thirteen were not returned to their owners. Here are servant girls, boys, students, soldiers and workmen all interested in what is going on.

EDITORIAL COMMENT

IF THE best people of the country must stand behind the Government, it *must* be a capable and worthy Government behind which they stand. The country is watching the Government with tremendous concern and with great expectations.

A WORD OF CAUTION

SINCE the leading article in this issue was written, announcements have been made to the effect that Canadian exports of bacon, pork and other foodstuffs may be curtailed. At first thought this would appear to be a serious matter for Canadian business men. With a curtailment of exports of farm products, a lowering of prices would probably result. This in turn might mean a lessening of production. Canada has been sending huge quantities of supplies abroad, and this has been partly responsible for the general prosperity in Canada. A sudden stoppage of exports, combined with a curtailment of munition making, would be almost certain to cause a temporary unsettlement of business. There is no immediate cause for alarm, but it would be advisable for the trade to use extreme caution; to watch collections closely; to buy carefully and not overstock; to compel customers to pay accounts promptly; and to cut out all unnecessary form of waste or expense if such exist. HARDWARE AND METAL has for some time past urged that these matters be given close attention; and at this time there is need for even greater caution than at any time since the outbreak of the war. Merchants should study the present situation carefully, study their trade papers and the best of the daily newspapers. They should discuss the situation whenever possible with bankers, manufacturers or wholesalers. Only by being closely informed as to what is going on in Canada at present, can a merchant realize the true condition of affairs. On this subject HARDWARE AND METAL will have more to say in the near future.

"WHERE ANGELS FEAR TO TREAD"

THE Government in the attitude adopted toward the delegation that waited upon them recently to again urge the appointment of an Internal Trade Commission, is evidently temporizing. For reasons best known to themselves they have evidently decided against such an action, though they have not definitely said so. They remain deaf to the demands of united business interests, and to the suggestions of their own official investigator, who in his report on sugar, states:

"There is an overpowering need, in my judgment, for such a board of supervision of such matters as the business interests of Canada have been long demanding. The Federal Trade Commission fulfills that office within the United States. In the hope that some such body may be created for Canada I am holding over twenty or so matters concerning most of which the present law would in all probability pronounce criminal combinations, but which I am perfectly sure that public opinion would, after consideration, pronounce harmless, if not beneficial."

Mr. O'Connor, in the course of his investigations, has learned that there is a case to be made for the business interests. But his hopes are vain. The Government will pay no heed to these facts. Knowing nothing of these conditions that have even called the impetuous investigations of Mr. O'Connor to a halt, they still feel competent to handle the matter among themselves.

METALS STILL WAITING

FOR some time past there has been little or no activity in purchases of ingot metals. The consumption is large, but most manufacturers are using up present stocks or working on old contracts. The *American Metal Market,* referring to the United States situation, states that manufacturers are virtually making no new purchases, as the feeling is that when the United States Government finally decides on the prices they will pay, these prices will be much below the present open market. It is also thought that even if the proposition of the same price to the public as to the Government is abandoned from its impracticability, which now seems quite likely, still it will tend for a lower range of price in the open market.

There is backing up each day a volume of buying that must be placed. The view of the *American Metal Market* is that after prices are fixed by Washington there will be a short period of "watchful waiting" to see what the effect is to be on the open market, to be followed by a very large buying movement by consumers.

The United States metal trade fully realize the necessity of a fixed price on Government orders, including war requirements of the Allies, and what a difficult problem it is to arrive at a fair price to the

producers, and one that will not curtail output or business enterprise. But a point has been reached where further delay will be very serious in its general effects. What is needed quickly is definite action, and the removal of the present paralyzing uncertainty. With this accomplished business is certain to start up again and is likely to continue active. Recent enormous profits of many producing interests will suffer of course, but it will be only a contribution to the general welfare in a different shape from the War Excess Profit Tax that they would have to pay, and will be gladly contributed as a patriotic duty to their country. The past few weeks have prepared business mentally for a change from the enormous profits of the past two years. Physically, the business situation has not been much, if any, changed. It only requires to know the basis on which it is to be conducted to resume activity.

BAD CASES OF THEFT

AN American contemporary, *Hardware Age,* directs attention to a deplorable state of affairs which existed in a United States city.

The business people of a great Connecticut manufacturing city were very recently shocked by the news that four salesmen in the leading hardware store in town were under arrest, charged with embezzlement. Later in the day the newspapers announced the arrest of six people who were accessories to the acts of embezzlement.

The trial later in the week brought to light the method by which the merchant has been robbed during the past two years. The men charged with being accessories were customers of the house. The plan of operation, according to employees who were used as State's witnesses, was that the ones charged with being accessories would go to the store to buy goods. These goods would be charged, but, on different occasions, the employees put other goods on the teams, making no charge, and later the employees who have confessed to guilt would go to the place of business of the men to whom the embezzled goods had been delivered, and make collection.

For instance, boxes of sheet tin that retailed for $12, would be sold by the employee for $6, and $24 boxes of the same product would be sold for $12. Horseshoes, tools and other goods were sold at half price.

In one department goods to the value of $500 were stolen in this manner from June 20 to July 19.

The complaints against the thieves were drawn so that police courts could take jurisdiction, the value of the property charged in each count being fixed at less than $25. An idea of the extent of the dishonest operations is gained from the fact that even on this basis the total fines amounted to more than $1,200.

A sufficient number of thefts was uncovered to obtain 48 convictions.

Cases such as mentioned in the foregoing are not unknown in Canada. In most cases they have been on a less extensive scale, but nevertheless big losses have been sustained by wholesalers and retailers on a number of occasions. Most clerks are strictly honest, but occasionally the thief gets in his work, sometimes alone and on other occasions by dragging in others.

Our contemporary rightly points out that most clerks are bound to be tempted some time. Every employer owes it to his business, and to his men to have a good fatherly talk on this subject at the time he employs them. Loyalty that puts any one ahead of the boss in a business organization is the wrong brand of loyalty, and if presented properly to good men an impression can be made that will clear this barrier when they come up to it.

The checking of the merchandise leaving most stores is done in a haphazard manner. What is every one's business is no one's business. This is a one-man job, and it is a big job. Such disgraceful conditions as the one recently uncovered in New England should be avoided. Every good business man will steer clear of them if he can. Forewarned is forearmed.

SHOULD BE KEPT INFORMED

IT is generally conceded that the introduction of shell making in Canada was the direct cause of the transition from the period of depression and business hysteria experienced in 1914 to the general prosperity of the last two years. Is it possible to eliminate this industry, without upsetting present conditions. Bankers, wholesalers, wholesale dealers, retailers and manufacturers must be familiar with the situation, to enable them to stand the change without deleterious effect.

One outstanding feature of the present situation is the uncertainty. Some firms who have finished up orders, and others who have been instructed to greatly curtail production, are in doubt as to whether or not to clean up the plant and get ready to take on other lines. They feel that the Government may call on them later to continue along the old lines, that they may select new lines. It is to be hoped that the Government and the Imperial Munition Board will keep shell manufacturers and business men generally as well informed as possible as to the real situation. The Imperial Munition Board are evidently endeavoring to bring about the necessary readjustments as gradually as possible. This will enable firms to resume pre-war activities, or take up other lines which will enable them to keep their plants and hands employed.

EVENTS IN THE TRADE

BUSINESS CHANGES

Edgerton, Alta.—C. A. Waite, hardware, has sold out.

Lyn, Ont.—H. A. Everts, tinsmith, etc., has sold to F. G. Mullins.

Strome, Alta.—H. W. Storey, hardware, has been sold to W. J. Brown.

Holden, Alta.—G. W. Chase & Son, hardware, are negotiating sale of business.

TRADE NOTES

Emmerson, Man.—C. Whitman (Est of) hardware, is seeking extension.

Montreal, Que.—Joseph P. Belair has been registered for J. P. Belair hardware.

Montreal, Que.—L. V. De Granpre, hardware and crockery dealer has been registered.

FIRE LOSSES

London, Ont.—Moulding shop owned by London Foundry Company was damaged to extent of $6,000 recently by fire. It will be replaced immediately with brick or concrete structure.

Fire broke out Sunday morning last, on the premises of the Oribo Manufacturing Co., Ltd., sheet metal jobbers, 233 Stradbrook avenue, Winnipeg. The damage to the stock and building was estimated at $3,000, fully protected by insurance.

OBITUARY

H. S. Burrell, president, Burrell Rock Drill Co., Ltd. of Belleville, Ont., is dead.

Charles J. Woods, member of the firm of Woods Brothers, proprietors of Ideal Foundry, Chatham, Ont., is dead.

Incorporation

Toronto, Ont.—St. Luke's Oil and Gas Company, Ltd., has been incorporated with a capital of $2,000,000 to develop oil and gas lands.

Toronto, Ont.—Smith Motor Truck Corporation has been incorporated in Ontario to manufacture and deal in motor trucks, automobiles, motorboats, bicycles, auto' accessories and to manufacture and deal in metals.

INDUSTRIAL NOTES

Toronto, Ont. — Canadian National Carbon Company are erecting a dryer house.

Brantford, Ont.—Twentieth Century Motor Company has been succeeded by J. D. Patterson & S. Perrin.

Toronto, Ont.—Thor Iron Works, Bathurst St., propose to erect a new plant in Ashbridge's Bay section.

Hamilton, Ont.—American Can Company is building a $125,000 addition to their factory on Emerald St., N.

Toronto, Ont.—Burlington Steel Co., Ltd., Hamilton, have the reinforcing steel contract for Canadian Pacific Railway bridges at North Toronto.

Lyone, Ont.—E. A. Brown has disposed of Putnam Pump Works to C. M. Putnam of Aylmer, Ont., Mr. Putnam formerly owned the business and sold it to Mr. Brown two years ago.

Windsor, Ont.—Windsor Hardware Company has the roofing, plumbing, heating and metal work contract in connection with erection of $140,000 factory for Maxwell Motor Co., Detroit, Mich.

PERSONAL

A. L. Shiells, hardwareman of Kincardine, Ont., visited Toronto during the week.

R. J. McNally of Blackstock, Ont., general merchant, spent a day in Toronto on business during the week.

S. L. McCabe, general merchant of Lotus, Ont., was in Toronto on Friday of last week.

C. S. Hemenway of Smith and Hemenway ("Red Devil" specialties), New York was in Montreal this week.

H. A. Allan of the Stevens Hepner Co., Pt. Elgin, Ontario, was a business visitor to Montreal this week.

Geo. Shaw, of the Miller Falls Co., Miller Falls, Mass., U.S.A., was a business visitor to Montreal this week.

Oliver B. North, of O. B. North & Co., New Haven, Con., U.S.A., was in Montreal this week on business with the hardware trade.

Mr. Rudden of the Union Hardware Co., Torrington, Conn., was in Montreal this week calling on the hardware trade.

Thomas F. Hodgson, manager wire department, Toronto office of the Steel Company of Canada, is spending his vacation in the Kawartha Lakes district.

Edward D. Jones, supervising salesman for Yale and Towne Manufacturing Co. of New York, has recently been on a business visit to the head of the lakes.

A. L. Wheeler, representative of the Eberhard Manufacturing Company of Cleveland, O., Saddlery hardware, was in Toronto during the week.

J. W. Andrews of Windsor, Ont., representative of the Remington Arms Union Metallic Cartridge Company, was a caller on the Toronto wholesale trade during the week.

Mr. Jenkins of A. C. Leslie & Co., Ltd. metal merchants, Montreal, has been a little indisposed of late, and unable to be at business.

F. P. Hall, of Hall Bros., Cornwall, Ont., successors to R. Turner and Son, in the hardware business there, was a visitor to Montreal this week welcomed by friends in the hardware trade.

E. Goodwill of the Thos. Davidson Mfg. Co., Ltd., Montreal is spending part of the current week in Toronto where his firm has an exhibit at the Exhibition. The Thos. Davidson Co., have also a good exhibit for the Quebec Fair to be held next week.

J. E. McAllister, C. E., of Toronto, has been appointed vice-president and general manager of National Steel Car Company, Ltd., of Hamilton, Ont. Mr. McAllister is consulting engineer to the British-America Nickel Corporation and was formerly general manager of British Columbia Copper Company.

Beatty Bros., Limited of Fergus, Ont., have appointed three new salesmen including: Emile Alain of Carleton, who has been covering the Gaspe Coast for twelve years selling axes for the Manh Axe & Tool Co.; Albert Rutherford who for seven years was with the Moffatt Stove Company; G. L. Bockus of Montreal who has for some time been selling hardware lines.

NEW INDUSTRY FOR SARNIA

It is reported that a new concern to manufacture automobile parts will soon start operations in Sarnia. The main promoter of the plant is Senator Lyman Holmes, of Michigan. Few details are available, but it is declared the plant will employ 300 hands when completed and working with a full staff. The site was purchased for $12,000.

SMOKE BOXES FOR PROTECTION OF SHIPS

The Bureau of Ordnance of the United States Navy Department is having manufactured by the Du Pont Company smoke boxes suitable for use by merchant vessels as a means of escape from attacking submarines. The outfits cost approximately as follows: Smoke funnel, $125 each; phosphorus, $1.75 per pound; smoke boxes, $25 each. The smoke funnel is for the production of smoke on board the vessel, and requires only the fuel for its continued use. The smoke boxes are for throwing overboard and once used cannot be recovered. This matter is regarded as of vital importance for the protection of merchant vessels.

STEADY GROWTH OF CANADIAN PULP AND PAPER INDUSTRY

The steady growth of the pulp and paper industry in Canada was well continued in 1916 according to a statement of the Forestry Branch at Ottawa. During the year Quebec, Ontario and British Columbia increased their production while New Brunswick and Nova Scotia declined. As in the past spruce headed the list in the kinds of wood used followed by balsam fir, and other woods in small quantities.

The Canadian pulp mills in 1916 consumed 1,764,912 cords, valued at $13,104,458, while 1,068,207 cords, valued a $6,866,669, were exported; the total production, therefore, was 2,833,119 cords, valued at $19,971,127. This represents an increase of 25.5 per cent. in pulpwood production and 28.1 per cent. in value as compared with 1915. The average value of the pulp wood at the mill increased 71 cents per cord over that of 1915.

About 1,296,000 tons of air-dry pulp were made in Canada in 1916. This estimate is made on the basis that 1 cord of wood produces 1 ton of groundwood pulp or one-half ton of chemical fiber. This is a total increase of 20.6 per cent. over 1915.

BIG INCREASES IN JAPAN'S MINERAL OUTPUT

Comparing the mineral output of Japan in 1916 with that of 1907, remarkable increase has resulted. Gold increased by 172 per cent.; silver, by 98 per cent.; copper, 160 per cent.; lead, 269 per cent.; iron, 194 per cent.; coal 66 per cent.; petroleum, 75 per cent.; and sulphur, 219 per cent. This has been accompanied by higher prices, so that the output values show increases as follows: Copper, 238 per cent.; lead, 561 per cent.; iron, 340 per cent.; coal, 34 per cent.; petroleum, 191 per cent.; and sulphur, 450 per cent.

The aggregate output value of zinc, antimony, and phosphorus mines, shows an increase of 172 per cent. Compared with the output of 1912 the increase is 124 per cent.

COST OF LIVING DECREASES THOUGH HARDWARE PRICES INCREASE

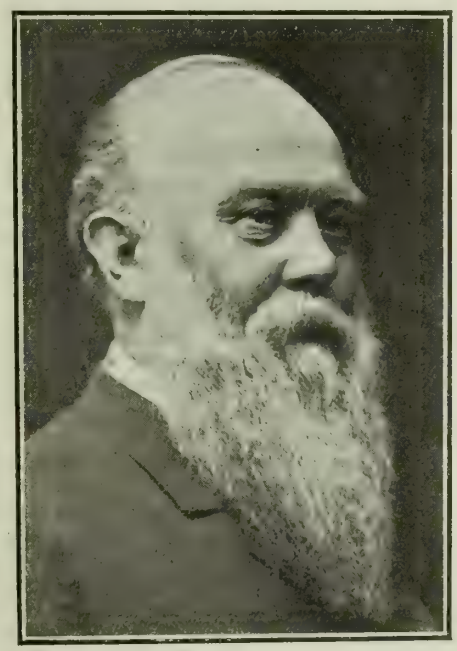
A slight decrease in the cost of living in July as compared with June last was noticeable in figures recently compiled at Ottawa. The index figure of the Department of Labor for wholesale prices was 242.6 in July as compared with 242.7 in June.

Some seasonal decreases were made in the prices of potatoes, eggs, butter, cheese, bread, flour, beef, fruits and fish. Coal also declined slightly. Counterbalancing these decreases were advances in iron, steel, hardware, textile and to some extent in wood for fuel and rents.

PRESIDENT OF SANDERSON PEARCY CO. IS DEAD

Sanderson Pearcy, president of the Sanderson, Pearcy Company, Limited, wholesale paints and oils of Toronto, Ont., is dead after having conducted the business for the past thirty years. Mr. Pearcy died at his home 92 Bloor St. W., Toronto, and was in his seventy-sixth year.

Born in Toronto in 1841, Mr. Pearcy was educated in the public schools of the city and in 1862 he went to British Columbia where he was known as one of the most successful pioneers in the gold mining industry of that province. for ten years, he returned to Toronto



The late Mr. Sanderson Pearcy.

and in 1874 founded the present business. In 1905 owing to the steady growth of the business he turned it into a limited company, taking in a number of his trusted employees as share holders.

Mr. Pearcy was a well known horseman, and his stables contained many animals rated among the finest in the city. He was prominent as a member of fraternal societies being past master of Ashlar Masonic Lodge, a thirty-second degree Scottish rite Mason, a member of the Irish Protestant Society and the A.O.U.W.

In addition to being of the well-known firm bearing his name, Mr. Pearcy was a very popular figure in business circles in Toronto and other centres.

STEEL, TIN AND IRON IN AUSTRALIA

Australian manufacturers are planning to produce steel, tin plate and galvanized iron for local consumption as there is a shortage of these supplies in the country and prevailing high freight rates prohibit the importation of almost all lines of goods.

CATALOGUES and BOOKLETS

"WHITE MOUNTAIN" REFRIGERATOR CATALOGUE

The Maine Manufacturing Company, Nashua New Hampshire, have recently issued a comprehensive and well illustrated catalogue of the "White Mountain" refrigerators for the season 1918. The catalogue itself is most artistic and complete, bounding in rich half-tone plates profusely illustrating their products to the best advantage. The "White Mountain" is divided into four sections, viz.; "White Mountain Grand," "Stone White," "White Mountain Hardwood," and "White Mountain Pine," and offers to the trade one of the most complete and extensive lines in America. There are over 200 different styles, sizes and patterns of "White Mountain" refrigerators, as outlined in the catalogue. The various grades of refrigerators are shown with provision chambers of solid, quarried stone, plain metal or metal in special "pure baked white" finish. All are guaranteed absolutely sanitary and are claimed to be unsurpassed in scientific, economical and convenient refrigeration. Cases are of selected material, in rounding corners, and fitted with solid bronze trimmings and heavy nickel plate. The refrigeration system is based on the duplex system of cold, dry circulation. The "Maine" complex ice grate is fitted with waste pipe with automatic trap and lift-out basket or flues on each side of the ice chamber. Absolute insulation is secured by means of charcoal sheathing and deep dead air spaces. The "Stone White" refrigerator is fitted with a provision chamber, the walls and doors of which are lined with solid, indestructible stone, subjected to a process which produces a snow white surface. Its lustre will not dim and it is claimed to be as cleanable as a china teacup.

Copies of the catalogue will be mailed upon request.

Yale & Towne Catalogue

The Yale & Towne Mfg. Co., 9 East 40th Street, New York, N.Y., and St. Catharines, Ont., have just issued Catalogue No. 24, illustrating a complete line of Yale shelf products suited to the average dealer's stock, and many of which are saleable also by general storekeepers and locksmiths. Descriptive text including the action, use and relative grade of a wide range of padlocks, night latches, door closers, cabinet and trunk locks is indicated. Suggestions for selling and advertising campaigns with illustrations of exhibit doors for display and editorial matter concerning the various lines of Yale goods are included among the tables of specifications and prices.

TOO LATE TO CLASSIFY

SITUATION WANTED

WANTED — POSITION BY YOUNG MAN, aged 22, having one year in the wholesale and seven years in retail hardware. Can give best of references. Box 487, Hardware and Metal.

Borrowing to Earn Discounts

Slows up Turnover—Also Promotes Over-stocking and General Laxity—Note Case of Present Correspondent.

By HENRY JOHNSON, JR.

WHAT is sound advice for the large merchant may be all right for the small man too; and then again it may not. For in the small man's hands some practices which are beneficial to a large, well-co-ordinated business are apt to become pernicious.

I think now of two things, one urged by a proverb and the other by sundry experts, which must be handled with care by the average small man. One is: "Well bought is half sold." The other is: "Borrow at 6% to 7% and take discounts averaging 18%." I shall pass the first at this writing and talk about the second.

The jobber regularly makes a practice of borrowing to cover large purchases, like his season's purchases of canned goods, for example. He has his business so well in hand that money can be borrowed for such specific purpose, used for that purpose, and repaid to the bank when that purpose has been subserved. This because he knows to the last penny when his money will be in hand and his accounting is so well organized that each dollar goes where it has been planned to go. Moreover, these special purchases run into large sums and discounts foot up so they are worth while planning to take. To borrow for an average of 90 days at 6% per annum to obtain discounts at the rate of 18% is good business for him.

But What of the Small Merchant?

But what happens in the case of the average small merchant is quite well illustrated by the statement of the correspondent whose letter I have been discussing for the past two weeks. For he is borrowing $2,000 and has $1,500 on hand. In this he is away ahead of the usual instances; but—well, let us review the entire problem:

Note in the first place that this man takes all his discounts. He says so plainly. Yet what does his discount account show for 1916? It shows $289.56. And what is the true significance of this sum? Surely, that so far as actual earnings is concerned, discount does not cut so much ice as we have been wont to suppose. Of course—and let me hasten to say it—no merchant, big or little, should ignore $25 a month of earnings; but let us not pay more than we should pay to get that $25.

Fact is, so much merchandise is now bought on a net cash basis that the possibilities of discount-earnings are greatly curtailed.

Next, this man paid interest of $270 last year; showing, apparently, right on the face of the books that he paid so nearly as much as he got that it was not worth his while to borrow. Just a little miscalculation could have resulted in his paying more than he got.

Lastly, his statement shows that he has on hand nearly $1,500, as against $2,000 borrowed; so he is paying around $10 per month now for money most of which he seems not to need very badly, and in the meantime, he has seemingly too much stock.

And there is the crucial point: That borrowed money provides us with such ample funds that we are liable to forget the purpose for which we borrowed, buy more liberally than we would if we did not have those funds, and hence defeat the very object we had in view when we borrowed.

Debt Should Be Shunned By All

Now, in most instances where small men like you and me are concerned, the one great safeguard is to shun debt. Let us take our own medicine—which we are ready enough to prescribe for our customers and the public generally—and realized that very seldom are we really justified in borrowing money to buy merchandise. Better buy less, buy oftener, and pay as we go with our own money.

And one immensely valuable result of such policy will be that we automatically will collect from our customers more promptly, more insistently; for then we shall have solid facts behind our plea that we need money with which to pay our own bills. Psychology will be with us in this condition, and it's a wonderful force if we but think of it as that telepathic emphasis which always tends to carry conviction when our word actually is backed up by facts.

I am not unmindful that the man with cash on hand is said to be able to buy more entirely on the inside than he who must have regular time; so that the benefits of having funds are not confined to the single purpose of discounting bills. But the man who buys a case or two which the seller knows will be paid for less regular discount is in every way as advantageously situated as he who buys large lines on the same basis.

So it is my thought that, speaking by and large, one great factor in limiting stocks to what can be turned rapidly; in hastening collections; in keeping business well in hand and not fooling ourselves with vague imaginings is to operate within our own capital. Then if we make it a rule, to be observed with mighty few exceptions, that we shall buy only what we can discount, we shall be working on safe lines—and practically make as rapid progress as if we go into anything like "high finance."

And here again, let me say finally, that I am talking right out of my own experience. For I have borrowed money to finance discounts while doing a $30,000 business; and I have arbitrarily cut out borrowed capital and wiggled through with more clean dollars-and-cents net profit, while carrying little more stock for a $60,000 to a $75,000 business. But just the same, this is a vital subject, so I hope we shall have further discussion of it.

I have always contended that well-regulated credit is a sound adjunct to any business, and a story is going the rounds now that is peculiarly significant. It runs:

A merchant who was about to change from a mixed credit-and-cash business to one strictly cash learned from a farmer-customer that a big mail-order house was offering charge accounts, on certain well-defined lines, to a select list of consumers; and thereupon the merchant took another think. The plan is that this house will ship anything to those people provided they agree to pay their bills on or before the 10th of the following month.

This means that this splendidly managed concern has concluded that, in present circumstances of general prosperity, it can make more money by extending credit in this way than by adhering strictly to cash.

But it also means that one big argument hitherto advanced by the local merchant about the convenience of buying at home on credit against sending money away on a cash basis is no longer worth much; or at least that it will be effective only with such customers as are not good enough for this house.

This move can be countered in a way that should prove very advantageous to the local man; for he can ascertain just who in his community is on the S. R. & Co. credit list, and can offer to extend credit on the same terms. Then if he is the kind of man who can follow out the system exactly according to agreed terms, he can do business against this new move and make a lot of additional business. If he is not that kind of man, he is not apt to make a success any way.

IRON AND STEEL ON JAPANESE EMBARGO LIST

According to word recently received from Tokio, the following additional items are to be added to the list of merchandise which cannot be exported from Japan without special license, cocoanut oil, copra, galvanized iron plates and steel sheets.

THE CLERKS' DEPARTMENT

BANISHING THE TRIALS OF THE AGRICULTURIST

How Cyrus McCormick is Making the Farm Machine Run—A Sketch of His Career From Affluent Youth to Successful Leadership.

A good sketch of Cyrus H. McCormick, the head of the International Harvester Co., appears in Leslie's Weekly from the pen of B. C. Forbes. It presents the human side of the man as well as the business side; and McCormick has a very human side, beginning with the time that he earned his first personal money by relaying twenty tons of coal. Here is the story as Mr. Forbes tells it:

Let me relate how the boy Cyrus earned his first money; it illustrates the character of his upbringing. Twenty-two tons of coal had been dumped on the side of the roadway a hundred yards from the cellar of the McCormick home to be loaded into a wheelbarrow, trundled across the grounds, and emptied into the coal bin. The twelve-year-old Cyrus volunteered to do the job, if his mother would pay him the regular rate of fifty cents a ton allowed for this work. She readily consented, and for several days the schoolboy kept loading and pushing and emptying that wheelbarrow until the last pound of the twenty-two tons had been deposited in the cellar. His back was nearly broken and his hands were badly blistered, but when the work was done he placed $11 in his bank and resolved to set about earning $100 as fast as he could.

There was a sad sequel. By doing many other jobs about the house and never missing an opportunity to earn a few cents or a few dollars, he accumulated in three years his $100 and deposited it in a savings bank. He had attained his first financial ambition. By his own efforts he had become a capitalist. His achievement gave him intense satisfaction. One month later the bank failed! Carlyle could not have felt worse when he discovered that the maid had burned the manuscript of his "French Revolution"; De Lesseps could not have suffered more through the collapse of his Panama Canal venture; nor could Jay Cooke have been more poignantly chagrined over the loss of his millions than was young Cyrus McCormick over the loss of his hard-earned savings.

"It was a terrible blow," he told me not long ago, "and it took me some time to accept philosophically the consoling words of my mother that the experience of toiling industriously for the money was worth much more to me than the money itself. But," he added with a laugh, "I now believe she was right."

In gathering material for this character sketch I asked one of Mr. McCormick's Princeton classmates, who has remained intimate with him ever since, what were some of Mr. McCormick's predominant qualities.

"He is the personification of 'John Halifax, Gentleman.' He might well stand, also," he replied, "for the man in that well-known anecdote about the new footman who was engaged during his master's absence and who, on being told to go to the station to meet his master, asked his mistress how he would be able to recognize him. 'He is a tall man and you will be sure to see him helping someone,' she told him. That's Cyrus McCormick—a tall, robust man who is constantly helping someone. Even when at college he regarded the inheritance that was to come to him in the nature of a responsibility, a stewardship, something entailing upon him a great duty rather than bringing him any privileges or mere pleasure. He had inherited a name which he must honorably uphold and would inherit a vast business which he must administer creditably for the sake of its founder, for the sake of the thousands dependent upon it for a livelihood, and for the sake of its farmer customers all over the world who looked to it for dependable machinery."

Few sons have more worthily administered their heritage. Not only as a business man, as head of an enterprise that distributes its agricultural implements in every civilized country throughout the world has Cyrus H. McCormick amply justified parental hopes; but he has attained equally noteworthy success as a public-spirited citizen, as an employer considerate of his workers, as a helper of his fellow men. Were all wealthy men of his type, millionaires would not be held in such suspicious regard by the people.

It is not surprising, rather it is natural, that Cyrus H. McCormick should be a man of both physical and mental power, of sustained industry, of broad vision, of large heart, of rational tastes, sensible of his responsibilities in the world. He was born of such stock. From a combination of these qualities sprang the reaper, one of the half-dozen greatest blessings the nineteenth century brought to mankind, since it virtually abolished famine and gave bread even to the poorest of civilized peoples.

The reaper was not born without travail nor nurtured without struggle and stress and pinching and plodding. No laurels were immediately placed upon the brow of the young inventor in 1832, the first Cyrus H. McCormick. No grateful acclaim greeted his discovery. No fortunes were laid at his feet for his epochal invention. Instead, he ran the whole gamut of ridicule and penury and hardship, of blasted hopes and blighted ambitions. Even before the first Cyrus H. McCormick was born, in 1809, Robert McCormick, his father, a Virginia farmer, had sweated and struggled to construct a machine that would cut grain. His experiments proved failures. Cyrus H. McCormick, however, evolved the reciprocating blade and after a few weeks of experimenting built a reaper containing the basic principles of the reaper the world now knows. But success was not to be won at once. It took nine years to find the first buyer of a reaper! From 1831 to 1840 not one machine could be disposed of—not even with the aid of an advertisement offering the reaper at $50. The sale of two machines in 1840 helped a little, but 1841 was a blank. The next year brought seven orders, the next twenty-nine, and the next fifty. In 1846, when thirty-seven years of age, McCormick set out to survey the country for an ideal location for his works. With characteristic shrewdness he chose a straggling village untouched by railroads, on the shores of Lake Michigan. It could not even boast of one public building, and it had a queer name, Chicago. McCormick found a partner willing to pay $25,000 for a half-interest in the business and began to manufacture the McCormick reaper on a sizable scale. He established agencies at over a score of central points and adopted the then novel method of advertising "Money back if not satisfied." He offered to send a reaper to any farmer, let him use it, and if not pleased with the results, return it at the makers' expense. Then came constant harassment from competitors, a mass of legal suits, and other worries and difficulties. Yet McCormick found time to plan and do big and still bigger things.

The great Chicago fire of 1871 wiped out the McCormick works, the most extensive in the city. McCormick was then sixty-two years of age, had accumulated a fortune of several million dollars, and measured by ordinary standards, had done more than his share of the world's work. Would he retire? He put the question up to Mrs. McCormick.

"Rebuild again at once," was her immediate and emphatic verdict.

She had in mind not only the welfare of their army of workmen, but also the future of another Cyrus H. McCormick, by this time twelve years of age. She did not want her boy to become an idler, or mere society ornament. She was an intellectual, devout, painstaking, capable woman, zealously training her son to be a useful, upright citizen.

It was characteristic of the McCormicks that they sent their son to the public school in Chicago—"the best in the world, better than any private school," remarked Mr. McCormick in discussing his school days. "There were sixty-five boys and girls in my class, and the poorest children usually were nearest the head of the class, so that it took real, hard study to hold one's own." Later he entered Princeton, but was brought back to enter the business after two years' study, as his father was then (1879) seventy years old.

"My father taught me that I must work out my own salvation, that I was to have no favoritism, that I must apply my whole energy to learning every phase of the business," Mr. McCormick told me. "He impressed upon me that constant industry must be combined with intelligent thinking in order to attain success. No amount of inherited money, he explained, could gain for me or any one else a high and honorable place in the world, but each man must carve his own way, and by the sweat of his brow and brain earn his own station in business and the world.

"Under such conditions and counsel I began my apprenticeship. I am as thorough a believer in such a policy as my father was, and am applying it to my own sons, one of whom began in overalls on leaving college, at the lowest round of the ladder in the branch house of the International Harvester Sales Department at Wichita, Kansas, preliminary to starting in at headquarters in Chicago. My other son is at Princeton."

In 1884 the inventor of the reaper died, and the present Cyrus H. McCormick became the head of the McCormick Harvesting Machine Company, the largest industry of its kind in the world. It was a tremendous responsibility for a man of twenty-five years of age to shoulder. "I was really carried along at first by the tide of the organization," Mr. McCormick modestly explains. How well Mr. McCormick measured up to his responsibilities was demonstrated sixteen years later, in 1902, for when the great International Harvester Company was organized by J. P. Morgan & Company, he was selected as president of the company.

And here let me set down the truth about how this merger came into existence, for more fiction, picturesque fiction, most of it, has been printed on this subject than on almost any other industrial episode in America. Under Cyrus H. McCormick, the McCormick Harvesting Machine Company was expanding aggressively, even in face of the cut-throat competition which had raged for years, and one day Mr. McCormick came to New York and visited Morgan & Company with a view of having them raise additional capital to take care of the growing business. The alert George W. Perkins, then a Morgan partner, immediately the matter was broached, asked, "Why not form a large and new company with capital much greater than anything which now exists?" He had had an active hand in forming the billion-dollar Steel Corporation in the previous year and saw an opportunity to bring off another gigantic coup. Negotiations were promptly started with the leading harvester concerns. There were bitter rivalries and jealousies to handle, but the problem was solved by buying each company outright and leaving J. P. Morgan & Company to organize the new corporation exactly as they saw fit, not only fixing its capital, but choosing the executive.

The choice of Cyrus H. McCormick as president was dictated solely because Morgan and Company saw in him the best man for the job. He was strong, physically and mentally; he was a glutton for work; he had so managed his own company that it was the foremost in the field; he was young, forceful, enterprising, long-visioned, and had earned the fullest confidence of the farmers here and abroad.

Mr. McCormick is no ornamental executive. For several years after the International was formed Charles Deering, as chairman, shared the burdens, but for the last half-dozen years Mr. McCormick has been the sole executive head of the organization. Mr. McCormick has spent a great deal of time in the different countries of Europe, especially Russia, developing demand for the corporation's products—and has been selected by the United States Government as a member of the Root Commission to Russia, where "McCormick" is a name to conjure with.

I cannot refrain from relating here an incident that brought McCormick into notice abroad. He had been commissioned by his father to take a binder, then quite a novelty, across to the great show of the Royal Agricultural Society of London to be held in that city. On the voyage the boat carrying the machine was wrecked and it lay in salt water for several weeks, but was rescued just in time to rush it to London for the field test. The other machines appeared on the scene beautifully painted and drawn by the finest of horses. Young McCormick conceived the idea of entering his rusty, dilapidated-looking machine without giving it even one daub of paint and of having it pulled by a couple of disreputable-looking nags. The "exhibit" tickled the risibility of all the spectators, who made it the butt of a constant volley of jokes and squibs. The shining, speckless competing machines, with their exquisitely groomed steeds, did their work more or less satisfactorily. Then the pitiable McCormick entry was lined up while everybody waited to see the fun. Lo! Off went the shaggy horses, click-click went the blade and in thirty seconds the ridicule gave way to admiration, for not one of the gaily-caparisoned exhibits had cut down and bound grain with the speed and efficiency of this queer contraption rescued from a salt-water grave. It won hands down.

WHAT IS MAN?

A 150-lb. Man Equal of 1,000 Eggs

A man weighing 150 lbs. approximately contains 3,500 cub. ft. of gas, oxygen, hydrogen and nitrogen in his constitution, which at 80c. per thousand cubic feet would be worth $2.80 for illuminating purposes. He also contains all the necessary fats to make a 15-lb. candle and thus, with his 3,500 cub. ft. of gases, he possesses great illuminating possibilities. His system contains 22 lbs. 10 oz. of carbon, or enough to make 780 dozen or 9,360 lead pencils. There are about 50 grains of iron in his blood and the rest of the body would supply enough to make one spike large enough to hold his weight. A healthy man contains 54 ozs. of phosphorus. This deadly poison would make 800,000 matches, or enough poison to kill 500 persons. This, with 2 lbs. of lime, makes the stiff bones and brains. No difference how sour a man looks, he contains about 60 lumps of sugar of the ordinary cubical dimensions, and to make the seasoning complete, must be added 20 spoonfuls of salt. If a man were distilled into water, he would make about 38 quarts, or more than half his entire weight. He also contains a great deal of starch, chloride of potash, magnesium, sulphur, and hydrochloric acid in his system.

Break the shells of 1,000 eggs into a huge pan or basin and you have the contents to make a man from his toenails to the most delicate tissues of his brain. And this is the scientific answer to the question, "What is man?"

AUTO HURTING M. O. TRADE

(Continued from page 31.)

were like, when the town people were the only ones who had cars, today the farmers are getting together and fixing their own roads.

"I believe the automobile will be the biggest enemy the mail order house ever had, as the farmer will now be able to get into the larger towns, and see what is being shown and worn. When he finds that he can buy the right goods at the right price in the stores of the larger towns in his vicinity, he is not going to send his money all the way to Winnipeg and Toronto. It means that with better roads there is going to be less mail order business."

WHAT OTHER PAPERS SAY

(Continued from page 40.)

be overlooked, for this is a critical time in merchandising.

The dealer who does not make a profit now, will not have a surplus to fall back on when the shrinkage in prices comes, as will happen soon after the close of the war. The loss of profit now, coupled with the loss which will come with the decline in prices, spells trouble for the retailer.

There are retailers who will immediately correct their prices when this matter is brought to their attention, but there are those who are not amenable to reason and this makes a real problem for the dealer who has such a competitor.

In discussing this question recently, a Southern dealer told of an experience which offers some solution for this problem. He had a competitor who was selling a staple article at less than he could have bought it for. His price represented a fair profit on what he had paid for the goods, but he could not be made to understand that with prices advancing, this policy was losing him money. This meant that other dealers would also have to lose money, too, as they would have to meet his price if they wished to sell these goods. There was only one other thing to be done. The Southern dealer simply stored away this line of goods in his warehouse and to all inquiries would answer that he had none of these goods to sell at the present time.

The competitor's stock of this article was soon closed out. When he replaced it his prices were marked where they should have been before. The dealer then put his stock on sale and in good season disposed of the goods at a good profit on the present marked price. Besides the profit, he was saving time and energy, which would have been worse than wasted if he had followed the unbusiness-like policy of his competitor.

PLATINUM FIND IN ALASKA

Discovery of platinum in Alaska by Dr. H. C. Parker, of New York, and others, has aroused great hopes of the finding of sufficient quantities of the precious metal to meet the war needs of the Allies. The discovery may replenish the platinum supply cut off recently by the virtual cessation of activities in the Ural Mountain mines, the source of the world's greatest supply. From ten to twelve ounces of platinum were discovered in Alaska last year, and the find was responsible for greatly stimulating further development. Intensive operations would follow a favorable report for the true condition cannot be determined before next year, by which time the present supply will be about exhausted.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

NEW "KASEMENT" SCREEN DOOR

The screen door shown herewith and marketed by the Kasement Skrene Dore Co., 98 Kingswood Road, Toronto, Ont., is designed to fit on the door casing, not between the casings. The hardware supplied with the door is specially designed to allow the door to fit on the outside and facilitates its removal when the fly season is over. The doors are made entirely of southern pine thoroughly dried and all "stile" lumber and quarter sawn. This in addition to the mortise and tenon construction (22 genuine mortise and tenon joints in every door) makes a very strong door. The "Kasement" doors are guaranteed not to sag and are claimed to be able to carry a weight of 200 pounds without injury. The doors are

"Kasement" Screen Door.

made in three stock sizes, and it is claimed that two sizes are all that need be stocked in frame house territories. Where there are both brick and frame houses, the third size, 2 ft. 10 x 6 ft. 10, should be added. The "Kasement" doors with hardware are priced according to finish and quality of wire cloth. The hardware includes special coil spring and chain. "Kasement" hinges with wrench for turning them in, door pull, door hook and eye, and all necessary screws. Complete details with quotations will be supplied upon request.

RADIATOR AND ENGINE COVER

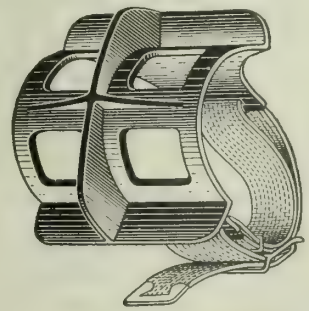
The "Frost King" radiator cover for automobiles, manufactured by the Cincinnati Auto Specialty Co., 426 Elm Street, Cincinnati, Ohio, U.S.A., is claimed to be the only asbestos insulated cover manufactured. The cover is claimed to be constructed absolutely on scientific

"Frost King" Engine Cover.

principles and designed, it is said, by one of the best insulating engineers in the United States. The outside of the cover is waterproof imitation leather, and the inside is the highest quality kersey blanketing material; between these two there is a layer of heavy genuine asbestos which is the finest material known for excluding the cold and retaining the heat. A price list with groupings of the types of covers required for the various kinds of automobiles is issued by the company. A cheaper line of radiator cover is the "Arctic" cover, which is claimed to be the best low-priced radiator and engine cover on the market. It is claimed to afford good protection to the engine, but is not equal in quality to the "Frost King" covers.

AUTO MUD HOOKS

The Fulton Co., 726 National Avenue, Milwaukee, Wis., is offering the Fulton Mud Hook, which is designed for attachment to the wheels of an automobile for the purpose of lifting it out of mud holes. The hook is of malleable iron and supplied with strong web straps. It is

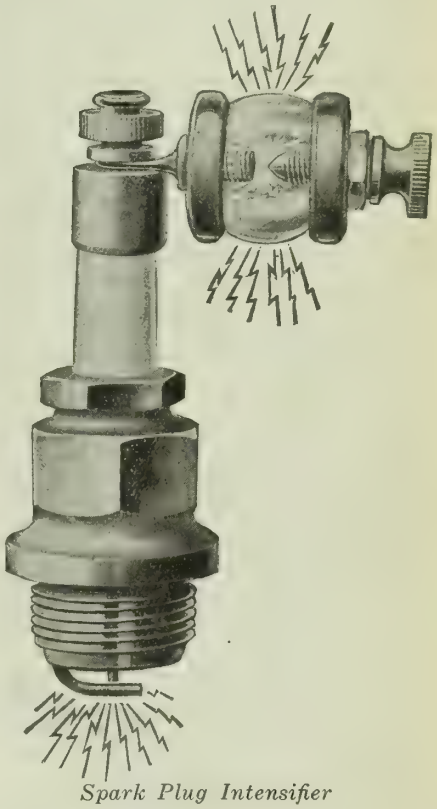


Fulton Mud Hook.

claimed to be easily and quickly attached and to occupy small space in an auto tool box. The attachment of the hooks to the automobile wheel sunk in mud is claimed to lift the car steadily and not to involve any risk of stripping the differential gears when power is applied to the wheels. The hooks retail at $1.90 per pair of two in the United States, and are made up in various sizes according to the size of the tire on which they are to be used.

SPARK PLUG INTENSIFIER

Marvel Manufacturing Co., 1020 Washington Boulevard, Oak Park, Ill., are offering a new plug intensifier which is claimed to fire plugs that are shorted



Spark Plug Intensifier

from accumulation of soot, carbon grease or even in the case of a broken porcelain. The intensifier is attached to any spark plug, and the current is forced to leap across the space between two screws within a heavy glass cylinder. The current is changed to a static current in this process, and therefore does not seek for a short, but is forced to the next gap, which is the point of the spark plug. The intensifier is claimed to make hotter explosions thereby keeping plugs and cylinders clean, lessen gasoline consumption, give more power and helps to start the engine easier. As the spark is at all times visible in the glass cylinder, it is also much easier to detect engine trouble. The intensifier is made of copper, brass and heavy glass.

WHAT OTHER PAPERS SAY

THE GHOST OF MURDERED BELGIUM.

From *The Outlook.*

Ex-Ambassador Gerard has begun, in the Philadelphia *Public Ledger*, an account of his experiences in Germany. The first installment of his story, published in the issue of August 5, contains a facsimile reprint of the draft of a telegram in the Kaiser's own handwriting which was sent to President Wilson on August 10, 1914.

In the telegram, as in Chancellor von Bethman Hollweg's speech in the Reichstag at the time of the outbreak of war, there is cool acknowledgment of premeditation in the brutal invasion of Belgium.

The Kaiser in his telegram to President Wilson explains the course of events leading to the invasion of Belgium in the following language:—

"In a telegram from London my Ambassador informed me he understood the British Government would guarantee neutrality of France and wished to know whether Germany would refrain from attack. I telegraphed to H. M. the King personally that mobilization being already carried out could not be stopped, but if H. M. could guarantee with his armed forces the neutrality of France I would refrain from attacking her, leave her alone, and employ my troops elsewhere. H. M. answered that he thought my offer was based on a misunderstanding; and, as far as I can make out, Sir E. Grey never took my offer into serious consideration. He never answered it. Instead he declared England had to defend Belgian neutrality, which had to be violated by Germany on strategical grounds, news having been received that France was already preparing to enter Belgium, and the King of the Belgians having refused my petition for a free passage under guarantee of his country's freedom. I am most grateful for the President's message."

In this passage the words "from attacking her, leave her alone" are underscored by the Kaiser's pen. The words "news" was first written "knowledge." How authentic was this "news" of France's preparation to violate Belgian neutrality history itself demonstrated when the force of her offensive spent itself in the hills about Mulhausen and the apparently irresistible German army swept the Kingdom of Albert of Belgium to destruction.

Belgium is the Banquo's ghost at the German feast. Those who have believed that a successful war justified any means used in its prosecution have never understood why the civilized world still recurs with horror to their first treachery.

They will never even regret their treachery until, like Macbeth at Dunsinane, they pay the full penalty of their crime.

THE GOVERNMENT MUST ACT!

From the *Financial Post.*

There is a committee working quietly at Ottawa on the problem of conserving and increasing our trade "to the end that our present prosperity may not unduly suffer when the stimulus resulting from orders for munitions and other war supplies is removed." Senator Nicholls, the chairman, presented a report from the committee the other day.

This committee will soon find itself shoved into the very centre of the limelight, and it is sincerely to be hoped that it will measure up to the extremely heavy task that lies ahead of it. For, as the POST shows this week, the stimulus resulting from orders for munitions will soon be removed, temporarily at least. Munition orders are not renewed; the munition business is being closed up. This may be temporary. It seems certain that, if the war is to last for another year or longer, a share of the burden of shell-making must again devolve on Canada. This does not alter the fact, however, that in the near future, the stimulus of war business will be at least partially taken away.

Has the committee evolved the necessary plans to carry out the function for which it was created—the sustaining of prosperity in the face of the suspension of munition work? Has the necessary machinery been created to carry the plans out? While the work has devolved upon the committee in question, the whole responsibility is vested in the Government. The question can be laid before the Government directly: What is going to be done?

It is apparent that the committee has been busy. The report that Senator Nicholls laid before the Senate was the third that had been presented, and it contains two recommendations that are well worth consideration. The first is that, to increase the acreage in the country, a bounty should be paid to farmers who break new ground. Good! The farmer who increases his acreage while the labor situation is so strained is taking a big chance. He should be safeguarded. The second recommendation is that, to insure adequate labor, the importation of Asiatic labor be permitted for the duration of the war. This is not so good. It is a dangerous plan, for the man who goes to the front does not like to think that someone of another race is stepping into his job. It might be difficult to send the Asiatics back after the war. And, further, if the munition industry is to slacken up, there will be a large force, certainly numbering over 100,000, to be assimilated back into normal industrial circles. The labor difficulty may be solved.

It is important that these recommendations, and the other plans that the committee undoubtedly has formulated, should receive immediate attention. The report referred to has not, so far as the POST has been able to learn, received any attention yet. It was laid before the Senate, and not a single daily newspaper has made any reference to it. The details, given in this issue of the POST, will be the first news offered to the public. In view of the urgency of the situation, this is wrong. The all-important problem of meeting the situation facing the country should be engaging the earnest attention of the Government.

It will not do to let the situation solve itself. The Government should take hold.

WHAT GERMANY WANTS.

From *Wall Street Journal.*

It may be that the translator of Chancellor Michaelis' address to members of the German Reichstag made a familiar mistake in English, from an inaccurate knowledge of the language. The Chancellor told his hearers. "We all know what Germany wants." The statement might have been true, and if he had said, as he might honestly have said, "We all know what Germany needs," the statement would have been untrue, but it would at least have been a tangible step towards peace.

During three dreadful years the whole world has learned what Germany wants. She wants a great many things which do not belong to her; she wants territorial gains and advantages to which she is not entitled; she wants a world supremacy which would throw civilization back to the standards of the feudal system. She wants to impose upon a tributary world, which has advanced under the spirit of democracy, an intolerable slavery. It is quite conceivable that all the Chancellor's hearers, as he is reported to have said, know what Germany wants. We know, and that is why we are at war with Germany.

If he said they knew what Germany needed, he would have opened the way to the truth. What Germany needs is peace, food, clothing and commodities of all kinds, a restoration of her credit, and one thing above all which his hearers would have recognized, although they must be well aware of the desperate need of the others. What Germany needs is a moral rehabilitation. She needs the establishment of the world's standards of national honor; she needs to appreciate the fact that righteousness exalteth a nation and that the nation which departs from its paths is on the road to perdition.

And, as the Chancellor well knows, the world is striving to show Germany what she needs, and can afford to postpone indefinitely the consideration of what she wants until that task is accomplished. So long as the German people are taught that they are of different clay to other men, specially chosen to rule other nations by the strong hand, and entitled to take what they want irrespective of their rights or the rights of others, the war must continue.

There must be no more of the Kaiser's "strategical necessity," and the sanctity of treaties must be taught in the German schools and universities as thoroughly as the sanctity of the smallest contract is taught everywhere. It is education that Germany needs, and not that teaching of the right of a state to do wrong, which is a negation of all education, for there can be nothing worth the name which is not founded on morality.

SELLING GOODS AT A LOSS

From the *National Bulletin.*

One of the little things which nag just now is to have the fellow who has a supply of goods on hand, bought before an advance in price, keep right on selling at his old retail price when it will cost him more to replace the goods than he is selling them for.

Of course he loses money on such a deal and demoralizes prices to his competitors. It is a plain dog-in-the-manger case. Such a merchant will not make a profit himself or let any one else.

It sometimes happens that dealers have not marked up their goods in line with the changes for no other reason than that the prices have gone up so fast that in the hurry of business, this important matter is neglected. Nevertheless, it should not

Continued on page 38

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THERE is a general hesitancy in the iron and steel market, due to the uncertainty with respect to price-fixing in the United States. As yet this has had little apparent effect on the Canadian market for manufactured products, as the price changes recorded during the past week in an upward direction have been quite numerous. Galvanized sheets give evidence of a weaker tendency, a decline having been recorded in one quarter during the week. This decline has been induced not so much by the uncertain condition in the United States markets as to the recent ruling of the Dominion Government that duty on the accretion in price between the time of purchase and the date of shipment shall not be charged on more than 25 per cent. of such advance. This has permitted the readjustment in price noted. Lower quotations on black sheets have been made by some of the American mills to Canadian dealers, which gives an inkling of the trend of the primary markets. Lines in which advances have been recorded during the week include screwdrivers, force pumps, hickory chisel handles, lampburners, skidding tongs, timber carriers, canthooks, peavies, stopcocks, horse bits, bread mixers, sawbucks, bucksaws, ice saws, door pulls, lantern globes. Linseed oil was in firm market with advances recorded. Turpentine was in firm tone with indications that difficulties may develop on transportation from primary shipping points. Business has been seasonably good during the week.

MONTREAL MARKETS

MONTREAL, Aug. 29.—Amongst price changes in the past week the most important are those on scythes and cross-cut saws; but there have been several changes also in items of a different nature. Plumbers' oakum, for instance, has advanced, also pound fittings, iron stopcocks, but not to any extent in the lighter shelf goods. It is expected that Pink's lumbering tools may advance before long. Demand for seasonable lines, cow ties, sleighbells, lanterns, etc., is good. Demand for lanterns is, in fact, unusually good, according to reports of some wholesale houses. Stoves and stovepipe are coming in for increased demand now, and, though the prices of some of these are high, good fall business is expected.

Heavy Goods Show Several Advances

Montreal.

HEAVIES.—Amongst the shelf good lists there were no changes of any note this week according to reports from wholesalers generally, but certain lines of heavy goods have altered.

Pound Fittings Up

Pound fittings have advanced to 10 per cent. on list. These used to be 5 per cent. on list.

Iron Stopcocks Advance

Iron stopcocks have advanced to 22½ off list. Cost of manufacture held accountable.

Plumbers' Oakum is Up

Plumbers' oakum has advanced to $9.50 per 100 pounds. This used to be 50c per 100 pounds less.

Paris Green Still Firmer

Paris green is still higher in price and scarce to the point of supply exhaustion. Sixty-one cents a pound is quoted in one-pound papers.

United States Poultry Netting Up

United States poultry wire netting is up, being quoted now 15 per cent. off Canadian list, instead of the former 25 per cent. off.

An Explosives Note

Regarding explosives, there is a regulation prohibiting the packing of any form of these with the same consignment of hardware. Explosives must be forwarded direct from factory and at market price on date of shipment.

Pink's Lines May Advance

A new list with advanced prices is expected on Thomas Pink's lumbering tools. Both the metal parts and the wooden handles of such goods have recently had several advances.

Two Dollars Dozen Advance On Scythes

Montreal.

SCYTHES.—An advance of two dollars a dozen has been registered on scythes. The following prices are quoted on various lines of scythes in Montreal: Cast steel scythes, $12.50 doz.; Fine India, $14.50 doz.; Rough-and-ready, $16.50; Excelsior, $14.50; Clipper, $13.50; Matchless, $14.50; Bush, $13; Single Bead, $13.50; Double Bead, $14; Little Giant, $14.50; Guaranteed, $16.50; Meadow Queen $12.50; Concave, $14.50; Lance, $12.50; Black Diamond, $15.

Some Cross-Cut Saws Advanced

Montreal.

CROSS-CUT SAWS.—There have been advances in Indiana cross-cut saws as follows:—Wide, 4½ ft., $2.35; 5 ft., $2.60; 5½ ft., $2.85; narrow, 4½ ft., $2.05; 5 ft., $2.25; 5½ ft., $2.40. One man cross-cut saws, 4 ft., $2.55; 4½ ft., $2.85; 5 ft., $3.10.

Reaping Hooks And Hay Knives Advance

Montreal.

REAPING HOOKS.—There has been an advance on reaping hooks as well as on scythes. No. 2 is quoted at $3.40 doz,; No. 3 at $3.50; No. 4 at $3.60; No. 5 at $3.80; and Little Giant at $5.25.

Hay knives have also advanced, Heath's being now $12.50; Lightning, $12.50; and Spear-point, $14.

Nails And Wire Show No Changes

Montreal.

NAILS AND WIRE.—There have been no changes in the quotations for nails and wire this week though the market for these is very firm and steady. Nails (standard steel wire) are still quoted at $5.50 base. Cut nails at $5.75, and wire at $6.50 base. Business in these lines is not reported especially active. Much in the tendency now depends on the United States, where conditions are not very decided as to metal prices for the immediate present.

Sheets And Plates Remaining Steady

Montreal.

SHEETS AND PLATES.—Although there are no signs of any alleviation of the condition of shortage which prevails

in almost every line of sheet metal, the market has not been very active during the past week. More brisk business is anticipated in the beginning of September, but trade was reported quiet during the week since last report. Prices of black sheets keep firm and tending towards higher levels as stocks get low. The call for Canada plate for stovepipe is becoming more active, and supplies are very short. Advances in prices of galvanized iron are expected, but have not yet developed.

MONTREAL—	100 lbs.	Montreal Range 100 lbs.
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Fibres Firm, But Rope Unchanged

Montreal.

CORDAGE, TWINE, ETC.—There is no alteration in the condition of market as to cordage, rope and twine since last report. But the steady firming of the market for the raw materials is going on, and by the time demand becomes more active there may be further advances in prices. So far since the end of June no changes have been made in rope prices, but there have been advances in both Manila hemp and sisal fibre since then. Binder twine is about at the end of business for this year, though a few hurry up calls for emergency needs have been expected, and may arrive from near-by points where harvesting is in progress. Cotton rope and twine continue very firm. Demand for rope is at present at a low ebb as far as the manufacturers are concerned.

Gasoline And The Coal Oils Steady

Montreal.

GASOLINE AND COAL OIL.—The market for gasoline and coal oil remains wonderfully steady locally, considering the news from time to time regarding crude oil. It is anticipated that higher prices might come into effect on the refined oils any time, but quotations maintain this week as last week, with gasoline at 32½c per Imperial gallon Royalite coal oil at 17c, and Palacine at 20c per Imperial gallon. Demand is normal, good for gasoline, and growing for the coal oils.

Stoves And Ranges In Firm Market

Montreal.

STOVES, RANGES, ETC.—This is the season when the ordering of stoves, ranges, heaters, and all forms of winter warmth producers becomes more general by the retail trade, and already some inquiry is noted. But manufacturers find business for the past week at least quiet, and do not anticipate a rush of ordering until the country fairs are over, and city exhibitions closed. In stovepipe there have been advances as previously recorded, and the market for all lines subsidiary to stoves is firm, as that for the stoves themselves. Enameled ware is moving in ordinary business condition, also galvanized ware. Advances in these lines may come, but are not being predicted at present. Cost of coal and labor are factors in the production of enameled ware and galvanized goods, also cost of sheet metal. Accordingly the market is firm.

Iron And Steel Market Is Steady

Montreal.

IRON AND STEEL.—The market for iron and steel is not as active and excited as was the experience some months ago, but the steady, firm tone prevails still to a marked degree. There is, however some tendency to dullness, almost weakening noted at times, and the market awaits more definite doings from the United States. No changes have been made in prices of iron and steel lines since last reporting.

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 18-0 19
Black Diamond tool steel, per lb	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0 18-0 19

Lead Products Are Still Very Steady

Montreal.

LEAD PRODUCTS.—With the market forthe metal in the ingot slightly easier, there was little chance of the manufactured products of lead going firmer this week. The market for these is steady and demand is slow at present. Better demand is anticipated when needs for fall repair work become more pressing, and a more active market will probably ensue in the month of September.

MONTREAL—		
Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.19	....
Lead sheets, 3 lbs. sq. ft.	0.17¾	....
Lead sheets, 3½ lbs. sq. ft.	0.17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Old Materials Are In Slow Market

Montreal.

OLD METALS.—The market for the old metals is now at a very dull stage, and more briskness is not anticipated for a week or so yet. Supplies are, however, very light, and if need were to develop suddenly there might be found renewed firmness in many of the lines listed below. At present, however, there is not much demand, and the result of a quiet condition of business is that the prices mentioned below may be found shaded down a little in certain cases, though considered representative of the market at time of writing. There have been no changes in quotations this week. Iron is if anything easier, but with a tendency that might mean reversion to firmness should there be some new action in the United States creating demand on a large renewed scale.

MONTREAL—		
Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

The Ingot Metals Are Little Changed

Montreal.

INGOT METALS.—In the market for ingot metals in Montreal there is little or no new feature this week. Tin is slightly easier, and the whole market watches the doings across the border with interest awaiting the next move. Demand for metals is sluggish at present.

Tin Easier

TIN.—Tin, which was quoted last week at 62½c and up to 64c for smaller lots, is this week quoted at 61½c and 63c. For very small orders probably 64c would be charged.

Copper Unaltered

COPPER.—Copper quotations are unaltered at 33c to 36c for sizable orders and for smaller business respectively.

Lead Steady

LEAD.—Lead is steady at the quotations of last week, 13½c to 14½c, but in slightly easier market tone in some views.

Spelter Unchanged

SPELTER.—There is no change in the quotations for spelter and the figures 10½c to 11½c a pound stand this week also.

Antimony is Steady

ANTIMONY.—Twenty cents a pound is still the quotation in Montreal for average orders of antimony. Larger business might meet a less figure by a cent.

Aluminum Unaltered

ALUMINUM.—The quotation 65c to 67c a pound is still good for aluminum in Montreal, the firmer tone of the past weeks having reached a steady stage.

TORONTO MARKETS

TORONTO, August 30.—Although there is a hesitancy in the iron and steel markets at primary points there is still a disposition for the manufactured products to continue on their upward course. Changes have been quite numerous and comprise such lines as peavies, canthooks, skidding tongs, timber carriers, horse bits, bread mixers, sawbucks, lampburners, force pumps, hickory chisel handles, stopcocks, crosscut saws, ice saws, ruby lantern globes, door pulls. Galvanized sheets recorded a decline in one instance due in large measure to the change of regulation respecting payment of duty on cost at time of shipment. Business has been seasonably good, with anticipation that after Toronto Exhibition is over things will again be more brisk in trade lines.

Gasoline And Coal Oil In Firm Position

Toronto.

GASOLINE, COAL OIL.—Due to recent advances in the price of Mid-Continent crude oil to $2 per barrel there is a firm situation in the refined products such as gasoline, benzine and coal oils. Consumption is an additional factor that is giving firmness to the market, consumers showing a disposition to stock up in view of the rumor that consumption for pleasure cars may be curtailed. As to whether or not there is any actual grounds for these fears there has been nothing definite given out in Canada. Prices remained unchanged in the local market for gasoline at 31½c and 32c with benzine 1c per gallon less. Coal oil and lubricating oils were unchanged at prices given in current quotations.

Tin Unsettled; Copper Market Easier

Toronto.

INGOT METALS.—There was a generally weaker condition in ingot metals during the week so far as prices are concerned due to the absence of buying. A fairly good demand is reported in some quarters for aluminum. Tin was unsettled owing to the erratic condition in the primary markets.

COPPER.—There was an easier feeling in the copper market during the week due to the expectation that the prices likely to be established by the United States Government will show lower levels. Locally prices were quoted at 30c for casting copper, which shows an easier tendency.

TIN.—There was an unsettled condition in the tin market during the week, a fluctuation in price in the primary markets having been noted. Locally there was no alteration in quotations at 63c to 65c per pound.

LEAD.—Busines in lead is reported quiet and prices sho[illegible] disposition to change during the wek. In the primary market there was also a dullness reported. Locally prices held at 13½ to 14c per pound.

SPELTER.—The market for spelter was weaker and prices were quoted at 10c to 10½c per pound, representing ½c decline.

ANTIMONY.—Demand for antimony is very light and prices were down during the week to 18c per pound, a decline of 2c.

ALUMINUM.—A good demand for aluminum is reported in some quarters, but in other quarters a dullness. Prices were down and ranged from 60c to 64c.

PIG IRON.—There is little change in the situation in pig iron during the week, as quotations were still withdrawn by Canadian mills. In the United States there is an uncertain condition but carrying costs have been increased by 15 per cent. due to the granting of a higher freight rate by the Interstate Commerce Commission.

Electric Heating Lines Advance 25c To $1

Toronto.

ELECTRIC APPARATUS. — Announcement has been made by the Hotpoint Electric Company that their prices on grills, heaters, irons, ovenettes, toasters will be advanced to take effect on September 15, 1917. The increase on the various lines ranges from 25c to $1 on the various articles. Following are the new prices that have been given out: Boudoir set, 25c increase to $6.50; radiant grill, rectangular, $1 increase to $7.50; radiant grill, round, 1-ht., $1 increase to $8; radiant grill, round, 3-ht., $1 increase to $9.50; radiant heater, 600-watt, $1 increase to $9; hedlite heater, $1 increase to $9; boudoir iron, 3 lb., 50c increase to $6; domestic iron, 5 lb., 50c increase to $6; domestic iron, 6 lb., 50c increase to $6; laundry iron, 7½ lbs., 50c increase to $8.50; tailor iron, 15-lb. 1-ht., $1 increase to $18.50; ovenette, $1 increase to $5.50, disc stove, 4 in., 1-ht., 25c increase to $6; radiant stove, 50c increase to $6.50; toaster stove, 50c increase to $5.50; toaster, $1 increase to $6; laundry iron, 8½ lb., 50c increase to $8.75; tailor iron, 20-lb. 1ht., $1 increase to $19.75; tailor iron, 15-lb. 3-ht., $1 increase to $21; tailor iron, 20-lb. 3-ht., $1 to $22.25. Orders are being taken on present basis up to September 15.

Chisel Handles Advance 7½ Per Cent.

Toronto.

CHISEL HANDLES.—Higher prices have been registered on the price of hickory chisel handles to the extent of 7½ per cent. This advance follows two recent advances in handles of all kinds. Following are the prices now prevailing on some of the various lines: No. 31, $8.25 per gross; No. 33, $9.40 per gross; No. 35, $10.75 per gross; No. 36, $11.50 per gross; No. 32L, $9.50 per gross; No. 35L, $9.85 per gross; No. 51, $6.75 gross; No. 53, $7.35 gross; No. 55, $7.75 gross; No. 75, $12 per gross.

Screwdrivers And Force Pumps Higher

Toronto.

SCREWDRIVERS, PUMPS.—An increase of 5 per cent. has been made effective on screwdrivers. Perfect handle now selling as follows: No. 217, 4 in., $4.25 per dozen; 5 in., $4.75 per dozen; 6 in., $5.75 per dozen; 8 in., $7.50 per dozen. Force pump No. 349 has been advanced to $4.95, which is an increase of 10 per cent. Stanley screwdrivers have also been advanced and for the No. 265 the following prices prevail: 2 in., $2.35 per dozen; 3 in., $2.40 dozen; 4 in., $2.55 dozen; 5 in., $2.80 dozen; 6 in., $3 dozen; 8 in., $3.70 dozen.

Lamp Burners And Lantern Globes Up

Toronto.

LAMP BURNERS, LANTERN GLOBES.—Higher prices to the extent of 5 per cent. have been made effective on lamp burners, prices now quoted being as follows: No. O, 95c per dozen; No. A, $1 per dozen; No. B, $1.30 per dozen. A big increase has also been made effective in ruby lantern globes, the price now being $4.20 per dozen as compared with the former price of $3.25.

Skidding Tongs And Canthooks Up 12½%

Toronto.

SKIDDING TONGS, TIMBER CARRIERS.—An increase of 12½ per cent. was made effective during the week on skidding tongs, timber carriers and canthooks. In the skidding tongs, No. 201 is now quoted from $6.10 to $6.50 per pair and No. 204 at $7 per pair. Timber carriers No. 131 is now quoted at $26.75 per dozen or $2.25 each. Canthooks No. 50 by 4 feet are quoted from $20.75 to $22 per dozen while No. 51 by 4½ feet are quoted from $21.25 to $22.50 per dozen. Peavies No. 3 by 5 feet are quoted at $26.50 per dozen; No. 5 by 5 feet are quoted at $28 per dozen; No. 6 by 5½ feet are quoted at $28.50 per dozen.

Horse Bits, Sawbucks And Bread Mixers Up

Toronto.

BITS, BREAD MIXERS, SAWBUCKS.—Canuck bread mixers have registered an advance during the week, No. 4 now selling at $2 each and No. 8 at $2.40 each. J. I. C. horse bits is another line to show an upward tendency, the new quotation now being $3.35 per dozen. Sawbucks have advanced $1.55 per dozen and are now quoted at $4.75.

Savage Arms Off

An announcement has been made by the Savage Fire Arms Company that they are out of the market entirely so

far as further orders of firearms and ammunition are concerned.

Stopcocks And Bucksaws Higher

Toronto.

STOPCOCKS, BUCKSAWS, CROSSCUTS.—Stopcocks have been moved to higher levels and the following prices prevail: ½-inch, 73c per dozen; ¾-inch, 86c per dozen; 1-inch, $1.06 per dozen; 1¼-inch, $1.30 per dozen; 1½-inch, $1.60 dozen; 2-inch, $2.20 dozen. Certain lines of bucksaws have also been increased in price, New Century now selling at $10.80 per dozen, Maple Leaf at $9.55, Maple Leaf lance tooth at $10.30 and Prince Rupert at $11.70 per dozen.

Crosscuts and Ice Saws

Klondike crosscut saws have been increased approximately 10 per cent., wide now selling at 52c per foot, narrow at 42c per foot and one-man at 48c per foot. Ice saws are now quoted as follows: 5-foot, $4.25 each; 5½-foot, $4.70 each; 6-foot, $5.10 each.

Door Pulls Higher

Door pulls have been advanced during the week Nos. 25, 26 and 27 now being quoted at $5.25 per gross.

Nails And Wire In Quiet Market

Toronto.

NAILS, WIRE.—There is little disposition to look for higher prices on wire and nails in the immediate future in view of the turn which the market in the United States has taken. Wire rods in that market have been giving evidence of weakness in view of Government investigations as to cost. Locally there is a fair demand for nails and prices have held steady at $5.45 base for standard steel wire nails and $5.80 base for cut nails. Prices on wire will be found in current quotations.

Small Twines And Cordage Lines Moving

Toronto.

CORDAGE, TWINE.—Some of the manufacturers report a better movement in cordage during the week with a fairly active condition in small twines. Sorting orders on binder twine have been keeping up remarkably well, the big harvest in Ontario resulting in renewal of demands. Prices of sisal rope held steady during the week, no further advances having been recorded in the fibre. Pure Manila rope is quoted at 37c per pound, British Manila at 31c per pound base, New Zealand and sisal hemp ropes 26½c per pound base. Binder twine prices remain unchanged.

Galvanized Sheets Down 75c With One Dealer

Toronto.

SHEETS, PLATES.—A decline of 75c per 100 pounds was recorded in the price of galvanized sheets during the week, which now makes the price of 10¾ oz. $11.25 per 100 pounds. The majority of concerns were still quoting at $12. The decline was due in large measure to the new ruling of the Dominion Government effective July 4, which provides that duty shall be paid on the basis of home consumption price at time of purchase plus 25 per cent. of increase in price at the time of delivery if any increase has been effected. Prior to that time the ruling was to the effect that duty must be paid on the basis of price of home consumption at date of shipment. The new ruling means that duty will not be charged greater than 25 per cent. of increase of value of purchase price. This ruling applies to stocks that have been on order for no greater length of time than nine months. After that length of time they must pay on the full amount of increase. Some dealers report a better accumulation of stocks. Prices on black sheets in the United States were weaker with some mills, but locally there was no change in wholesalers' prices.

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Corrugated Sheets Still In Waiting Market

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There was a disposition to wait developments in the American market before taking any action with respect to prices on these commodities by local dealers. Dealers assert that an advance has been warranted for some weeks past, but the disposition has been to go slow in any price changes until conditions in the American market are cleared up. Demand has not been heavy for this class of goods, and there has been but little incentive to make dealers in a hurry about changing their quotations. Eavetrough and conductor pipe remain unchanged at the discount of 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Speculative Stage Still Exists In Steel

Toronto.

IRON AND STEEL.—The speculative stage— in other words, the period when the trade is still agitated over what the American Government is likely to do in the matter of price fixing—is still existent. Matters are apparently drifting on the other side of the line until fuller and more complete information is obtainable. It is admitted that the establishment of a fixed price for all cases of production would be a difficult matter, as costs vary so widely. It has been intimated that the United States Government may establish the price which they are willing to pay for its steel and iron, but that any further progress along the line of price fixing might be a difficult problem. Trade locally in iron and steel has been fair during the week, with prices holding unchanged.

TORONTO—	Per 100 lbs.	
Common bar iron	$ 5 00	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are In Fair Demand

Toronto.

BOILER TUBES.—Dealers report a fairly good demand for boiler tubes with the expectation that the demand will be much better during the month of September. Overhauling of boilers usually becomes more general at that time in preparation for the winter. Prices are holding steady, with no intimation made that there is likely to be any alteration in the near future.

TORONTO—	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Solder Again Inclines To Lower Price Levels

Toronto.

LEAD AND ZINC PRODUCTS.—A decline of 1c per pound was registered on the price of guaranteed solder during the week, making the quotation 40c per pound. Strictly half-and-half was weaker by ½c, and is quoted at 37½ per pound. Wiping solder has declined ½c also, and is now quoted at 37½c. The weaker position in tin in the primary markets for some time past has been responsible in a measure for the decline. Lead has been quiet, with a light demand in the primary markets. Prices on other lead and zinc products remained unchanged.

TORONTO—		
Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 18	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	....
Solder, strictly, lb.	0 37½	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Old Brass, Copper And Lead Pipe Down

Toronto.

OLD MATERIALS.—There was a weaker tendency in old materials during the week, tea lead having declined ¾c per pound, heavy lead pipe 1c to 1¼c, red brass 1c, and heavy copper 2c per pound. The lower prices were induced through the feeling that the United States Government is likely to fix a price on copper that will be in the vicinity of 20c per pound. Consumers are accordingly holding away from buying in the expectation that there will be a break in the market. Collectors of old materials have not shown any disposition to dump their stocks.

TORONTO—		
Tea lead	$ 0.07¼	.....
Heavy lead pipe	0.09¼	.....
Yellow brass	0.14¾	0.15
Red brass	0.20	.....
Light brass	0.09½	0.10
Heavy zinc	0.06½	0.07
Heavy copper	0.22	.....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	....	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00

Furnace Trade Has Started Quite Strong

Toronto.

STOVES, ENAMELWARE.—Manufacturers report the fall trade in furnaces has already started strong, and that there will be a shortage of some of the lines. One manufacturer stated that they are already short on some of the larger-sized furnaces. Trades in stoves of all kinds is quite active, shipments going forward on fall orders. Gas and electrics, however, are now in more quiet demand, following the big run during the summer months. Enamelware held steady in price with a fairly good demand continuing.

LONDON MARKETS

LONDON, August 28.—Business continues seasonably good with prices all firm and several advances recorded. Most merchants are taking in their fall goods early this year to make sure of getting them. Advances have been made on linseed oil, scythes, hay knives, grass hooks, stove boards, ash sifters, drills, cross-cut and buck saws and some miscellaneous lines. Collections are good.

Scythes And Hay Knives Go Higher

London.

SCYTHES.—A further advance in addition to that of a few weeks ago has been made during the week on scythes, bringing present prices to $3 per dozen higher than former quotations. New prices are as follows: Cast steel, $12.50 per doz.; Bush, $13; Clipper, $13.50; Clipper Concave, $14; Double beaded, $14; Excelsior concave, $14.50; fine India steel, $14.50; Little Giant, $14.50; Silver Steel Cradle, $16.

Hay Knives Higher

New and higher prices are recorded on hay knives during the week, bringing present quotations to the following: Lightning knives, $12.50 per doz.; Heath's pattern, $12.50; Spear point, T-handle, $14; Spear point, L-handle, $14 per doz.

Grass Hooks Up; Nails, Glass Steady

London.

GRASS HOOKS. — Higher prices on grass hooks have been reached during the week in accordance with other advances on similar farming lines. New prices are as follows:

Canadian—No. 2, $3.40 doz.; No. 3, $3.50; No. 4, $3.60; No. 5, $3.80; Little Giant, $5.25.
Fox—No. 2, $4 doz.; No. 3, $4.50; No. 4, $4.75.

Nails

Prices on nails are unchanged during the week. There is a good sale for nails just now and prices are firm at previous quotations of $5.45 base for wire nails and $5.75 base for cut nails.

Glass

There is also a fair sale for glass at firm prices. Unchanged quotations are 50 per cent. off for single and double diamond in cases, and 40 per cent. off for cut lights.

Drills, Saws And Blades Advance

London.

DRILLS.—New and higher prices are recorded this week on drills, which now show the following discounts: Bit stock, 30 per cent. off; round shank, 30 per cent. off; S and D blacksmith drill, 30 per cent. off.

Saws

Higher prices are also recorded on cross-cut saws, bringing new quotations to the following for Racer, Improved Racer, No. 1 Lance, and Premier saws: $4.50 each in 5-ft. lengths; $5.30 each in 5½-ft. length; $6 each in 6-ft. length.

Bucksaws have also advanced to the following: Happy medium saws, $8.70 per doz.; Tricolor, $11.20; New Century, $10.80; No. 1 Maple Leaf, $9.55; Prince Rupert, $11.70 per doz.

Blades

Bucksaw blades have also advanced to the following prices; Happy Medium, $4.85 per doz.; Prince Rupert, $7.10 per dozen.

Building Lines Have Good Sale

London.

BUILDING PAPER. — The active selling which has featured the various building lines such as nails, glass, etc., has also extended to building paper, putty, etc. There is a good sale for building paper at the following unchanged prices:

Plain fibre D2, 66c per roll; tarred fibre E2, 79c; tarred felt, $3.35 per 100 lbs.; carpet felt, $4.50 per 100 lbs.

Putty

There has been no change in putty prices during the week at the following previous quotations: $4.35 per 100 lbs. for standard in 100 lb. drums, and $4.45 in 25 lb. drums. Pure putty is selling at $5.35 per 100 lbs. in 100 lb. drums, and $5.45 in 25 lb. drums. Bladders in barrels at $4.60 per 100 lbs., and $5 in less than barrel lots.

Revised Prices On Miscellaneous Lines

London.

STOVE BOARDS.—Higher prices are recorded during the week on stove boards, bringing new quotations for Elite wood lined boards to 30 and 10 per cent. off list.

Axle Handles

A new list on axe handles shows present prices less 40 per cent. at $3.60 per doz. for No. 2 handles and $2.40 per doz. for No. 3 handles.

Roofing Nails

American large head roofing nails in 100 lbs. kegs are quoted at $8.45 per 100 lbs., and in 25 lb. boxes at $8.70 per 100 lbs.

Snow Shovels

Arctic japanned snow shovels have advanced in price to $4 per doz.

Screw and Strap Hinges

New and higher prices are recorded on screw and strap hinges this week bringing present quotations to $8 per 100 lbs. for 12 in. and smaller, and $7.50 per 100 lbs. for 14 in. and larger.

Price Revisions On Other Varied Lines

London.

ASH SIFTERS.—Higher prices have been reached on ash sifters as follows: $5.50 each for Burrowes Rocker No. 1; and $3 each for Banner sifters.

Miscellaneous Lines

Present prices and discounts on other lines recorded this week are as follows:

Cow chains, 12½ per cent. off.

Lanterns, short and long pattern, $12 per doz.

Lantern Globes, short and long pattern, $1 per doz.

Wooden hand sleighs, 40 and 5 per cent. off.

Snow shovels, 12½ per cent. off.

Starr skates, 30 per cent. off.

Linseed Oil Up 10c Per Gallon

London.

LINSEED OIL. — Linseed oil prices have been advanced another 10 cents per gallon this week in continuing their unsteady tone. Present quotations are as follows:

	Raw per gal.	Boiled per gal.
1 to 2 barrels	$1.60	$1.63
3 to 5 barrels	1.59	1.62
6 to 9 barrels	1.57	1.60

Prices on turpentine have been steady during the week at previous quotations of 63c. per Imp. gal. in single barrel lots; in 2 to 4 barrel lots at 62c. per gal.; in 5 gal. lots at 70c. per gal.

White Lead in Oil

Prices are firm on white lead in oil at $19 per 100 lbs. in ton lots for pure lead and $19.30 per 100 lbs. in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, August 30.—With the month's business drawing to a close, jobbers are able to form a very close estimate of the turnover for the month's business and from all sources comes the good news of a big month's work. Crop conditions which on the first of August were none too bright have changed, with the result that the yield will be a very fair average, and the pessimists have again had to retire for another year. This is as it should be and no doubt the returns for the next four months of the year will result in making this a record year's business for a great many jobbers and retailers.

Price changes for the week are again conspicuous by their limited number—the only two lines of importance which have undergone revision being linseed oil and woven wire fencing.

Wire Fencing Has Advanced; Churns

Winnipeg.

WOVEN WIRE FENCING.—Further advances are reported in the prices on woven wire fencing, and these quotations will likely hold until the beginning of the year. The new prices on some of the more familiar numbers are as follows:

Medium Weight Fence—Nos. 8-34-16, 36c head of lakes, 39c Winnipeg, per rod; Nos. 8-34-30, 46c head of lakes, 49½c Winnipeg, per rod; Nos. 18-50, 70c head of lakes, 75c Winnipeg, per rod.

Heavy Weight Fence—Nos. 4-34, 28c head of lakes, 31c Winnipeg, per rod; Nos. 5-40, 33c head of lakes, 35½c Winnipeg, per rod; Nos. 7-40, 45c head of lakes, 49c Winnipeg; Nos. 8-34-12, 58c head of lakes, 63c Winnipeg, per rod.

Poultry Fence—Nos. 10-50, 70c head of lakes, 75c Winnipeg, per rod.

CHURNS.—Churns have maintained a firm basis for some time past, but indications are that new prices representing an advance are to go into effect before long. To-day's quotations are given herewith on barrel churns:

No. 0, $6.75 each; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75.

Advance Expected On Barb Wire, Scythes, Etc.

Winnipeg.

BARB WIRE.—Firm prices are being maintained on barb wire, but another increase is anticipated very shortly. The present scale of prices provides for immediate shipment of goods only, nothing definite for spring business being yet available.

Quotations now being made on barb wire and other lines of wire are given herewith. These represent no change:

Barb Wire—Lyman 4-pt., $4.15 head of lakes, $4.75 Winnipeg, per spool; Glidden 2-pt., $4.30 head of lakes, $4.90 Winnipeg, per spool; Baker 2-pt., $4.25 head of lakes, $4.55 Winnipeg, per spool.

Plain Twist Wire—$4.85 head of lakes, $5.25 Winnipeg, per 100 lbs.

Plain Galvanized Wire—No. 9, $5.25 head of lakes, $5.65 Winnipeg, per 100 lbs.; No. 12, $5.50 head of lakes, $5.90 Winnipeg, per 100 lbs.

Coil Spring Wire—No. 9, $5.30 head of lakes, $5.70 Winnipeg, per 100 lbs.; No. 12, $5.55 head of lakes, $5.95 Winnipeg, per 100 lbs.

Annealed Iron Wire—No. 9, $7.20 per 100 lbs.; No. 10, $7.25; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90.

SCYTHES, GRASS HOOKS, ETC.—Another line to come in for further revisions very shortly is scythes, grass hooks, etc., on which an advance was only recorded a couple of weeks ago. The new prices are not yet available, but should be forthcoming in a few days.

Cordage Steady; Horse Shoes May Advance

Winnipeg.

CORDAGE. — A steady tone to the cordage situation still holds and no further change has been made for some weeks past. Present prices on rope now being made are as follows:

Sisal, 26½c per lb. base; British manila, 30c per lb. base; pure manila, 36½c per lb. base; Africa hemp, 30c per lb. base; lath yarn, 26½c per lb. base; cotton rope, 3-16 inch. 52c per lb. base; ¼ and larger, 51c per lb. base.

HORSE SHOES. — Firm prices are being maintained on all lines of horse shoes in the local market, but another advance would not come as a surprise. Iron and steel have shown additional strength and some advances have been made. This will undoubtedly result in higher prices on shoes in the near future. The present basis of quotations is given herewith:

Iron—No. 0-1, $6.75 per 100 lbs.; No. 2 and larger, $6.50 per 100 lbs.

Snowshoes—No. 0-1, $7 per 100 lbs.; No. 2 and larger, $6.75 per 100 lbs.

Steel—No. 0-1, $7.20 per 100 lbs.; No. 2 and larger, $6.95; featherweight, $8.35 per 100 lbs.

Canada And Tin Plate Steady

Winnipeg.

CANADA PLATE, TIN PLATE. — Canada plate and tin plate, which have enjoyed phenomenal advances during the past few months, exhibit a steadier tone and prices are firm at the following figures:

Canada Plate—18 x 21, half polished, $12 per box; full polished, $13 per box; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

Tin Plate—20 x 28, I.C., $30; 20 x 28, I.X., $32; 20 x 33, I.C., $35.40; 20 x 33, I.X., $37.45.

Terne Plates—$24.

High Record On Linseed Oil

Winnipeg.

LINSEED OIL.—A new high record has been established on linseed oil in the prices established during the week—an advance of 10 cents per gallon having been made. Reports of the flax crop are none too bright and the prices for grain are soaring, with the result that oil will still continue to climb. That the new prices represent the highest point to which this commodity will attain is doubtful. further advances are likely to go into effect almost any time. Quotations now being made, based on this latest increase, are as follows: Raw, $1.75 per gal., bbl. lots; boiled, $1.78.

White Lead in Oil

White lead in oil shows no change during the week, the following prices being maintained:

Decorators, pure, ton lots, $19.55; less, $19.90 per 100 lbs. Decorators, special, ton lots, $18.55; less, $18.90 per 100 lb.

Turpentine

Turpentine has also maintained a steady level and no change over prices ruling for the past few months is to be noted. To-day's quotations are:

In barrel lots, 85c. gal.; ½ barrel lots, 88c gal.; 5 and 1 gal. lots, 90c gal.

PITTSBURG MARKETS

Pittsburgh, Aug. 28.—It has been a week of rather interesting developments pertaining to the iron and steel trade, but unfortunately the developments are only interesting rather than conclusive. They do not tend to clarify the prospects of the market. Foremost was the fixing of coal prices by the Government at 50 cents a ton less than had been expected, and thus indicating that the Government has ideas of lower prices in general than had been surmised. Then there were declines of $5 a ton in billets and $2 a ton in Bessemer pig iron, maintaining the general declining tendency in raw and intermediate products. Offerings of plates appeared at lower prices and for earlier deliveries than formerly, while otherwise finished steel showed no distinct change. Finally, statistics leaked out indicating that the production of steel ingots in July was 6 per cent. greater than the average output in 1916, yet 11 per cent. under the capacity, as lately increased. The developments served to make the prospect still clearer that there is to be a general decline in the finished steel market, and perhaps a greater decline than had been expected; but there is no light on the question when the readjustment is to occur or how far it is to extend.

The Coal Price

The schedule of coal prices was announced August 22, prices varying in different districts, but except for the higher prices assigned to some far western districts, averaging approximately the Pittsburgh district prices, which are: $1.75 for slack, $2 for mine-run, and $2.25 for screened coal, per net ton at

mine. The lowest forecast had been $2.50 for mine-run. The coal operators now speak as if they would have been content with a $2.50 price; but as it is, they have called a general meeting of soft coal operators all over the country, to be held in Pittsburgh August 27, evidently for the purpose of making representations to the Government that the price is too low. They are justified in this by the observation in the price announcement that the prices were tentative.

It is expected that coke prices will be announced shortly, perhaps within a fortnight, and if $2 stands as the Pittsburgh district coal price, the Connellsville coke price can hardly be over $4, as with their lower mining costs the Connellsville operators would fare well to be allowed $3 for the ton and a half of coal required to make a ton of coke, with $1 for conversion.

Pig Iron and Steel Easier

Resale offerings of Bessemer pig iron, arising chiefly from the export embargo, resulted in sales at not over $53, valley, when the furnace quotations, although practically nominal, had been $55. Billets that had been offered freely in the market were marked down $5 a ton, resulting in small sales of both Bessemer and open-hearth at $80, the top price last June having been $95 to $100. Sheet bars offered at $85 find no takers, although last June $105 was pair in several instances.

The blast furnaces have not marked down their quotations, chiefly because it would not help them to do so, as there is no disposition to buy at any price. They no longer advise their customers to purchase, and frankly admit that all the indications are for a decline.

The continued decline in billets and sheet bars is important only as illustrating a general trend in values, for at prices above $60 to $70 there have been no purchases except in small lots, by consumers peculiarly situated. The regular consumers receive their steel on long term contracts, the settling price at present being probably in the neighborhood of $60.

Finished Steel

There are reports of several offerings of plate down to 8.00c, and for earlier deliveries than mills formerly admitted were possible, while until now the plate market has been described strong at 9.00c to 10.00c. Doubtless the offerings arose through the shutting off of exports by the embargo. The common report has been that the embargo on shipbuilding material was established for the purpose of making an arrangement with Japan whereby that country would receive material already ordered in return for sending some ships to engage in the transatlantic trade, but whether designedly or otherwise, the embargo is softening the market.

A curious fact is that while domestic demand for sheets has dropped to almost nothing, buyers being committed to a policy of waiting for lower prices, foreign buyers are bidding as eagerly as ever, and sales have been made for both Japan and South America at 9.25c, and perhaps even higher. Some of the mills have two months or more of unsold capacity to the end of the year, but they are not reducing quotations.

Government Buying

A fortnight ago the Government distributed orders for 6,000 standard gauge freight cars, and 2,997 narrow gauge cars for its operations in France, and 3,000 standard gauge cars have now been added to the orders, while 5,000 more are under advisement. The interesting statement is made by steel producers that an absolute price has been agreed upon for the steel involved, but no information is vouchsafed as to what the price is, apart from the observation that it is "satisfactory." Prices on steel for the merchant ships are still to be arranged. The mills are less opposed than formerly to the Government's proposal of 2.90c for plates, and 2.50c for shapes and bars.

A careful summary indicates that the Government purchases up to date do not indicate that as much as 15 per cent. of the capacity will be engaged at any time, but when the shipbuilding program is in full operation the total may possibly be a trifle more than 15 per cent., and any large buying of shell would effect a slight further increase. The increase in capacity over the average of last year is more than 15 per cent. Accordingly, the statement may be made that the full steel making capacity will be engaged next year provided domestic consumption is as great as in 1916, that the Government absorbs steel equal to the increase in capacity, and that the purchases of the European Allies are as great as they were in 1916. As to the last named item, there has been practically no buying at all to date, while as to the first, it seems altogether improbable that domestic consumption will not decrease.

BEGINNINGS OF CUT NAILS

The following account of the early machinery used for the manufacture of cut nails and of the methods of production was written nearly seventy years ago, says the Ironmonger of London, Eng. The author describes the plant of one Mr. Farmer, who carried on business at Lancaster Street, Birmingham.

The nail-cutting machine (which by the way is also manufactured here) is a ponderous mechanical contrivance for causing the sharp square edge of a massive cutting tool to rise and fall at regular intervals, and with irresistible power, some hundred times per minutes. If the nail requires a head—and they are made to pattern by these machines—additional mechanism is necessary. In this case the nail is caught, the instant it is cut off, in a kind of vice, which holds it fast while it receives a heavy blow from a lateral punch, cut so as to give the form of head desired. One of the greatest advantages of machine nail making is the economy of the material. When nails are forged, 20 to 25 per cent. of the iron is wasted; when they are cut, there is positively no waste at all to speak of. Some of the machines, which are used for cutting what are called brads, cut the heads complete without striking; and it would be possible to catch them as they fall from the machine, and fit them together again into the form of the strip of iron from which they are cut; and if they were weighed before and after cutting, it is a question if any appreciable loss of metal would be found to have ensued. In addition to the machines which cut but a single nail at each blow, there are others with broader blades, and of a more complex description, which cut as many as six nails at each descent of the tool. These are chiefly used for cutting the smaller sorts of headless nails used by shoe-makers; the strips of iron from which they are cut are laid in trenches side by side, and a whole row of them cut at once; in this case there is no turning round of the metal to be cut, the motion which produces the wedge-like shape of the nails being effected by a modification of the machinery. So rapidly do some of these machines do their work, that several thousands of nails are produced in a single minute. The fruits of their labors lie around, packed in bags of about fifty pounds each. From twenty to thirty tons of iron are thus cut up weekly in this factory, producing probably not less than fifteen hundred millions of nails in a year. When we remember that nearly five hundred tons of iron are cut up into nails every week in Birmingham, and that each ton, taking one sort with another, is calculated to produce a million of nails, by far the major portion of them being very small, we may form some idea of the cut nail trade, and may well wonder what becomes of so tremendous a product.

IRON AND CONCRETE SHIPBUILDING IN NORWAY

What may prove to have a revolutionizing effect upon shipbuilding to meet war necessities is contained in the announcement that a ship of iron and concrete construction built for ocean traffic has been launched in Norway. The boat was built entirely on a new system, with the bottom up from which position the launching took place at the Porsground Cement Works in Christiana, Norway. The underlying sledges glided out with the ship and when the water was the reached, the hull was detached from the sledges. It gradually sank to a certain point and slowly righted itself.

By this method it is possible to build ships in remarkably short time, thereby meeting the urgent demands for increased tonnage. This ship of 200 tons was built in three weeks, but the next will only require about half that time owing to the fact that the frame can be used with each subsequent ship of the same size. It is intended to start wholesale construction of iron and concrete boats of from 200 to 500 to 1,000 tons. The last named size can be completed it is said, in six weeks.

WEEKLY PAINT DEPARTMENT

Manufacture of Paint Brushes

Interesting Details of Process of Making Paint Brushes — Best Bristles From Russia Now—Large European Fairs Are Trading Centers — How Brushes Are Made—Good Brushes Are Best Value.

A VERY detailed process is that required in the modern manufacture of the simple paint brush, and such has been the case since brushes were first made, when in the great forests and marshes of Europe peasants gathered up the bristles which the prowling wild boar rubbed off as he scratched himself against the trees. Some information regarding the process involved in the industry is given in the following paragraphs by E. B. Wright, president of Hanlon & Goodman Co., of New York.

The wild hog is said now to be nearly extinct, but his descendants, many of them semi-wild, others more or less domesticated, now furnish the bristles to supply the world. The most of the present supply comes from Siberian Russia, though prior to the war large supplies came from Northeastern Germany and Hungary. The shipments of bristles are always tied in small bunches, the Russian always with bark, the German formerly came tied in twine, and the French cleaned, prepared and wrapped up in paper. The latter bristles are usually boiled to prevent twisting. The Chinese bristle in the long lengths is inferior to that from the countries named.

The gathering of the bristles is still done by peasants, many of whom spend their time gathering up the bristles rubbed off against trees. At certain seasons of the year when the hogs are shedding, they are driven from the woods and herded in pens where the bristles are gathered by simply pulling them off the backs of the animals.

Most of the supply, however, is gathered at killing time, and every peasant who keeps hogs is careful to save all the bristles. Jewish peddlers travelling from house to house take these bristles in exchange for little articles of merchandise, and when they reach a city they turn the bristles over to a commission man or agent, who passes them along to a jobber. The different colors, white, yellow and gray or black are roughly assorted and put up in large bales.

Large Fairs Are Trading Centres

Large fairs held at certain centres throughout Europe are the occasions for jobbers selling their stocks to the dressers. Some of these fairs are held three or four times a year, and the chief centres at which the buyers and sellers get together are at Nijni Novgorod, Irbid and Kieff.

The dressing process is commenced by the assorting of colors and combing in order to separate the bristles from the wool or fur. A rough asortment is then made on the basis of stiffness and thickness. The next assorting divides the stock into various lengths of from three inches to seven and a half inches or more. This process is called "dragging." A workman picks up a handful of bristles and gets the stiff ends even by striking them loosely upon the table. That leaves the small ends of the longest bristles projecting furthermost from the bunch. These ends are grasped between the thumb and a knife blade and are pulled out for the longest length.

Repetition of this operation quickly separates the bundles into its various lengths. The longer bristles are then tied up in bunches of a pound each, while the shorter bristles are tied in larger bundles. This is the dressed product. Before the war started, most of it found its way to Leipsic, which was the greatest bristle market in the world. There it was sold during the great fairs and from there it was imported to all countries for manufacture into brushes.

Petrograd is Chief Centre Now.

At the present time Petrograd is the bristle centre, and in order to purchase bristles now a government permit must be secured and a bond given for the amount equal to the value of the bristles purchased. This bond is given as a guarantee that the bristles will not be reshipped to enemy countries, or any brushes made of the bristles shipped to such countries. For five months of the year no shipments can be made owing to the fact that Archangel, the port of shipment is frozen during that period. Russian bristles in some grades have more than doubled in price since the beginning of the war.

In China the principal market is Tien Tsin from which the yearly export averages 16,000 cases as compared with 500 cases from Hong Kong, and a slightly larger quantity for Hankow. The cases weigh from 110 to 133 1-3 pounds each. The Chinese bristle is dragged down to as short a length as two and a half inches, and there is great variation in its value. Prices range anywhere from 45c to $3.60 per pound wholesale. An important difference between the bristle from Europe and that from China is that the latter is more tapering at the flag or split end, and is, therefore lighter. European bristles cost from $1.20 to $12 a pound.

When used in good brushes all French and Chinese bristles are boiled and straightened to prevent them from twisting when in use.

The Chinese bristles are nearly all black, and are gathered and dressed by the native. Most of the product however is marketed by the English or Germans.

Small Supply From U. S.

A considerable quantity of bristles, most of which are used in the manufacture of small cheap brushes comes from the packing houses of the United States. The bristles are not of a high grade however, for the American hog is abundantly fed and, growing rapidly, is made into pork before it is old enough to yield high grade bristles. The climate is also said to be unfavorable for this product.

On reaching the brush maker, the bristle is first thoroughly washed in soap suds and then placed in a highly heated room to dry. The beautiful white bristle placed on the outside of many brushes is bleached by means of sulphur fumes. This process does not change the character nor quality of it, but makes a finer looking and hence a better selling brush.

The examination of a new brush will reveal the fact that many bristles are shorter than the body of the brush; some a little shorter, some only half the length of the brush or even less, with

(Continued on page 52.)

Paint With Business-Building Qualities and Big Profits

Over half a century of high quality paint-making has gained the full confidence of the consumer for RELIABILITY of our lines. They bring a steady patronage.

JAMIESON'S
PURE PREPARED PAINTS

A WORD ABOUT PROFITS—Even though a product is a good seller it is not of much account to the dealer unless it pays a fair profit—our paints pay HANDSOME PROFITS.

Link up with us without delay. Write for our proposition—sure to interest you.

R. C. JAMIESON & CO., Ltd., Montreal, Canada

ESTABLISHED 1858 **Owning and Operating P. D. DODS & CO., Limited**

Economy!

HELP YOUR CUSTOMERS PRACTICE A WAR-TIME NECESSITY

Sell Them the Benjamin Moore Products

Our methods of conducting business enables us to sell a high quality product at a low price. Our HOUSE COLORS represent the

Best Paint Value on the Market

Our paint is made from the very best and most lasting pigments combined with Pure Linseed Oil and the best liquid dryers. Dries hard, but retains sufficient elasticity to prevent cracking and peeling. Its appearance is unbeatable.

Help your patrons to practice thrift—they save money when they buy Benjamin Moore Products. Write for agency proposition.

Benjamin Moore & Company, Limited, West Toronto

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, August 29.—Three matters of note apply to the paint and oil market of this city and district this week. The first is the strength of the linseed oil market which has again developed every symptom of firmness with advancing prices. The second is the arrangement for the booking of orders for putty up till the 31st of October this year instead of for immediate delivery as previously. The third matter is the decline in turpentine —a matter of two cents. In other respects the market conditions are little altered from those prevailing last week. There is still a little dullness in the markets as to demand. This is due to the final holiday and fair period, also to the necessities of the harvesting work now at its height. Resumption of business activity is anticipated very soon in September, and while no predictions as to probable price changes are heard there is a good deal of firmness of market still indicated. Mixed paints may possibly find higher levels yet this fall.

Linseed Oil Has Developed Strength

Montreal.

LINSEED OIL.—There is a renewal of the tone of strength in the linseed oil market. Flaxseed advanced during the past week, and had only a momentary phase of trifling decline. At time of writing $3.55 to $3.60 cents per bushel was quoted for flaxseed. Great difficulty was being experienced to find space for transporting the seed by water, and railway transportation was also lacking to a considerable extent. Sufficient seed, however, was coming through to keep crushers' plants employed. News from the Argentine was good as regards crop prospects, but transportation of the yield is still a problem. It will be some time yet before new crop flaxseed comes in from the Canadian Northwest. Prices of linseed oil to the retail trade which had not responded at once to the firming trend of the primary market last week were this week firmed up quite sharply. The lowest quotation heard of was $1.47½ for raw linseed oil in one barrel lots with $1.50 for boiled, and these prices were not such as would yield a profit if the oil were purchased at crushers' quotations of the same date. To do ordinarily profitable business $1.60 to $1.63 for raw and boiled linseed oil respectively in one barrel lots would have to be charged according to the views of merchants of experience noting the market condition. The tendency was towards even firmer quotations, and the range indicated was as under:

Linsed Oil.—¼ bbls. raw, $1.47½-$1.50-$1.55. Boiled: $1.50-$1.52½-$1.58: 5 to 9 bbls., $1.46½-$1.49-$1.54. Boiled: $1.49-$1.51½-$1.59 per Imperial gallon.

Turpentine Market Has Declined Two Cents

Montreal.

TURPENTINE.— The market for turpentine is easier this week. A decline of two cents per Imperial gallon was recorded. This brings the lowest quotations for turpentine to $0.58 cents and $0.56 cents per Imperial gallon for the ¼ bbl. and 5-9 bbls. orders, respectively. The two-cent drop in prices was general amongst those paint manufacturing firms in the market to sell turpentine, and demand was reported insignificant for the present. The drop in prices, however, and the end of the holiday period together were expected to stimulate demand in the beginning of September. News from primary markets indicates sufficient supplies of turpentine but there are no predictions as to how long the easier market may last. Quotations for the current week are as under:

Turpentine	Per Imperial Gallon		
1 to 5 bbls.	$0.58	$0.63	$0.65
5 to 9 bbls.	0.56	0.62	0.63

Putty May Now Be Booked For Future

Montreal.

PUTTY.—An important change takes place in the market for putty this week, not a change in prices but a change for the convenience of those ordering putty for use this fall. Instead of being subject to immediate delivery only—the condition which has applied to putty bookings for some time—putty orders may now be booked for delivery up to October 31 this year. This does not indicate an easier market for putty. On the contrary whiting has advanced in price lately, and linseed oil is on the climb again. There is every chance of putty's being firmer in market this fall. Demand is not considerable as yet for putty, but the season for repair work against the winter is fast approaching, hence the new arrangement for the convenience of putty buyers. Quotations remain for standard bulk in barrels $3.60 per 100 lbs. in less than ton lots. For 100 lbs. drums $4.05 per 100 lbs. Glass is in unchanged market as compared with last week.

White Lead In Oil Steady And Firm

Montreal.

WHITE LEAD IN OIL.—The market for white lead in oil remains steady and firm. The prospects are for advances should the metal firm up in market as linseed oil is showing further strength. But in the meantime demand is not particularly active. More demand is anticipated in a few weeks when a firmer market tone may develop if raw materials advance. For the present the quotations are as last week $18.80 per hundred pounds for 1 ton lots, and $19.10 per hundred pounds for less than 1 ton lots.

Mixed Paints Still In Steady Market

Montreal.

MIXED PAINTS.—The demand for mixed paints is still in a slack spell. This is due to holidays, fairs, and harvesting. It is still early for the demand for domestic lines of paint which will develop Thanksgiving Day, but preparations are being made by retailers for this demand. The prospects of further alterations in the market for mixed paints are not decided enough for prediction just at present, but the tone of market is firm, and advances in price would not be surprising should linseed oil and the other basic raw materials of mixed paint continue to develop market strength. There is no special feature of the mixed paint market to report this week.

TORONTO

TORONTO, August 30.—Linseed oil has been the centre of interest for the paint trade during the week and much higher prices were put into effect in some quarters. A break in the market on flaxseed occurred on Wednesday, however, and this eventually may work out toward easier prices if the movement is sustained. The volume of sorting orders coming in by mail at present inclines manufacturers to anticipate a good fall trade for paint. The representative of one

The Standard of the World

Accepted the world over as the white lead by which all others are judged! Made continuously for nearly 200 years, during which time it has been building a wonderful reputation.

BRANDRAM'S GENUINE B.B. WHITE LEAD

is the one you should sell, if you would have your store become known as headquarters for painters' supplies. If you stock this white lead, the trade of the master painter will come to you—and he buys many things besides white lead.

Write to-day for current prices

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

If any advertisement interests you, tear it out now and place with letters to be answered.

large manufacturing concern stated the volume of this business is much better than was expected for this season of the year. Turpentine showed a firm tendency, an advance of a cent per gallon having been registered in one instance. With the exception of linseed oil prices remained steady.

Linseed Oil Range Shifts To Higher Levels

Toronto.

LINSEED OIL.—The range of prices on linseed oil gave evidence of an ascending tendency during the week, when the low quotation was moved up to $1.42 per gallon for single barrels of raw, while the upper level attained was $1.60 per gallon. Two concerns were quoting on the basis of $1.42, a third was quoting at $1.49, while a number of others were quoting at $1.60. One dealer asserted there was considerable cutting going on according to the condition of the contracts of the seller. If these contracts were about to expire the seller was more anxious to take business as his oil was in most instances purchased at lower levels than present basis. Flaxseed reached the high level of $3.60 per bushel at Winnipeg for the cash seed on Monday, with the October option at $3.55. On Tuesday there was a slump in the price of seed of 11c., followed by a further decline on Wednesday of 18c. on the cash article, and the same amount on October option, closing at $3.31 for cash and $3.26 for the October option. Despatches from the West gave no intimation of the reason, but local oil men were inclined to the opinion that more favorable crop reports had been received. Locally the demand is somewhat light. There is a sufficient supply of seed reaching Eastern Canada crushers, but receipts of seed at Winnipeg during the week would indicate that existing stocks are running very low. Oil cake is still in steady demand.

1 to 2 bbls.	$1.42-$1.60	$1.45-$1.63
3 to 5 bbls.	1.41- 1.59	1.44- 1.62
6 to 9 bbls.	1.40- 1.58	1.43- 1.61

Turpentine Gives Evidence Of Firmness

Toronto.

TURPENTINE.—There was an undertone of firmness in the local turpentine market during the week as evidenced by the fact that one of the dealers advanced their price 1c. per gallon to 61c. in single barrel lots. Offers of purchases were made by local dealers to brokers in the South at ¼c. below prevailing market quotation at Savannah, but the offer was refused, indicating that sellers in primary points were not anxious for business at any reduction in price. Prices in the primary market held very steady during the week, being practically stationary. The range of prices is still from 60c. to 63c. in single barrel lots, with one concern quoting at 61c.

	Per Imp. Gal.
1 barrel lots	$0.60 -$0 63
2 to 4 barrels	0.58½- 0.62
5-gallon lots	0.78 - 0.71

Mail Orders For Paint Reported Good

Toronto.

MIXED PAINTS.—Manufacturers report the demand for paint through mail orders has been most satisfactory during the past week, better in fact than they had anticipated for this season of the year. Some of the concerns are now engaged in stocktaking or in overhauling their premises in preparation for the fall trade. A number of the travellers are off the road and will not start back on their trips until after the National Exhibition. There is no disposition to look for a change in prices in the immediate future.

White Lead In Oil Trade Still Light

Toronto.

WHITE LEAD IN OIL. — Trade in white lead in oil is reported light by the majority of concerns. Prices are holding steady at $19 per hundred pounds in ton lots and $19.30 in less than ton lots. The opinion is expressed in certain quarters that with the fixing of prices on white lead in oil for the fall booking business there is every evidence that prices may be firmly maintained. Linseed oil has been at high levels during the week and there is no disposition for pig lead as yet to show a marked tendency downward. In view of these facts the tone of the market is toward firmness.

Putty Booking Date Has Been Moved Along

Toronto.

PUTTY, GLASS. — Manufacturers of putty during the week announced that the booking date on putty has been extended to October 31 for delivery at present prices. Heretofore prices had been for immediate delivery only. This is not interpreted as showing any weaker tendency in putty as linseed oil is high and whiting is reported scarce. Glass remained unchanged during the week at prices given in current quotations. Demand has been light during July and August, but it is expected to show considerable improvement before the month of September is over.

MANUFACTURE OF PAINT BRUSHES

(Continued from page 48.)

others of varying length in between.

This mixing of varied lengths of bristles is part of the process and is not done merely o mix in the short bristles. The flag, that is the split and tapering end of a bristle, is the part that holds the paint and is most effective in brushing it out. If all bristles were the same length a brush would become stubby as soon as the flag was worn down. By mixing the various lengths new ends come into use all the while as the brush wears off. Thus a careful painter can practically use up all there is of a brush.

Making a "Pound" Brush

In the making of a pound brush, for example, the workman takes a certain weight of properly mixed bristles, and by a few movements of his hand arranges them so that the natural bend of all bristles is inward, towards the centre of the brush. Then he takes a certain other weight of white and bleached bristles and deftly arranges them around the outside for the casing, being careful to turn the bend of these also inward.

The tuft or knot is then drawn through a band or ferrule, which thus becomes the binding. Loose bristles are pulled out by drawing the tuft through the comb. The handle which is tapered, is then pushed carefully backward through the centre of the tuft, small end foremost, and driven home by hard blows with a hammer. The butt ends of the bristles are smoothed by rubbing them quickly over an iron plate heated to a red heat with gas jets. A coat of paint over the scorched ends and a small section of the handle completes the brush.

In making a chisel point the flag end of the tuft is put into a cup wedge shaped at the bottom and as large around as the brush is to be. By tapping and gentle pressure the tuft is settled down into the cup and held firmly until it is placed into the binder. The various materials used for binding are twine, as in the old fashioned round or pound brush, iron, wire, tin, brass, rubber, leather, and nickeled steel. The same thing may be said regarding a choice between glue and cement; excepting that a glue set brush should never be put in water or a cement set brush used in alcohol or shellac.

No Substitutes

No satisfactory substitute for bristles in brush making has ever been found. In cheaper brushes horse hair and a fibre of the aloe plant known as tampico are mixed with bristles, but they only increase the size of the brush at the expense of its quality. Horse hair is flabby, and the woody fibre scratches and breaks, making it impossible to do good painting. Both horse hair and tampico lack the toughness, the strength, the elasticity or spring, the wearing quality and absorbing or paint holding power of bristle.

There is choice also among brushes that are all bristle, for bristles are of varying grades. If the bristle is soft and flabby the brush will not spread the paint properly. It is evident therefore that a good brush is cheaper in the long run and of far greater efficiency than a poor one.

VISITORS TO TORONTO

James Dandie, of Streetsville, and A. G. Snyder, of Vandorff, were among the visitors to the city recently.

George Teasdale, of Laskey, Ont., hardwareman, made some business calls in the city.

E. Hodgson, of Churchill, and J. Hilliar, of Burk's Falls, spent Friday of last week in Toronto.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

This Space is Yours For $2.50 On Yearly Order

It's a Berry Finished Room from Floor to Ceiling

Homebuilders and houseowners have learned that "BERRY" FINISHES not only produce artistic interiors, but the lasting quality of the finish makes their use economical.

BERRY BROTHERS' VARNISHES, ENAMELS, AND STAINS are ready sellers because of the widespread knowledge of their merit among actual varnish buyers.

For more than half a century architects have specified them and painters have preferred them because of their complete dependability.

Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are a few of the many "BERRY" products whose names are household words among all users of varnish. There is an ever increasing demand for them and the label of "BERRY" BROTHERS is the only selling argument needed.

BERRY BROTHERS (INCORPORATED) World's Largest Varnish Makers

Established 1858

WALKERVILLE ONTARIO

(593)

Liquid Granite FLOOR VARNISH

Paying Strict Attention to Deliveries

We are paying the same attention to **deliveries on time** as we did before the war. That is, we are doing our utmost. But the extraordinary conditions existing to-day often retard us, in spite of all our efforts, and if at any time orders are "held up" it is due to conditions over which we have no control. We ask the trade to kindly bear with us in this matter.

LARGEST MANUFACTURERS OF HARDWARE IN CANADA

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $18.25; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs.; ½c per lb.; f.o.b. Montreal, Toronto, Hamilton London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Ford's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench—No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb....$1.40-$1.65
Cut Lace Leather, lb.... 1.60- 1.85
F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.
F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15
F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.
F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.
f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.
F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.
F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.
F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets	$11 25	$10 00

Galvanized

	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00
F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

RAMSAY'S VARNISH STAIN

In Business 75 Years

In Business 75 Years

TWO THINGS YOU WANT!

Profits and Satisfied Customers. Both are yours if you handle RAMSAY'S VARNISH STAINS. Don't hesitate. Time is Money.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Mounted No. 115, each	4 50
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in..	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt...	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 50%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	12 00

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 00
No. 3, per doz.	3 50	4 50
No. 4, per doz.	3 60	5 10
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	3.25-4.20	
Cold blast, common ruby	3.25-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

	2¾ inch.....15c
1 inch.....$1	3 inch 10c
1⅛ inch.....$1	3¼ inch ...10c
1¼ inch.....65c	3½ inch ...10c
1½ inch.....40c	4 inch 5c
1¾ inch.....40c	4½ inch ... 5c
2 inch.....30c	5 inch base.
2¼ inch.....30c	5½ inch base.
2½ inch.....15c	6 inch base.

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

PAINTERS
AND
Home Owners Will Demand

the paint they are sure will give them satisfactory results.

Your Paint Business depends on your carrying the paint that is always in demand.

Keep busy by handling the best there is.

CANADA PAINT

brings you sales,
more sales,
larger sales.

CP
TRADE MARK

Get Ready for Fall Business

by looking over your stock and keeping it well assorted.

Country homes will soon be vacated. Are you ready to take care of the demand for C.P. Products that comes with Fall cleaning?

Our Agency Proposition should be familiar to you. If not, write and let us explain.

The Canada Paint Company, Limited

Makers of the
Famous Elephant Brand White Lead

572 William Street - - - Montreal
112 Sutherland Avenue - - Winnipeg

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Pure jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps

Cistern Pumps

Set Lengths

Brass Lined Cylinders

Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Each	$6 80

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	....	....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$12 55
Perfection 4-burner	16 00
No. 22G oven for above stoves	3 30

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

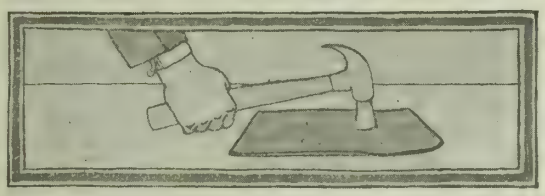
F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

TEST IT WITH A HAMMER

"You may dent the wood but the varnish won't crack".

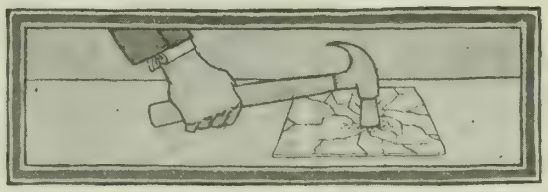
"61" FLOOR VARNISH

Hammer a Sheet of Rubber And What Happens?



NOTHING — your hammer leaves no impression — why? Because rubber is *elastic.* And it is the elasticity of "61" Floor Varnish that makes its life so long. Send for a sample panel. Test it yourself. Examine the dented wood and the unbroken varnish film. Then think of the heel-blows that your floor is called upon to endure, and you will understand why "*the varnish that can stand your hammer can best endure your heel.*"

Hammer a Sheet of Glass And What Happens?



WRECKAGE — the glass is shivered into a thousand pieces — why? Because glass is *brittle.* And this in a lesser degree, is exactly what happens to countless floors finished with ordinary varnishes which crack, check and chip off. A good varnish doesn't break off — it wears off — *slowly*; but the costly oils and gums used in "61" preserve its toughness far longer than the cheap ingredients used in ordinary varnishes.

A TEST THAT SELLS THE GOODS

THIS fall we are showing the magazine readers of America that the vital characteristic of a floor varnish is *durability.* This is being done with a smashing, convincing illustration (here shown) repeated eighteen million times in the great national magazines, and echoed by means of signs, booklets, streamers, movie slides and newspaper electros which will be furnished every dealer who handles Pratt & Lambert Varnish Products. It's not too late for you to get in on this big campaign.

As a merchant, you know how difficult it is to *prove* durability to a customer. You may say, "this is a durable varnish" — but that's a general claim that anyone can make. Think of having a durability argument that is not only logical, but capable of being *demonstrated!* Then take that argument, and lay the bare, unassailable facts of it before the public in a powerful campaign of national magazine advertising, and what is the result? *Conviction* — your prospect comes into your store absolutely convinced that if "61" Floor Varnish will stand the hammer test, it is obviously the varnish he wants. You *might* find it possible to sell that man a substitute — but you need no lengthy arguments to prove to you how much easier it is to sell him what he wants.

WRITE TODAY FOR THE PRATT & LAMBERT DEALER PROPOSITION

PRATT & LAMBERT-INC.
VARNISH MAKERS 68 YEARS
24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	42 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)

	Doz.
Victor No. 1	$1 65
Jump, No. 1	2 15
Hawley & Norton, No. 1	2 50
Newhouse No. 1	3 45

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)

	Per lb.
500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20¼
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	15
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus.....10%
Brass wire, 3 to 24 gauge, add.40%
25 to 36 gauge, add 25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls..$3 25
In 50-ft. rolls 3 30
Bronze, sq. ft. 0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

WRENCHES

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.		124 80

ZINC

For zinc products and zinc sheets

MacLean's Magazine

for September

Northcliffe

THE Big Feature is Lord Northcliffe's article—Federation after the War. This brilliant and mighty publisher and world-figure deals with the question of a federation of Great Britain and the United States, and of Canada's relation to such a federation.

It is a big thing for MacLean's to get this special and exclusive article from Lord Northcliffe, and the inference is: This great journalist and man of affairs deemed MacLean's worthy of his writings.

Lord Northcliffe is only 54 years old. In the years ahead he and his powerful papers, the *London Times* and *London Daily Mail,* will play a big part in the shaping of the Imperial State.

MacLean

COLONEL JOHN BAYNE MACLEAN is a notable contributor, writing of the causes of the war, and of the post-war reconstruction as it relates to Canada.

Colonel MacLean discusses the steps that should be taken to win the war, and deals with the financial measures that Canada must consider for the after-the-war period.

Colonel MacLean is pre-eminently well-informed, and his long and intimate connection with International and Domestic financial affairs makes what he writes challenging and illuminating.

Harold McGrath's Great Story of Adventure and Mystery

This world-famous fiction-writer contributes a complete novelette—"The Rubies of Perak."

Other notable contributors are Stephen Leacock, Miss Laut, W. W. Jacobs, Allenson, Moorhouse, and J. D. Ronald, who tells of a smuggling enterprise by an American who temporarily fooled the Customs Department when he imported the plant for a new factory in a Canadian City.

"The Gun Brand," by Hendryx, a great story of the Canadian Northwest, is a feature of the September *MacLean's.*

Three features liked by business men are the "Review of Reviews" Department, where the best things in the current magazines of the world are condensed; the "Business Outlook" article, and the Department, "Information for Investors."

Now on Sale Everywhere—Fifteen Cents

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg	15-22
Burnt Umber, 100 lbs	15-22
Raw Sienna, 100-lb. kegs	15-22
Burnt Sienna, 100-lb. kegs	15-22
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No 1, 100 lb. k.	0 05
Venetian red, best bright	2½-3¾
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2¼-3¼
Spruce ochre, 100-lb. kegs	4-5c
Canadian red ozide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS Gal.

Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90
B.H. English Enamel	5 25

GLUE Per lb.

French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 20	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.50-$1.56 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity		17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN Per 100 lbs. C.P. Co.

Prices withdrawn.

600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	55 00
50-lb. drums	55 00
25-lb. drums	55 25
1-lb. 100s, papers	57 25 60 00
½-lb. 200s, papers	59 25 62 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Montreal	Standard Less than tons Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

B.H. Varnishes	$2 75
Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 50
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 25
Jasperite Pale Hard Oil	1 60
Jasperite Floor Finish	2 25
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

Display This Sign

and

Stock the Goods

There is a Dougall Varnish for every purpose. Each one made for a definite use and guaranteed to give entire satisfaction. It will be good business on your part to investigate.

Write Us for Literature and Discounts.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

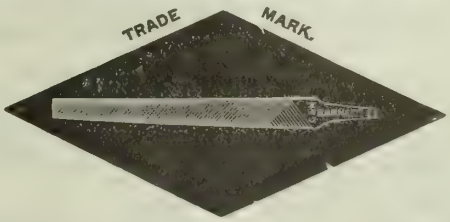
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.



INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.35 base; ⅜, 7-16 in., $5.60 base; other sizes, $5.35 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $15.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; $7.25; Logging, 5-16, 11c; ⅜, 10c; 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $6.75; No. 1, $6.75; No. 2, $7.50; No. 3, $8.25; No. 4, $9.75 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 8 75	$12 75
26 to 40	9 75	14 75
41 to 50	12 50	16 50
51 to 60	13 00	17 25
61 to 70	14 00	18 50

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.

Mounted on steel frames, $4.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 15%.

Corrugated Strap Hinges — 4, $1.35; 5, $1.90; 6, $2.65; 8, $4.30; 10, $6.35; 12, $9.70.

Corrugated Tee Hinges—4, $1.70; 5, $2.60; 6, $3.15; 8, $5.50; 10, $7.85; 12, $11.10.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb., 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set.....$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain $12 50
No. 25, Dash-board 15 50
Short Globe, doz. 12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $3.05; Silkstone, $3.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons	$ 5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 15c base; square tool, 15c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.....$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

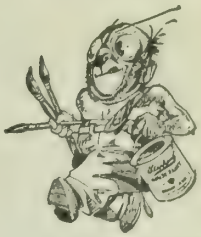
WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

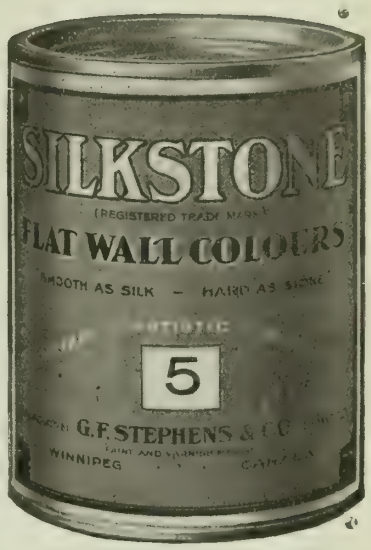
WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Stephens
REGISTERED TRADE MARK



Build Up a Steady Business with Good and Reliable Products



Stephens' paints are reliable. They give the utmost satisfaction in appearance, in lasting virtues, in economy.

You can't afford to sell the consumer common, unreliable paints and colours, not even though they are luring in price. "Cheap" products won't last; they give a poor appearance, and make the user discontented and apt to shun your store.

Sell Stephens' products if you would build up a steady custom that will come to you year after year.

Stephen's "Silkstone"

Famous flat wall colours—smooth as silk, and hard as stone. They are sanitary, artistic and washable. The dealer who sells "Silkstone" sells a line that will never fail him.

"Stephens' House Paint

The popularity of Stephens' House Paints in Western Canada grows apace. It's the best paint for every purpose that a dealer can recommend to his customer.

Are you handling our agency? If not, get in touch with us. You can make big money. Write to-day.

G. F. Stephens & Co., Ltd.

PAINT AND VARNISH MAKERS

Winnipeg and Calgary

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.

Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Paint
G. F. Stephens & Co., Winnipeg

Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg

Aluminum Polish
Louis McLain Co., Ltd., Winnipeg

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.

All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.

Antimony
Canada Metal Co., Ltd., Toronto.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Andirons
Enterprise Foundry Co., Sackville, N.B.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton.

Augers, Post Hole
Canada Foundries & Forgings, Brockville

Armco Iron
American Rolling Mill Co., Middletown, Ohio.

Art Glass
Consolidated Plate Glass Co., Toronto.

Asbestos Papers
Walter Belyea, Winnipeg

Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Air Valves
Pease Foundry Co., Ltd., Toronto.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Canada Foundries & Forgings, Brockville

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton

Bake Boards
Stratford Mfg. Co., Ltd., Stratford

Bakers' Oven Castings
Canada Foundries & Forgings, Brockville

Bale Buckles
J. E. Beauchamp & Co., Montreal

Barb Wire
Canadian Steel & Wire Co., Hamilton

Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Boat Fixtures
Canada Foundries & Forgings, Brockville

Bedfasts
Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

Brass Castings
Canada Metal Co., Ltd., Toronto

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.

Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

Brass Ferrules
Canada Metal Co., Ltd., Toronto

Brass Sheets
Tallman Brass & Metal Co., Hamilton

Brass Rods
Tallman Brass & Metal Co., Hamilton

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.

Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Belting Rubber
Gutta Percha & Rubber Co., Toronto

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bibb Washers
Jenkins Bros., Ltd., Montreal

Bicycles
Hyslop Bros., Toronto

Bicycle Supplies
Hyslop Bros., Ltd., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal

Bent Glass
Toronto Plate Glass Co., Ltd., Toronto

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal

Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
London Foundry Co., Ltd., London, Ont.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.

Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton

Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Bits, Brindle
G. W. Mallory, Blenheim, Ont.

Barn Door Track
Allith Mfg. Co., Ltd., Hamilton
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Barrel Stands
Wakyte Mfg. Co., Winnipeg
Baths (Enamelled)
Canada Metal Co., Ltd., Toronto
Baths (Steel)
Canada Metal Co., Ltd., Toronto
Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.
Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
Canadian Carbon Co., Ltd., Toronto
Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Block Tin Pipe
Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt
Boiler Compound
Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Boiler Taps
Wells Bros. of Canada, Galt
Bolster Springs
Wilkinson & Kompass, Hamilton
Box Strapping
J. E. Beauchamp & Co., Montreal
Barney & Smith, New York
The Stanley Works, New Britain, Conn.
Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.
Blasting Supplies
Dupont Powder Co., Wilmington, Del.
Blow-off Valves
Jenkins Bros., Ltd., Montreal
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Brass Rods
A. C. Leslie & Co., Ltd., Montreal
Brass Sheets
A. C. Leslie & Co., Ltd., Montreal
Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Butter Workers
Beatty Bros., Ltd., Fergus
Builders' Tools
L. S. Starrett Co., Athol, Mass.
Burring Reamers
Wells Bros. of Canada, Galt.
Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.
Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg
Butter Boxes
Walter Woods & Co., Hamilton
Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
Bumpers for Automobiles
Hyslop Bros., Toronto
Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.
Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.
Bread Boards
Stratford Mfg. Co., Stratford, Ont.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Britannia Metal
Canada Metal Co., Ltd., Toronto
Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.
Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Walter Belyea, Winnipeg
Buckles
Parmenter & Bulloch, Gananoque
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
The Stanley Works, New Britain, Conn.
Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Buzzers
Spielmann Agencies Ltd., Montreal
Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto
Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cast Hardware
Canada Foundries & Forgings, Brockville
Cast Iron Holloware
Canada Foundries & Forgings, Brockville
Casters, Bed
Canada Foundries & Forgings, Brockville
Cans
A. R. Whittall Can Co., Ltd., Montreal
Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Carving Sets
Landers, Frary & Clark, New Britain, Conn.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.
Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London
Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto
Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.
Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton
Carriage Painters' Supplies
D. Ackland & Son, Winnipeg
Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.
Calks
D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
Camp Cots and Chairs
Stratford Mfg. Co., Stratford
Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Canning Machines
Louis McLain Co., Ltd., Winnipeg
Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.
Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford
Camp Stoves
National Stamping & Electric Works, Chicago
Casseroles
Louis McLain Co., Ltd., Winnipeg
Casement Holders
Toronto Lock Mfg. Co., Toronto
Casement Operator
Toronto Lock Mfg. Co., Toronto
Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.
Came Lead
Canada Metal Co., Ltd., Toronto
Canoe Headlights
Canada Carbon Co., Ltd., Toronto
Canvas Belting
Plewes Ltd., Winnipeg
Cable Carriers
Gype Hazard Store Service Co., Toronto
Calipers, Vernier
L. S. Starrett Co., Athol, Mass.
Cement Coating
G. F. Stephens & Co., Winnipeg
Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto
Centre Reamers
Wells Bros. of Canada, Galt
Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Centre Punches
Stanley Rule & Level Co., New Britain, Conn.
Cement
Waller Belyea, Winnipeg
Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.
Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton
Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal
Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock
Dynamite
Dupont Powder Co., Wilmington, Del.
Egg Beaters
Collette Mfg. Co., Collingwood
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Farm Plants
Powerlight Co., Winnipeg
Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg
Electric Irons
Louis McLain Co., Ltd., Winnipeg
Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

CLASSIFIED LIST OF ADVERTISEMENTS

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg
Electric Toasters
Louis McLain Co., Ltd., Winnipeg
Electric Bells
Great West Electric Co., Ltd., Winnipeg
Emery Wheels
Louis McLain Co., Ltd., Winnipeg
Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal
Farm Lighting Outfits
Northern Electric Co., Montreal
Egg Cases
Walter Woods & Co., Hamilton
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.
Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg
Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Envelopes
Walter Woods & Co., Hamilton
Extension Ladders
Stratford Mfg. Co., Ltd., Stratford
Electric Vacuum Cleaners
McDonald & Wilson, Toronto
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Emery
John Oakey & Sons, London, Eng.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery Wheels
Carborundum Co., Niagara Falls, N.Y.
Emery Stones
Carborundum Co., Niagara Falls, N.Y.
Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto
Explosives
Dupont Powder Co., Wilmington, Del.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.
Faucets
Jas. Morrison Brass Mfg. Co., Toronto
Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock
Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal
Feed Boxes
Canada Foundries & Forgings, Brockville
Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth
Felt, Tarred
J. H. McComb Ltd., Montreal, Que.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal
Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock
Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Figured Glass
Consolidated Plate Glass Co., Toronto
Fittings
Pease Foundry Co., Ltd., Toronto
Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg
Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton
Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Filters
Thos. Davidson Mfg. Co., Montreal
Fire Bucket Tanks
Soren Bros., Toronto
Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto
Fire Alarm Apparatus
Northern Electric Co., Montreal
Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton
Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.
Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg
Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville
Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fish Net Leads
Canada Metal Co., Ltd., Toronto
Flat Wall Paint
G. F. Stephens & Co., Winnipeg
Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal
Floor Stands
Jenkins Bros., Ltd., Montreal
Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg
Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal
Friction Stay
Toronto Lock Mfg. Co., Toronto
Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto
Flint Cloths
John Oakey & Sons, London, Eng.
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton
Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg
Floor Finishes
A. Ramsay & Son Co., Montreal
Floor Wax
A. Ramsay & Son Co., Montreal
Floor Oil
Prairie City Oil Co., Winnipeg
Flue Liners
Toronto Pottery Co., Ltd., Toronto
Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto
Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford
Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fore Planes
National Machinery & Supply Co., Hamilton
Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Forgings
Steel Co. of Canada, Ltd., Hamilton
Fruit Jars
Walter Woods & Co., Hamilton
Friction Taps
Northern Electric Co., Ltd., Montreal
Forstner Bits
Progressive Mfg. Co., Torrington, Conn.
Funnels
Thos. Davidson Mfg. Co., Ltd.,
Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

CLASSIFIED LIST OF ADVERTISEMENTS

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Plate
Toronto Plate Glass Imp. Co., Toronto
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpeek Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co. New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Canada Steel Goods Co., Ham-
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton

CLASSIFIED LISTS OF ADVERTISEMENTS

Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Alymer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Spielmann Agencies, Montreal
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Mowers
Canada Foundries & Forgings, Brockville
Lawn Settees
Beauchamp, J. E., Montreal
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meters, Electric Frequency, Speed
Northern Electric Co., Montreal
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
American Rolling Mill Co., Middletown, Ohio
Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons Ltd., Toronto
Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Mops, Twine
T. S. Simms & Co., Ltd., St. John
Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg
Monel Metal
International Nickle Co., New York
Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto
Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.
Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton
Motors, Electric
Northern Electric Co., Montreal
Motor Generators
Northern Electric Co., Montreal
Motor Cars
Hyslop Bros., Ltd., Toronto
Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

CLASSIFIED LISTS OF ADVERTISEMENTS

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton
Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto
Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Nail Bin Counters
Cameron & Campbell, Toronto
Nails, Copper and Brass
Parmenter & Bulloch, Gananoque
Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.
Newspaper Metals
Owl Metal Co., Ltd., Winnipeg
Nickelware
Landers, Frary & Clark, New Britain, Conn.
Nickel
International Nickel Co., New York
Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Nitrogen Lamps
Canadian Laco-Phillips Co., Toronto
Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.
Oakum
Canada Metal Co., Ltd., Toronto
Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Oil Stains
A. Ramsay & Son Co., Montreal
Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto
Oil Cans
R. E. Bloomer, Keithsburg, Ill.
Oil's, Cylinder
Prairie City Oil Co., Winnipeg
Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Oil Stones
The Carborundum Co., Niagara Falls, N.Y.
Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Cups
Canadian Winkley Co., Windsor
Oil, Furniture
Prairie City Oil Co., Winnipeg
Oil Hole Covers
Canadian Winkley Co., Windsor
Oils, Motor
Hystop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg
Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal
Orange Derinders
J. E. Beauchamp & Co., Montreal
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Packing
Jenkins Bros., Ltd., Montreal
Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal
Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.
Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal
Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton
Paper, Wrapping
Walter Woods & Co., Hamilton
Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg
Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal
Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Pads
D. Ackland & Son, Winnipeg
Pads for Horses
American Pad & Textile Co., Chatham
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg
Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal
Paint, Mixed
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal

R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Paint Tyre
Spielmann Agencies Ltd., Montreal
Paint, Fireproof
Spielmann Agencies Ltd., Montreal
Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal
Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
Paris Green
G. F. Stephens & Co., Winnipeg
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton
Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Phosphor Tin
Canada Metal Co., Ltd., Toronto
Phospher Copper
Canada Metal Co., Ltd., Toronto
Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman—What should be the character of this mind? —What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post of Canada

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for merchants, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail the attached coupon.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto

.....1917

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address.....

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shiped from the mill?

London Rolling Mill Co., Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

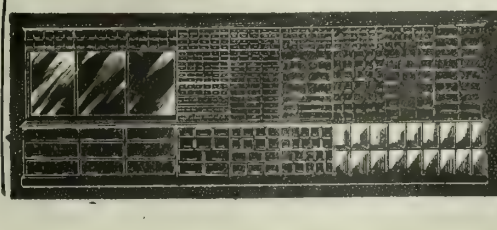
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is our motto. Prices right.

CAMERON & CAMPBELL, Sole Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt
Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt
Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto
Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.
Pipe Covering
Pease Foundry Co., Ltd., Toronto
Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pipe System
Powerlight Co., Winnipeg
Pipe Vises
National Machinery & Supply Co., Hamilton
Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Plaster of Paris
Walter Belyea, Winnipeg
Plasterers' Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.
Planters
Eureka Planter Co., Woodstock
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto
Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Powder
Dominion Cartridge Co., Ltd., Montreal
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal
Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Poultry Netting Staples
Western Wire & Nail Co., Ltd., London
Powder, Smokeless
Dupont Powder Co., Wilmington, Del.
Power Apparatus
Northern Electric Co., Montreal
Pottery
Toronto Pottery Co., Ltd., Toronto
Precision Tools
Goodell-Pratt Co., Greenfield, Mass.
Protractors
L. S. Starrett Co., Athol, Mass.
Polish, Floor
Channel Chemical Co., Toronto
Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg
Primers
Dominion Cartridge Co., Ltd., Montreal
Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto
Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto
Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal
Pump Jacks
Beatty Bros., Fergus, Ont.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Plate Glass
G. F. Stephens & Co., Winnipeg
Pump Valves
Jenkins Bros., Ltd., Montreal
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pulleys
Canada Foundries & Forgings, Brockville
Radiator Valves
Jenkins Bros., Ltd., Montreal
Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges
Canada Stove & Foundry Co., Ltd., Montreal
Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.
Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto
Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd., Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto
Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Ridgeroll
Wheeler & Bain, Toronto
Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Rosin
Ontario Oil & Turpentine Co., Toronto
Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg
Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Rubber
J. H. McComb, Ltd., Montreal
Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Felt
J. H. McComb, Ltd., Montreal
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg
Roofs, Silo
Pedlar People, Ltd., Oshawa
Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.
Radiators
Pease Foundry Co., Ltd., Toronto
Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto
Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto
Rubber Mats
Canadian Consolidated Rubber Co., Montreal
Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio
Saddlery Brushes
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal
Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

TARRED FELT

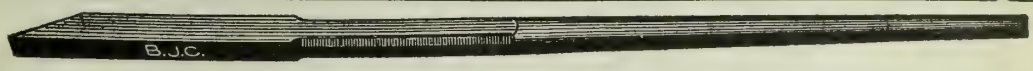
SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

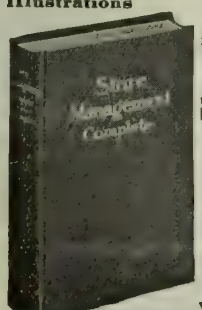
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON

A Companion book to Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW JUST PUBLISHED

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

BIG

RESULTS
from small investments. Read Hardware & Metal's Want Ad. Page.

CLASSIFIED LIST OF ADVERTISEMENTS

Sanitary Closets
Wakyte Mfg. Co., Winnipeg
Sash Operator
Metallic Roofing Co., Toronto and Winnipeg
Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers
Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto
Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Saws, Circular
Simonds Canada Saw Co., Montreal
Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Screw Machine Products
Eclipse Mfg Co., Indianapolis, Ind.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.
Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.
Screws, Apple Press
Canada Foundries & Forgings, Brockville
School Seats
Canada Foundries & Forgings, Brockville
Screen Door Sets
The Stanley Works, New Britain, Conn.
Screens
B. Greening Wire Co. Ltd. Hamilton
Screen Doors
Kasement Skreen Dore Co.
Seals (Lead)
Canada Metal Co., Ltd., Toronto
Shipping Room Hardware
Berney & Small, New York
Sewer Pipe
Toronto Pottery Co., Ltd., Toronto
Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal
Shot
Steel Co. of Canada, Ltd., Hamilton
Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Show Cases
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Shovels, Snow
Beauchamp, J. E., Montreal
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg
Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal
Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co. Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal
Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.
Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Sheet Lead
Canada Metal Co., Ltd., Toronto
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg
Sheets and Plates
American Rolling Mill Co., Middletown, Ohio
Shingle Stain
G. F. Stephens & Co., Winnipeg
Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa
Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto
Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Silverware
Oneida Community Co., Niagara Falls
Sinks
Canada Stove & Foundry Co., Ltd., Montreal
Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto
Sinks (Steel)
Canada Metal Co., Ltd., Toronto
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Skis
Northland Ski Mfg. Co., St. Paul, Minn.
Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto
Sleighs
J. E. Beauchamp & Co., Montreal
Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Smokeless Boilers
Pease Foundry Co., Ltd., Toronto
Smooth Planes
National Machinery & Supply Co., Hamilton
Snaffle Bits
G. W. Mallory, Blenheim
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal
Silver Solder
Canada Metal Co., Ltd., Toronto
Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg
Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto
Soldering Nipples
Canada Metal Co., Ltd., Toronto
Sockets
Northern Electric Co., Montreal
Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal
Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.
Spark Coils
Canadian Carbon Co., Ltd., Hamilton
Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.
Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock
Spring Dies
Wells Bros. Co. of Canada, Galt
Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.
Stable Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Stable Fittings
Canada Foundries & Forgings, Brockville
Store Ladders
Allith Mfg. Co., Ltd., Hamilton
Steam Cookers
Louis McLain Co., Ltd., Winnipeg
Storage Batteries
Canadian National Carbon Co., Toronto
Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock
Stoves, Gasoline
National Stamping & Electric Works, Chicago
Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford
Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton
Stencils
Hamilton Stamp & Stencil Co., Hamilton
Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton
Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford
Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal
Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg
Steel Bending Brakes
Steel Bending Brake Works, Chatham
Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Steel Square
Stanley Rule & Level Co., New Britain, Conn.
Stable Fittings
Beatty Bros., Fergus, Ont.
Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Willianms Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

GLUE
IN PACKAGES

Put up in the way that best appeals to the people—that's "BRANTFORD" GLUE

It's an all 'round glue and makes good profits for dealers.
In ¼, ½ and 1 lb. packages at your jobbers.

Canada Glue Co., Limited, Brantford, Ont.

PEERLESS ORNAMENTAL FENCING

A Big Trade Is Waiting for You.

YOUR business will jump to the front the minute you display Peerless Fencing. In price, quality, designs and actual worth you can guarantee every foot of it. We stand back of you.

Open hearth steel wire, crimped springy horizontal wires combine to make the Peerless fence outlast ordinary kinds of fencing. Defies rust, holds unruly animals, can't sag, can't break down and is the last word in economy.

Send for Dealer's Proposition

Get our illustrated literature showing the big line for residence, park, cemetery, farm, ranch, poultry yard and all purpose fencing and gates. Write today.

BANWELL-HOXIE WIRE FENCE CO., Ltd.
WINNIPEG, MAN. HAMILTON, ONT.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

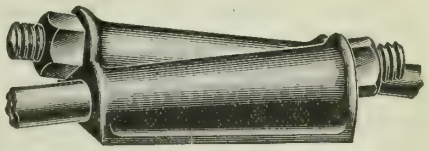
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario

Single Spiral

The World's Best

LEADER

Poultry Leg Bands

Colored Celluloid "Circles" Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

CHALLENGE

SMITH SEALED

Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)				
" " " "	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Burrill Celluloid Band

The Rideau Specialty Company

Manufacturers of **Cattle Ear Markers and Poultry Leg Bands**

SMITHS FALLS - - - - ONTARIO

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜″ to 2″, 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Stains, Oil, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co. Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd, Montreal
Spielman Agencies Ltd., Montreal

Stains, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd, Montreal

Stitched Cotton Duck Belting
Dominion Belting Co., Ltd., Hamilton

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Battery
Canadian Carbon Co., Ltd., Hamilton

Swivel Base Vises
National Machinery & Supply Co., Hamilton

Tables
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps and Dies
Wells Bros. Co. of Canada, Galt

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.

Tanks
Beatty Bros., Ltd., Fergus
National Equipment Co., Toronto
Pease Foundry Co., Toronto
Wheeler & Bain, Toronto

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Wrought Iron Range Co. Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Thimbles, Builders'
Collins Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Tiles, Roofing Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tiling, Walls and Floors
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinstock
Pease Foundry Co., Ltd., Montreal

Tin Plates
A. C. Leslie & Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg

Tinsmiths' Snips
J. Wiss & Son, New York

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tire Chains
Canadian Fairbanks-Morse Co., Ltd., Montreal
Hyslop Bros., Toronto

Tire Holders
Hyslop Bros., Toronto

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto

Toasters, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Tobogans
J. E. Beauchamp, Montreal

Too's
Buck Bros., Milbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Northern Electric Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

Too's, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio

Tools, Harvest
F. E. Myers & Bro., Ashland, O.

Toys
J. E. Beauchamp & Co., Montreal

Toy Drums
Soun Bros., Toronto

Tool Kits
Canadian Fairbanks-Morse Co., Ltd., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg

Too's, Carpenters'
L. S. Starrett Co., Athol, Mass.

Too's Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Tower Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg

Too's, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps and Bends (Lead)
Canada Metal Co., Ltd., Toronto

Trucks
John Watson Mfg. Co., Winnipeg

Truck, Barn door
Allith Mfg. Co., Ltd., Hamilton
Beaty Bros., Fergus, Ont.
Beatty Bros., Fergus, Ont.
National Machinery & Supply Co., Hamilton

Track Systems
Beatty Bros., Fergus, Ont.

Transom Operator, Concealed
Toronto Lock Mfg. Co., Toronto

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.

Trucks, Hand and Platform
Jno. Watson Mfg. Co., Ltd., Winnipeg
London Foundry Co., Ltd., London, Ont.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands
Stratford Mfg. Co., Stratford, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twist Drills
Pratt & Whitney Co., Ltd., Dundas, Ont.

Twines
Walter Woods & Co., Hamilton

Vises, Household
National Machinery & Supply Co., Hamilton

Valve Discs
Gutta Percha & Rubber, Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Valves, Brass, Iron and Cast Steel
Jenkins Bros., Ltd., Montreal

Valve Boxes
Jenkins Bros., Ltd., Montreal

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto

Valleys
Wheeler & Bain, Toronto

Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Wagons for Children
Woodstock Wagon & Mfg. Co., Woodstock

Washers
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Washing Machines, Hand
Louis McLain Co., Ltd., Winnipeg

Water Systems
National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

Washing Machines, Electric and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Prairie City Oil Co., Winnipeg
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG' MAN.

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

J. H. MORIN & CO.

54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOYAY MOTOR VARNISHES

DITZLERS COLORS

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

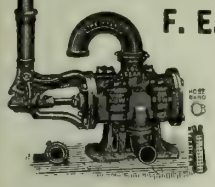
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for boo let.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,

Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

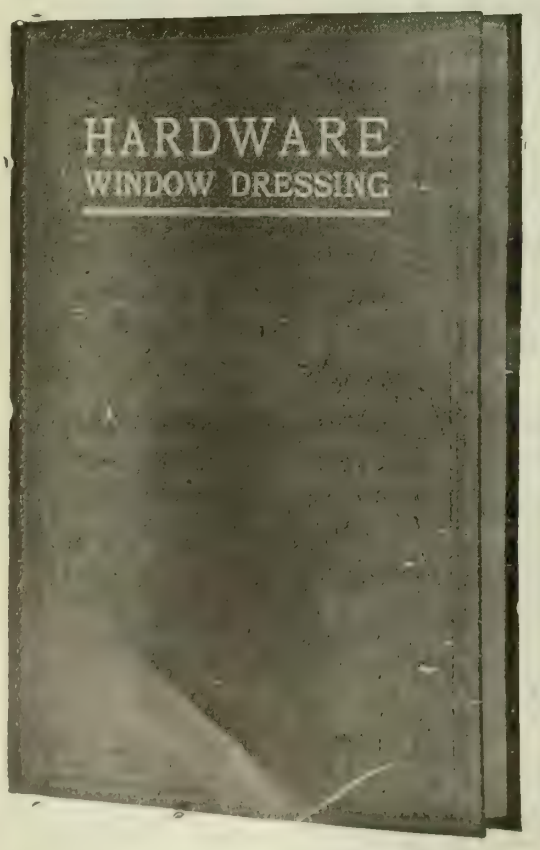
and SIEMENS-MARTIN

OPEN HEARTH STEEL

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in HARDWARE AND METAL and let it assist you in filling your needs.

CLASSIFIED LIST OF ADVERTISENENTS

Weather Stripping
Swan Mfg. Co., Winnipeg
Wash Boilers
Soren Bros., Toronto
Wash Tubs
Soren Bros., Toronto
Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg
Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg
Whitewash Outfits
Collins Mfg. C o,.Toronto
Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.
Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.
Wheelbarrows
London Foundry Co., Ltd., London, Ont.
Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto
Wall Coping
Toronto Pottery Co., Ltd., Toronto
Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John
White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal
Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Window Glass
Canada Foundries & Forgings, Brockville
Windmills
Manitoba Engines, Brandon, Man.
Wires and Cables
Northern Electric Co., Montreal
Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
Wire Fence Stretchers
Canadian Steel & Wire Co., Hamilton, Ont.
Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton
Wire Cutters
Northern Electric Co., Montreal
Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Wire Staples
Canadian Steel & Wire Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton
Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London
Wire Mats
B. Greening Wire Co., Ltd., Hamilton
Wire Signs
B. Greening Wire Co., Ltd., Hamilton
Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago, Ill.
Wooden Cold Air Gratings
Pease Foundry Co., Ltd., Toronto
Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal
Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal
Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.
Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt
Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal
Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Zinc, Bar
Canada Metal Co., Ltd., Toronto
Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg
Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal
Zinc, White
G. F. Stephens & Co., Winnipeg



You May Become a Practical Window Dresser for $2.60

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.60, Postage Paid, Payable in Advance

Send for Descriptive Circular

Technical Books, 143-153 University Ave., Toronto

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Embossed Metal Letters

Drop a card for prices and particulars.

AMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

A QUALITY LAMP Behind Every Label

MADE BY
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

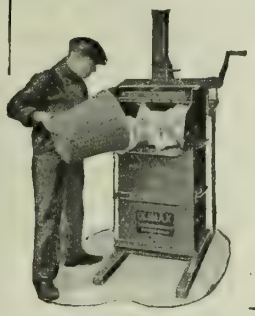
John Watson Mfg. Co., Ltd.
Winnipeg

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

Waste Paper Balers

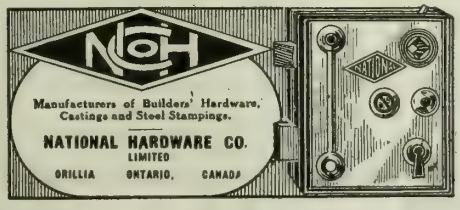


"CLIMAX"
ALL STEEL

Turn your waste paper into money. 12 sizes. $25. Up.

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.



BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

HARDWARE CLERKS make good agents for STEVENSON SIGNS AND SHOWCARDS

STEVENSON BLDG., TORONTO

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Order Now

FOR SPRING DELIVERY

We are taking orders now for spring delivery of the easy selling and profitable---

STURDY SPRAYER

No better sprayers made for gardens, live stock, poultry, etc.

We make Crown Glass Sprayers, Tin Sprayers Compressed Air Sprayers, etc.

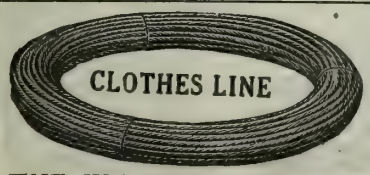
The Collins Mfg. Company
415 Symington Ave., Toronto, Canada

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"

PLEWES LIMITED, Distributors, WINNIPEG

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Waste Co. 77
Adamson Mfg. Co. 16
American Shearer Co. 1
Atlas Metals & Alloys Co. 4

Banwell-Hoxie Wire Fence Co. 77
Barnett, G. & H., Co. 63
Barton Netting Co., Ltd., The. 20
Berry Bros. 53
Brandram-Henderson Co. 51
Buck Bros. 19

Cameron & Campbell 73
Canada Foundries & Forgings Co. 8
Canada Glue Co. 77
Canada Metal Co. 55
Canada Paint Co. 57
Canada Steel Goods Co. 6
Can. Consolidated Rubber Co.. 24
Canadian Tube & Iron Co.... 75
Canadian Tungsten Lamp Co.. 81
Canadian Warren Axe & Tool Co. 6
Can. Yale & Towne, Ltd..... 1
Carter White Lead Co. 14
Chatillon & Sons, John 16
Climax Baler Co. 81
Coghlin, B. J., Co., Ltd. 75
Collette Mfg. Co. 16
Collins Mfg. Co. 81
Cummer-Dowswell, Ltd. 16
Curtis, Chas., Co. 20

Davidson, Thos. 4
Dominion Belting Co. 81
Dominion Cartridge Co. 23
Dominion Iron & Steel Co..... 19
Dominion Linseed Oil Co. 10
Dominion Sheet Metal Co. .... Inside back cover
Dougall Varnish Co., Ltd., The 63

Factory Products 20

Goodell-Pratt Co. 5
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Cotton Co. 26
Hamilton Stamp & Stencil Works, Ltd. 81
Hendryx, Andrew B. ..... Inside back cover
Howland, H. S. 7
Hutton, Jas. 77

International Nickel Co., The.. 73

James Bros. 81
Jamieson & Co., R. C. 49

Kinzinger, Bruce & Co., Ltd... 81

Laidlaw Bale Tie Co. 20
Lamplough, F. W., & Co..... 81
Landers, Frary & Clark..... 2
Lewis Bros., Ltd. 3

London Rolling Mills Co. 73
Lufkin Rule Co..Inside back cover

MacLean's Magazine 61
Martin, The L., Co. 21
McAvity, T., & Sons 12
McComb, J. H. 75
McDougall, R., Co. 14
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 49
Morin, J. H., & Co. 79
Morrison, James, Brass Co.... 10
Myers, F. E., & Bro. 79
National Cash Register Co.... 15
National Hardware Co. 81
Nicholson File Co. 12
North Bros. Mfg. Co. 8
Northern Bolt, Screw & Wire Co., Ltd. 22
Nova Scotia Steel & Coal Co. 79

Oakey, John, & Sons 79
Oneida Community Co. 17, 18
Otterville Mfg. Co. 77
Owl Metal Co., Ltd. 79

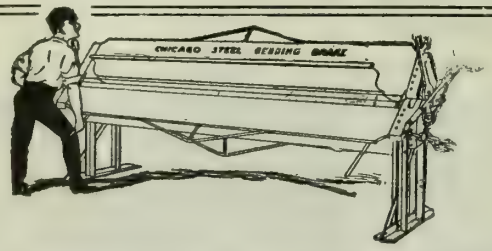
Parmenter, Bulloch Co., The.. 81
Plewes, Ltd. 81
Pink, Thos., & Co. 22
Port Hope File Mfg. Co..... 19
Prairie City Oil Co. 13
Pratt & Whitney 1
Pratt-Lambert 59
Progressive Mfg. Co. 75

Ramsay, A., & Sons 55
Renfrew Machinery Co. 13
Rideau Specialty Co. 77
Russell-Jennings Co. 77

Sharratt & Newth 73
Specialty Bag Co. 21
Standard Tube & Fence Co.... 77
Stanley Rule & Level Co..... 21
Stanley Works 26
Starrett, L. S., & Co. 11
St. Mary's Wood Specialty Co. 79
Steel Bending Brake Co., of Canada, The 82
Steel Co. of Canada, Ltd. 9
Steel Trough & Machine 81
Stephens, G. F., & Co. 65
Stevenson, W. H. 81
Still Mfg. Co., J. H. 21

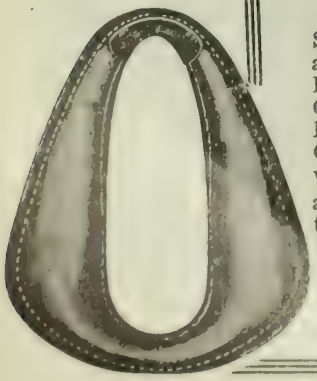
Taylor-Forbes Co. 53
Tallman Brass & Metal Co..... 82
Thompson, B. & S. H. 26
Toronto Plate Glass Importing Co. 63
Trees, Samuel, & Co. 82

Watson, John, Mfg. Co. 81
Western Wire & Nail Co. 81
Wheeler-Bain 79
Whitman & Barnes 84
Wilckes-Martin-Wilckes Co. ... 81
Wilkinson & Kompass Co..... 82
Woods, Walter, & Co. 84
Wrought Washer Mfg. Co. ... 84



CHICAGO STEEL BENDING BRAKES
MADE-IN-CANADA
Used by over ten thousand Sheet Metal Workers in U. S.
Mail us a post card to-day for catalog and full particulars.
The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal
QUALITY
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.
"We guarantee what we make"
Tallman Brass & Metal Co.
HAMILTON, ONT.

WE SELL LANGFORD COLLARS

Imperial Brand Horse Collars
Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.
Write for our price-list. We are large manufacturers of these goods.
Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Wanted

SITUATIONS VACANT

WANTED — EXPERIENCED HARDWARE salesman; good position. Box 381, Galt.

BUSINESS WANTED

GOOD LIVE HARDWARE BUSINESS—WESTern Ontario preferred. Box 486, Hardware and Metal.

FOR SALE

FOR SALE—NEARLY NEW SET TINSMITHS' tools. Frank Kell, Port Rowan, Ont.

FOR SALE—ONE 6 FT. HEAVY BRAKE FOR sheet metal up to 16 gauge, for hand power. 119 Church St., Toronto.

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10,000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

FOR SALE—TINNERS' TOOLS, FOURTEEN machines and necessary shop stakes; closing out business; snap for quick sale. Geo. M. Shepardson, Sombra, Ont.

FOR SALE—WELL ESTABLISHED HARDware business, about 20 miles from Toronto, in good town. Owner retiring. Apply Box 479, Hardware and Metal.

EXPERIENCED HARDWARE AND PAINT salesman desires position as traveling salesman with a good hardware or specialty house. A hustler and can produce results. Best references. Box 484, Hardware and Metal.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

LINES TO OFFER WHOLESALE OR RETAIL hardware trade—have 25 years' experience with the B.C. trade; have large warehouse and could store stocks if desired; would also undertake collections. References can be given and correspondence invited. W. E. Drake, 234 Cambie St., Vancouver.

THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

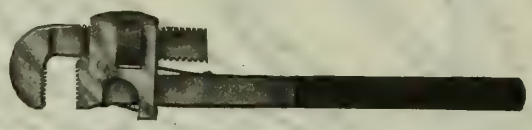
TRY IT OUT

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

The only Pipe Wrenches made EXCLUSIVELY IN CANADA

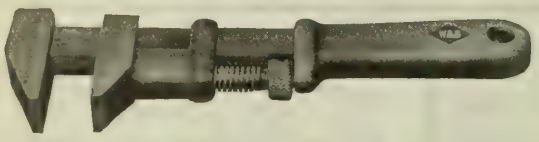
"W & B" Wood Handle Grips, Length open 6 to 14 inches.



"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

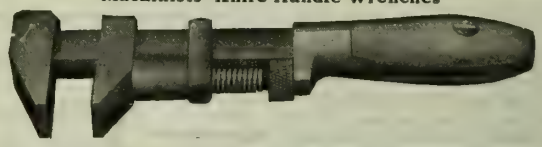
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

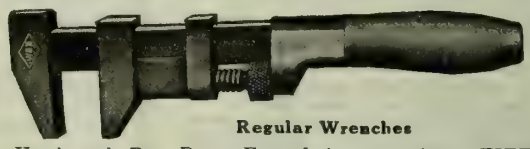
Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.



Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

Ask Us For

Wrapping Papers

10,000 Rolls and Reams and

Twines

Very large assortment.

Walter Woods & Co.

Hamilton and Winnipeg

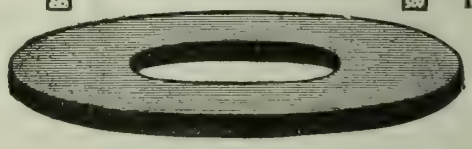
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

MILWAUKEE, WIS.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

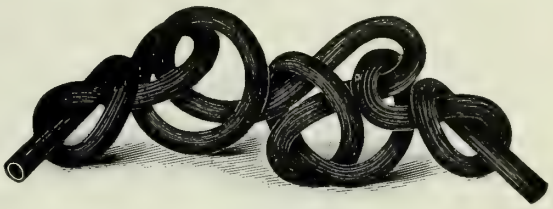
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

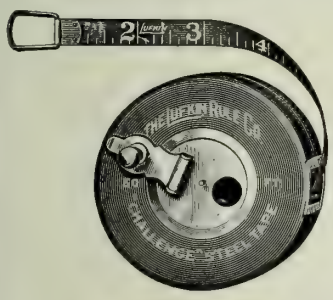


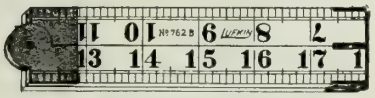
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

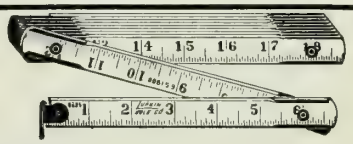
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.

Talk Number One Hundred and Fourteen

All the metals—zinc spelter, tin and antimony—used to coat "PREMIER" GALVANIZED SHEETS (Made-in-Canada) are "Virgin"; not an ounce of re-worked metals, scrap or dross. It costs more, but a satisfied customer is our aim and asset.

TINKER TOM.

Look for Talk No. 115 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

McKinnon Electric-Welded Cow Ties

Electric-Welded

Lighter

Stronger

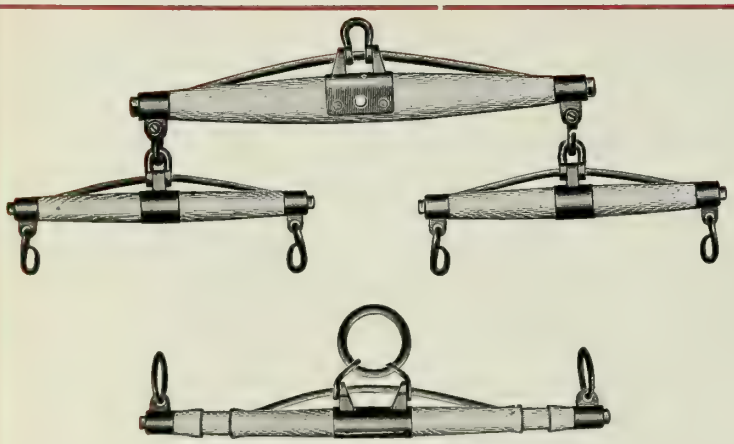
More Serviceable

Electric-Welded

Chain used in the manufacture of these cow ties is our lapwelded, tested, Canadian Coil. The smooth, uniform swell at the end of the link adds 25% more strength and wear.
Chains are highly polished and packed one half dozen in neatly labelled boxes.

McKINNON CHAIN COMPANY

ST. CATHARINES, ONTARIO



Where Might is Right

For heavy Fall ploughing, or work in the woods, economy demands the strongest equipment. You must guard against breakage.

Supply your customers with

McKINNON TRUSS ROD

Singletrees, Doubletrees, Neckyokes, Four Horse Tandem Hitches, Heavy Eveners

They are built like a bridge—the strongest possible construction. The Truss Rod takes the overload. It acts as a bow, allowing the wood to spring—no sore shoulders, even with the heaviest work. Write for prices.

McKINNON DASH CO. **St. Catharines, Ont.**

HARDWARE AND METAL

Vol. XXIX No. 36 — PUBLISHED EVERY SATURDAY SINCE 1888 — September 8 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

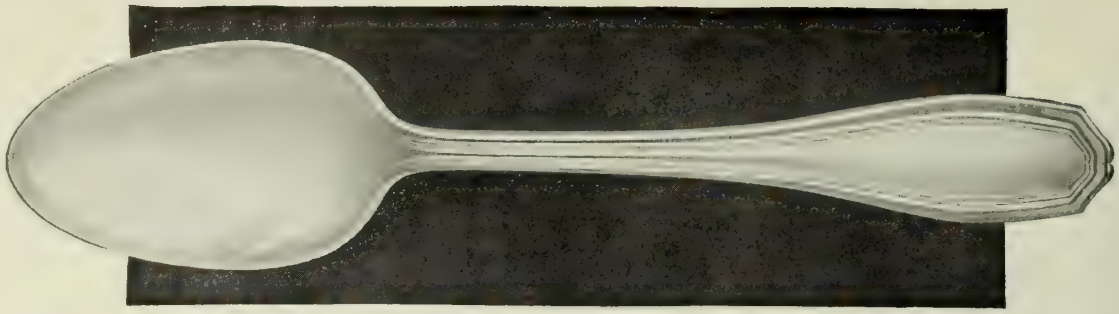
PUBLICATION OFFICE: TORONTO, CANADA

IN STOCK FOR QUICK SHIPMENT
FOR YOUR FALL WORK

GALVANIZED SHEETS

THE ONLY ONES MADE IN CANADA
AND THE BEST MADE ANYWHERE

ALL CANADIAN JOBBERS SELL CANADIAN-MADE GALVANIZED SHEETS



THE CLINTON, A PATTERN OF ENDURING BEAUTY, IN EVERY WAY WORTHY OF WILLIAM ROGERS AND HIS SON—TRUE TO ALL THE CRAFT IDEALS INSPIRED BY THIS HONORED NAME

Big Advertising—Big Space—Big Publications

The name

William Rogers and his Son

will be spread across pages of the Saturday Evening Post, Ladies Home Journal and Delineator, this Fall.

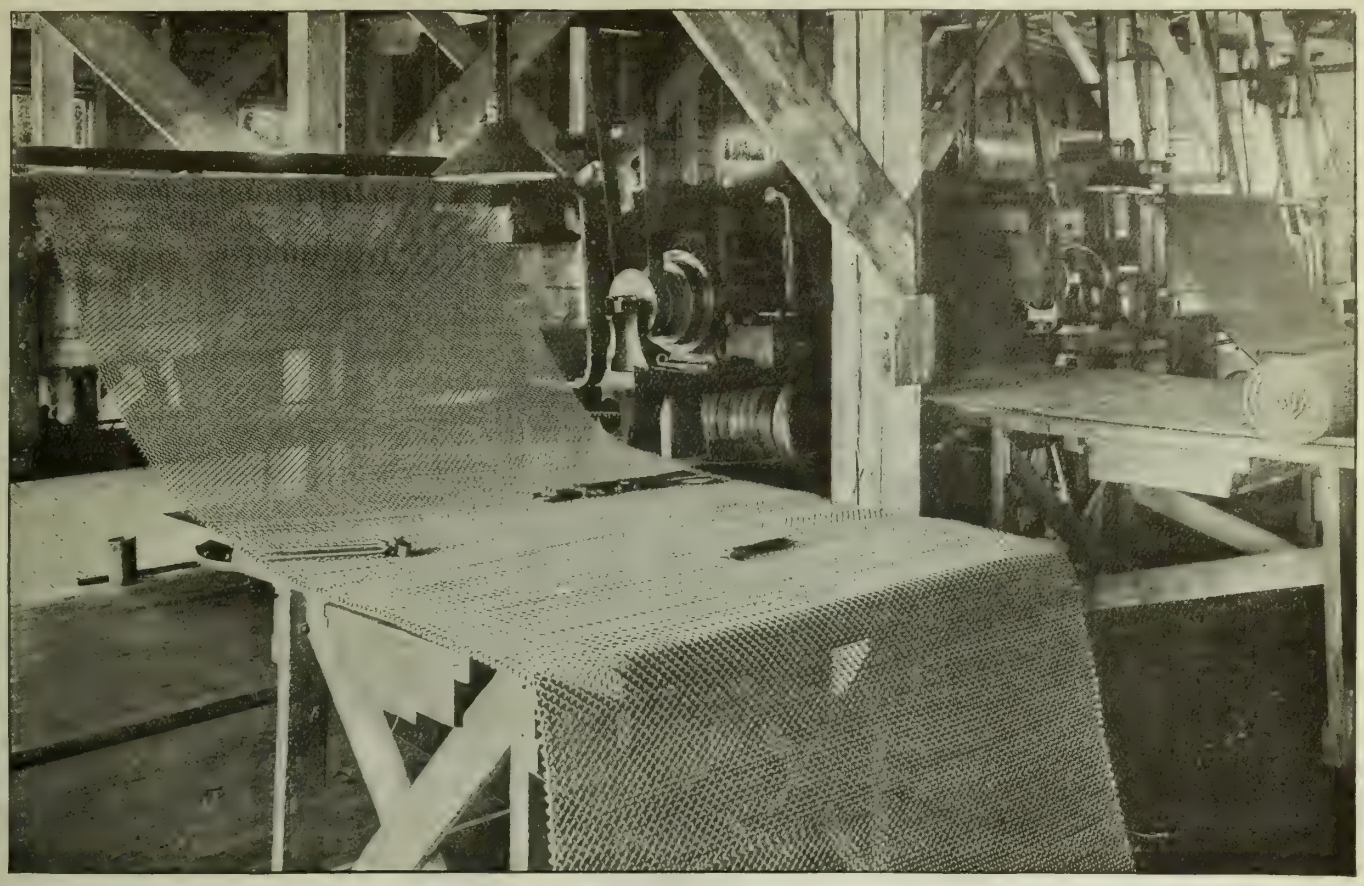
FOR THE FIRST TIME a national advertising campaign is being carried on solely to feature this fine old mark.

The people of your city will see these advertisements of WM. ROGERS & SON. And these people are going to learn that beautiful silver may be purchased at about half the price of the other advertised wares.

The CLINTON DESIGN will be used in the magazine illustrations, yet some people will prefer other patterns bearing the stamp of WM. ROGERS & SON.

SO, be sure your stock of Wm. Rogers & Son silver plate is complete—with an extra assortment of CLINTON.

William Rogers Manufacturing Co., Limited, Niagara Falls, Ontario



THE DEADLY PARALLEL

OF USE UNDER EXACTLY SIMILAR CONDITIONS DEMONSTRATES THE SUPERIORITY OF ARMCO IRON

The illustration is of Armco Iron Chain Link Conveyor Belt, as made by the Page Woven Wire Fence Co. of Adrian, Mich. This pattern is used in a chemical factory for conveying a corrosive mash a distance of several hundred feet. This use is extremely severe on iron and steel: conveyor belts made of ordinary material last only a few weeks. Armco iron belts serve so much longer that they are to be employed exclusively.

The National Refining Co. of Cleveland, O., has found that Armco (American Ingot) Iron tubes in Lehman condensors last from two to three times as long as other irons and steels formerly employed.

The St. Joseph Lead Co. of Herculaneum, Mo., states that in convertor hoods, where the service is exceptionally severe, Armco Iron has over twice the life of alternate metals, the test being that of actual use, side by side.

AMERICAN ARMCO INGOT IRON

The trade mark ARMCO carries the assurance that iron bearing that mark is manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for it.

THE AMERICAN ROLLING MILL COMPANY

Licensed Manufacturers Under Patents Granted To
The International Metal Products Co.

Middletown, Ohio

Branch Offices at New York, Chicago, Cincinnati, Pittsburgh, Atlanta, Cleveland, Washington, Detroit, St. Louis and San Francisco.

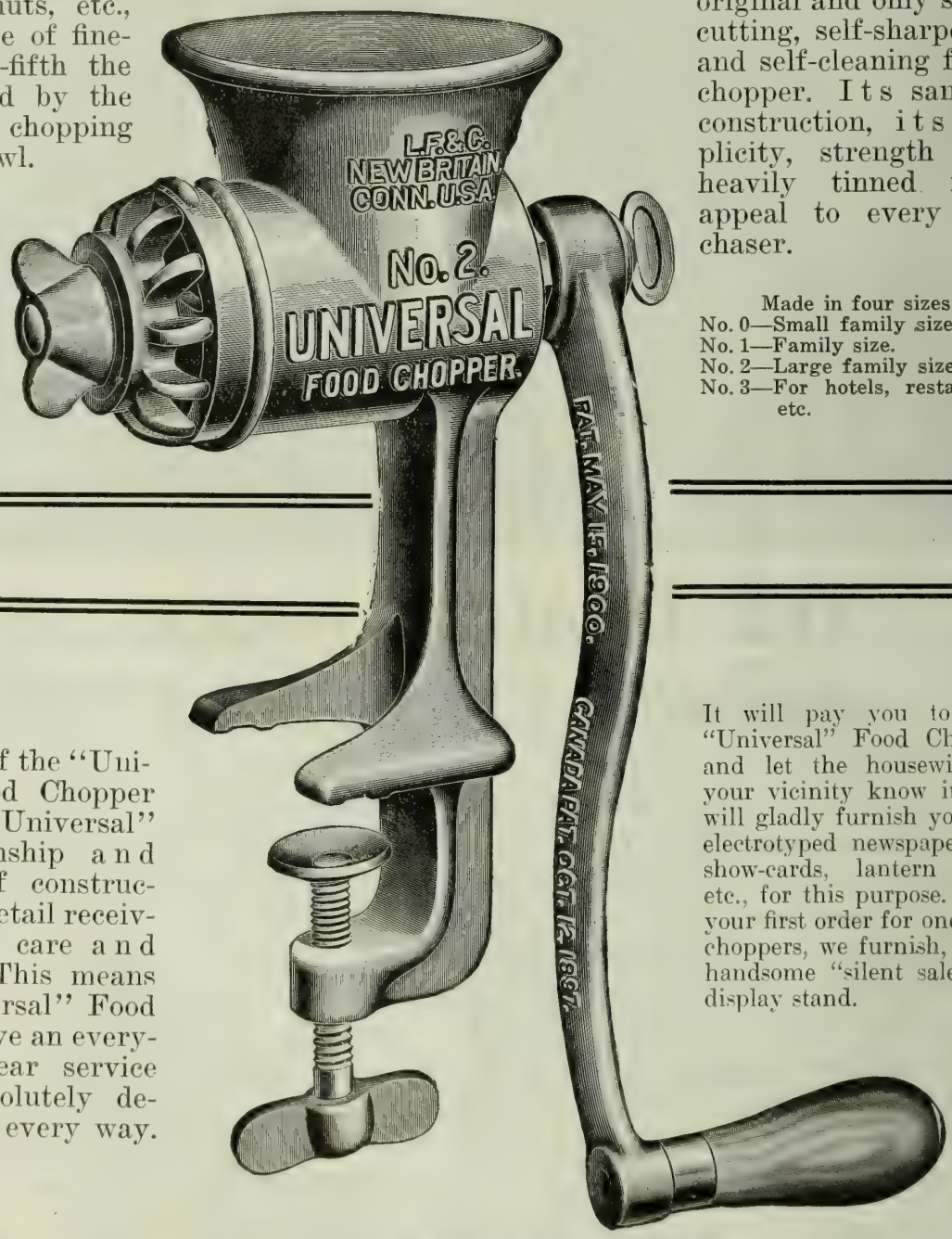
DOES TWENTY MINUTES' WORK IN FOUR

Chops all meat, fruits, vegetables, nuts, etc., to any degree of fineness, in one-fifth the time required by the old-fashioned chopping knife and bowl.

By the use of a Universal Food Chopper a great deal of food that would otherwise be wasted can be made into palatable, nutritious dishes.

The "Universal" is the original and only shear-cutting, self-sharpening and self-cleaning food chopper. Its sanitary construction, its simplicity, strength and heavily tinned finish appeal to every purchaser.

Made in four sizes:
No. 0—Small family size.
No. 1—Family size.
No. 2—Large family size.
No. 3—For hotels, restaurants, etc.



Every part of the "Universal" Food Chopper is strictly "Universal" in workmanship and principle of construction—each detail receiving unusual care and attention. This means that "Universal" Food Choppers give an every-day-of-the-year service that is absolutely dependable in every way.

It will pay you to stock "Universal" Food Choppers and let the housewives of your vicinity know it. We will gladly furnish you with electrotyped newspaper ads., show-cards, lantern slides, etc., for this purpose. With your first order for one dozen choppers, we furnish, free, a handsome "silent salesman" display stand.

A. MACFARLANE & COMPANY, MONTREAL

CANADIAN REPRESENTATIVES

UNIVERSAL **LANDERS, FRARY & CLARK** UNIVERSAL

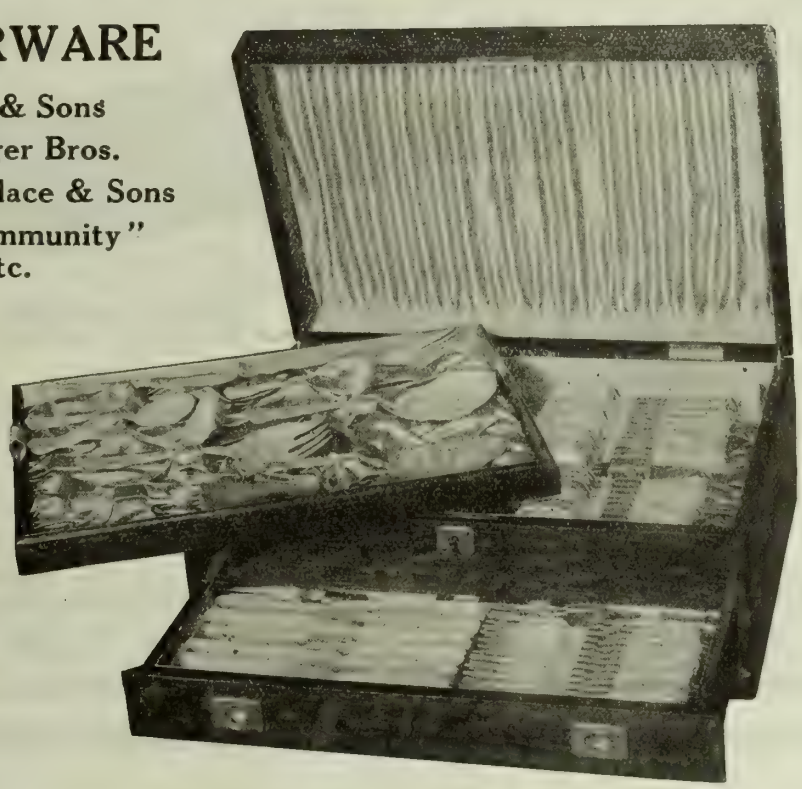
NEW BRITAIN, CONN., U.S.A.

Cabinets of Silver-Plated Ware

Suggestions for September Weddings

SILVERWARE

Wm. Rogers & Sons
"1847" Roger Bros.
1835 R. Wallace & Sons
"Oneida Community"
Etc.



Carvers in Cases

Pearl Cutlery
of every description

105 PIECE ASSORTMENTS

In Cabinet having Drawers, Deck and Tray, as shown in illustration above.

12 Small Tea Spoons	12 Medium Knives	1 Sugar Shell	1 Cold Meat Fork	1 Cream Ladle
12 Regular Tea Spoons	12 Medium Forks	1 Butter Knife	1 Sugar Tongs	1 Gravy Ladle
12 Dessert Spoons	12 Dessert Knives	1 Berry Spoon	1 Pie Knife	1 Salad Fork (Large)
12 Table Spoons	12 Dessert Forks			

52 PIECE ASSORTMENT

In Cabinet having Drawer and Deck

12 Tea Spoons	6 Solid Hdl. Med. Knives	6 Med. Forks
6 Dessert Spoons	6 Solid Hdl. Dessert Knives	6 Dessert Forks
6 Table Spoons	1 Butter Knife	1 Sugar Shell
	1 Cold Meat Fork	1 Berry Spoon

86 PIECE ASSORTMENT

In Cabinet having Drawer and Deck

12 Tea Spoons	12 Solid Hdl. Med. Knives	12 Dessert Forks
12 Dessert Spoons	12 Solid Hdl. Dessert Knives	1 Butter Knife
12 Table Spoons	12 Solid Hdl. Med. Forks	1 Sugar Shell

Write in for prices, or tell our Salesman your wants

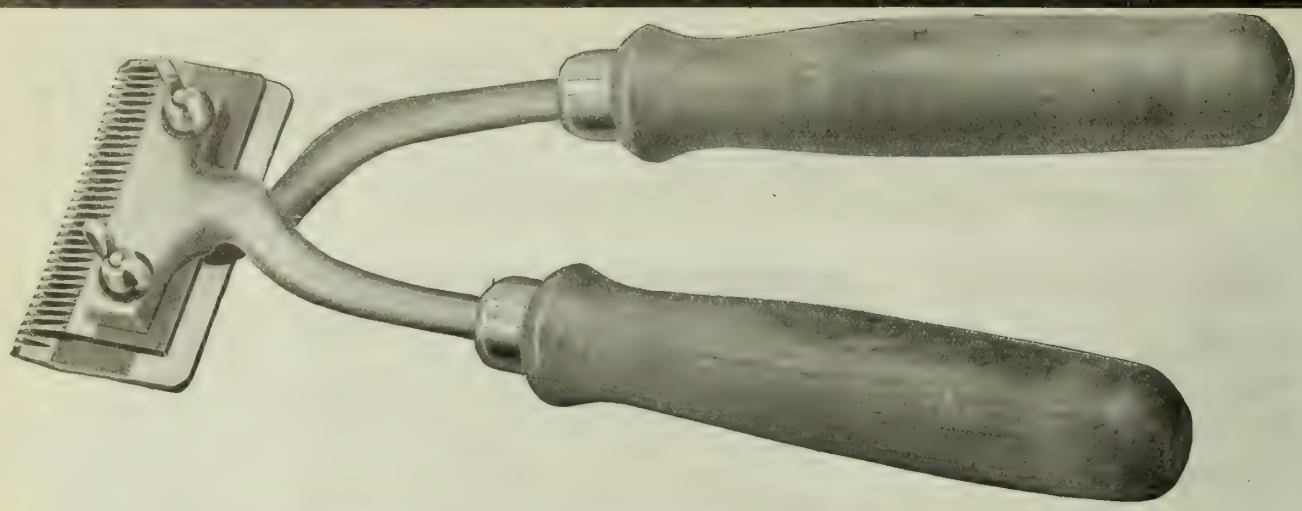
We carry heavier stocks and more complete assortments than are shown by any other

Wholesale Hardware

House in Canada

Quick Service Mail Order Department

LEWIS BROS.
LIMITED
MONTREAL



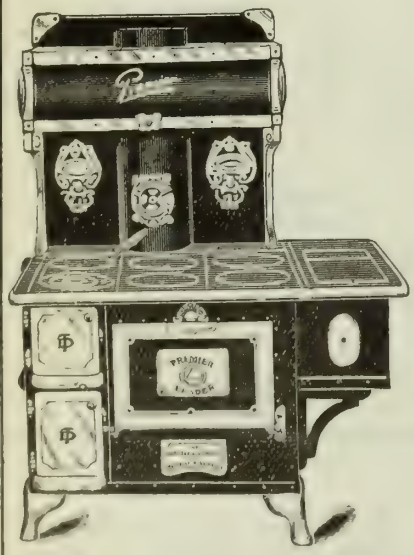
Priest's Horse Clippers

Long experience and a careful and close study of this line has enabled us to build up an assortment of styles and models that will surely interest you.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City



DAVIDSON'S

RANGES, STOVES and HEATERS, Etc.

ALSO

Full Range of Toys

will be on view at the

TORONTO EXHIBITION

from August 27th to September 8th.

We shall also have an exhibit at the Quebec Exhibition.

A cordial invitation is extended to all. We can assure you that our exhibit will be interesting and instructive. This display will show you the real value of our lines.

The Thos. Davidson Manufacturing Company, Limited

MONTREAL WINNIPEG TORONTO

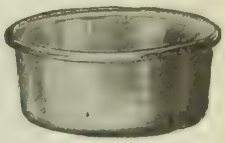
ROUND COCOTTES

PYREX

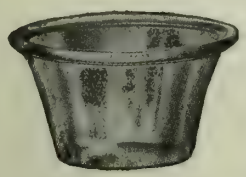
TRADE MARK REG.

Transparent OVEN-WARE

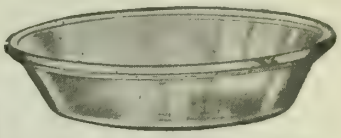
Has the name on every piece



RAMEKINS



CUSTARD CUPS



OVAL BAKING DISHES

ELEVEN PIECE GIFT SETS

For Weddings, Showers, Prizes or Christmas Gifts

THE IDEAL OVEN WARE

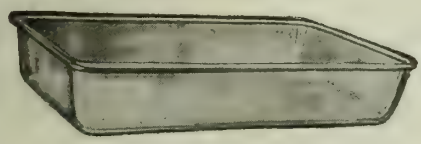
Does not chip, dent or bend. Crystal clear surface makes it impossible to absorb or retain odor.

SAME DISH FOR BAKING AND SERVING

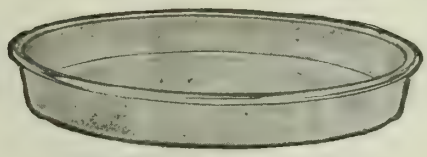
Wholesale Distributors:

CAVERHILL, LEARMONT & CO.

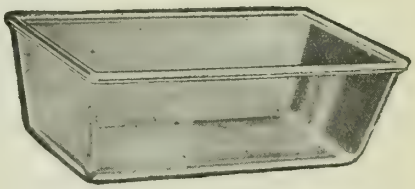
MONTREAL



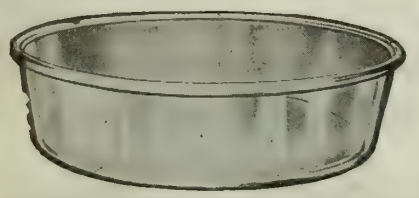
OBLONG UTILITY PAN



ROUND CAKE DISHES

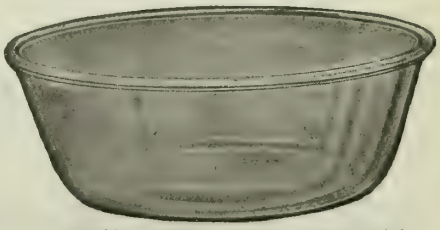


OBLONG BREAD PAN



ROUND PUDDING DISHES SHALLOW

ROUND CASSEROLES



ROUND DEEP PUDDING DISHES

No. SC 935

Buy Your Hinges
Packed With Screws

ONE PAIR IN A BOX

REMEMBER THE CLASS NUMBERS:—

Light Strap Hinges.....	Pair in a Box	SC 900
Light Tee Hinges	" " "	SC 904
Heavy Strap Hinges	" " "	SC 209
Heavy Tee Hinges	" " "	SC 609
Corrugated Strap Hinges	" " "	SC 935
Corrugated Tee Hinges..	" " "	SC 937

Don't forget the prefix "SC"!

Dealers who make it a business to keep abreast of the times are all putting in stocks of Hinges—packed in this attractive and common-sense manner.

For sale by all the Leading Wholesale Hardware Merchants.
Manufactured by

CANADA STEEL GOODS CO., Limited, Hamilton, Canada

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

Plymouth Helps the Retailer

THE Advertising and Selling assistance which is offered to all Plymouth Rope dealers is of practical value and can be readily and succesfully utilized by any merchant who is desirous of strengthening his sales and increasing his rope profits.

¶ Rope window and store displays bring your Plymouth Rope stock to the front—they attract attention, create interest and stimulate sales. Such displays are easy to install through the use of our display features—hank of Manila hemp—Lithographed Window Cards and Plymouth Rope Sample Sign. Special rope literature for distribution and electrotypes for stationery, store papers and newspaper use are also furnished on request.

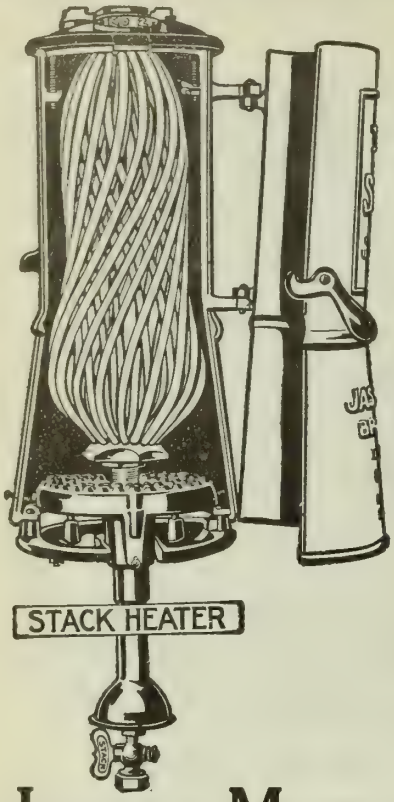
¶ Intelligent use of this advertising assistance will bring customers to you for Plymouth Rope. And if your rope sales are conducted on our price-per-foot plan, you can make an ***extra*** profit with more satisfaction to all concerned.

¶ Several thousand dealers have already adopted this retailing suggestion. If you would like to sell Plymouth Rope by the foot, write for necessary literature.

Plymouth Cordage Company

North Plymouth, Mass.
Welland, Canada

DISTRIBUTORS IN ALL LARGE CITIES



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

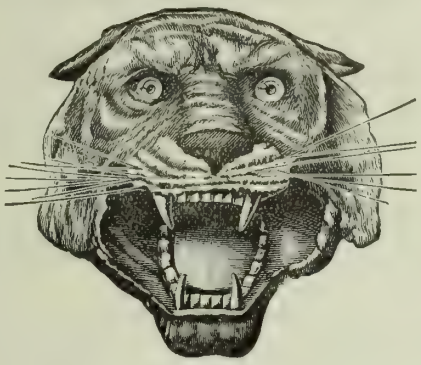
James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario



"TIGER" BRAND WHITE LEAD IS THE LEAD TO BUY

The lasting quality of any paint depends on the quality of the lead used.

"Tiger" Brand White Lead has been the first choice of Canadian painters for the past fifty years. Its purity and reliability have won it this distinction.

PUTTY

Our putty is made from the best materials obtainable, by our own special methods of manufacture. Packed in tins, irons, barrels or kegs.

THE

STEEL COMPANY

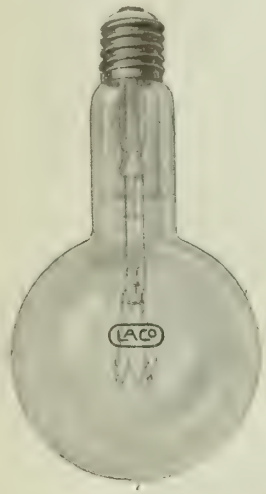
OF

CANADA

LIMITED

HAMILTON - - MONTREAL

You can meet the demand for LACO-NITRO LAMPS
The Light That Gives More Light



Our large advertising campaign in Canada is meeting with unprecedented success. We are telling the manufacturers and merchants of this wonderful new improved electric lamp, which gives a clearer, whiter light with less consumption of electricity than any other lamp.

The secret of its superiority is the tungsten filament suspended in nitrogen gas, thus producing a light which most nearly equals sunlight.

This year we have large stocks available in standard sizes from 60 to 1,000 watts, and immediate shipments can be made from warehouses in Montreal, Toronto, Winnipeg or Vancouver.

If you will stock, display and push the sale of Laco-Nitro Lamps you can control much of the lamp business of your vicinity. Moreover, supplying the lamp requirements of manufacturers will keep you in close touch with them and develop other mill supply business for you.

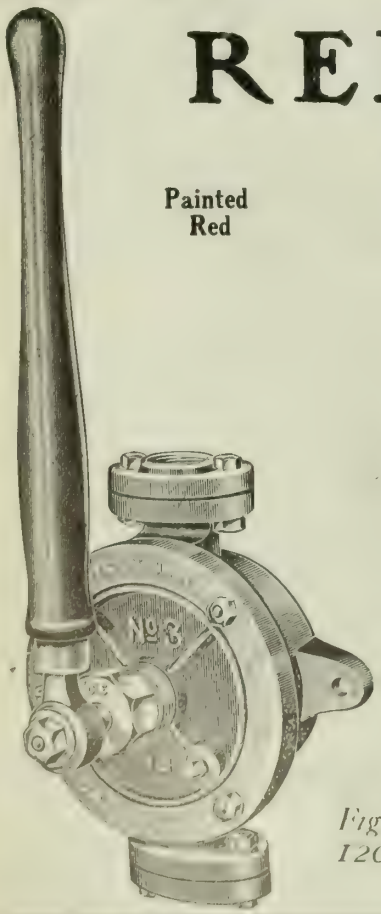
Write our nearest branch office for detailed information.

The Canadian Laco-Philips Co., Limited

Montreal Toronto Winnipeg Vancouver

RED WING PUMPS

SEMI-ROTARY DOUBLE ACTING



Painted Red

Fig. 120

Made in Canada

This type of Pump, formerly imported from Germany, but now made by us, is well known to the trade, and its efficiency as a practical and easy-working LIFT and FORCE pump has been fully recognized.

It is finely finished in the interior and absolutely air-tight. The lever is vertical and worked in that position.

Exceedingly convenient for attaching to wall. BRASS VALVES. Fitted for Iron Pipe.

SIZES CAPACITIES AND PRICES

No.	For Pipe	Full Strokes of Lever per Minute	Gallons Delivered per Minute
0	½ inch	104	4½ Gals.
1	¾ "	100	7 "
2	1 "	90	9 "
3	1¼ "	85	11 "
4	1¼ "	80	15 "
5	1½ "	75	19 "

Can make prompt shipment of any of the sizes shown. This is only one style of our many designs of easy-working, serviceable cistern and well pumps. Write for catalogue and prices.

CANADA FOUNDRIES AND FORGINGS LIMITED

THE JAMES SMART MANUFACTURING COMPANY PLANT

BROCKVILLE, ONT. and WINNIPEG, MAN.

For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

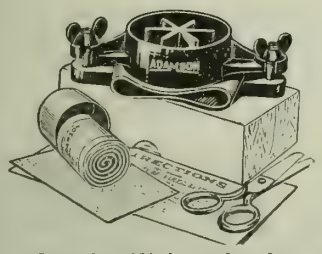
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



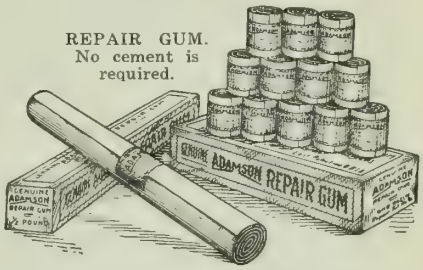
For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada

REPAIR GUM.
No cement is required.



Adamson Repair Gum.

TRADE MARK KEYSTONE BRAND REGISTERED

OUT OF THE COMMON

The housewife has grown to realize that all corn brooms are not the same in quality, and that it is worth while insisting on a

Keystone "Nugget" Broom

Light in weight, high in quality, moderate in price, the "Nugget" is all that a woman looks for in a broom. It is a broom you will like handling.

Write for Prices, etc., to

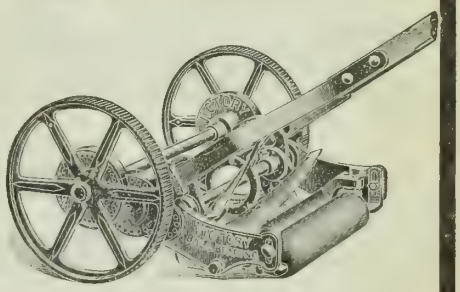
Stevens-Hepner Co. Ltd.
Port Elgin, Ont.

The "Nugget" Broom is only one of the famous Keystone Brand Brooms and Brushes.

TOWNSEND

LAWN MOWERS

Built Like a Watch



are superior in every feature of design and construction. In strength, durability and high character of work they do, Townsend Mowers have no rivals.

No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. **Ball Bearings** originally adopted to lawn mowers by Mr. Townsend, insure easy, quiet operation. **Triple Compound Gears** permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.
ORANGE NEW JERSEY

STANDARDIZED CUTTING QUALITIES

Since the one purpose of a file is to cut, the toughness, regularity and sharpness of the teeth are all important.

A capable mechanic can positively "feel" these qualities in a "Famous Five" file.

The sharp, keen edge teeth arranged in uniform rows, plus its even balance, tells him at once it's a good, serviceable tool.

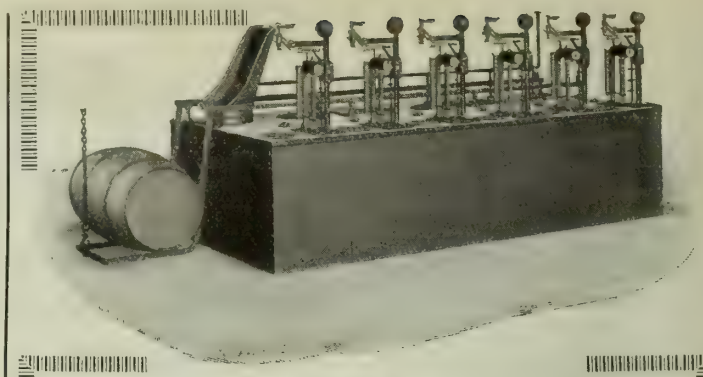
It is these qualities that have made "Famous Five" Files Standard Grade Tools everywhere.

That's why it pays to sell them.

Specify them when ordering

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

Are always apace the rapid and startling advance that progress demands.

Bowser Systems are rapidly abolishing the old tin tank and barrel method of handling oils and varnishes, replacing danger with safety, costly burden with convenience, and loss with profit.

Be up-to-the-minute in your oil department; install the Bowser,—Now.

Built for any capacity—any requirement.

S. F. Bowser & Co., Inc.

Sales Offices In All Centres **TORONTO, ONT.** *Representatives Everywhere*

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

If any advertisement interests you, tear it out now and place with letters to be answered.

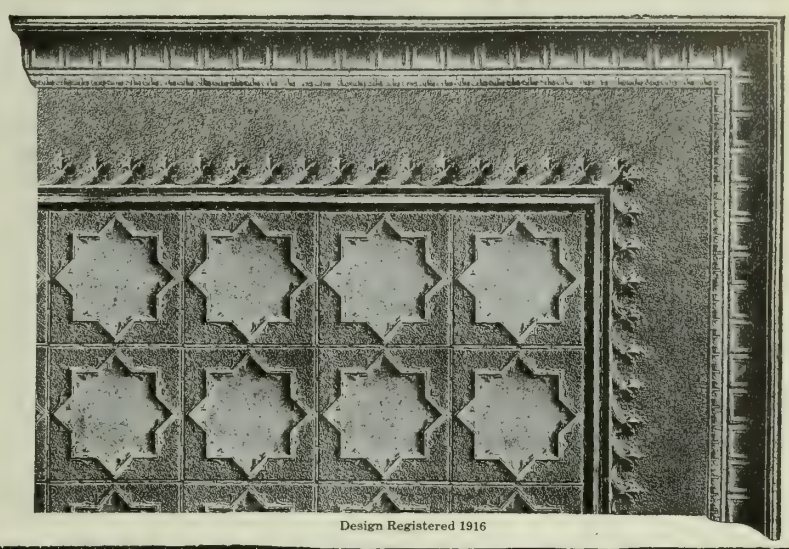
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

Let us send you selling helps and suggestions — To-day.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

PRESIDENT OF THE SUPERIOR JURY

DIRECTOR OF EXHIBITS

SECTY. OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

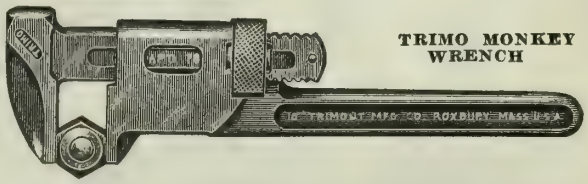
55-71 Amory Street
Roxbury, Mass.
U.S.A.

TRIMO PIPE WRENCH WOOD HANDLE

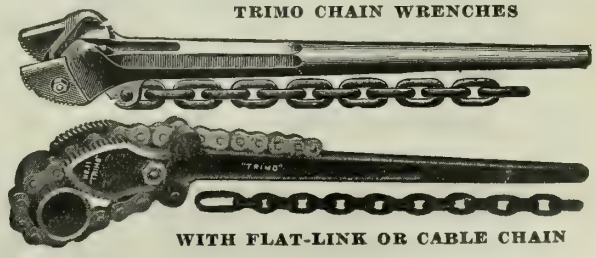
TRIMO PIPE WRENCH STEEL HANDLE

TRIMO PIPE CUTTER

TRIMO MONKEY WRENCH



TRIMO CHAIN WRENCHES



WITH FLAT-LINK OR CABLE CHAIN

If any advertisement interests you, tear it out now and place with letters to be answered.

Ward & Payne, Sheffield

New Patent Solid Dutch Hoe

The only genuine SOLID Dutch Hoe on the market. Made of one solid piece of Steel entirely without weld. No more broken sockets or broken shanks as is constantly the case where the blades and shanks are welded on.

W P

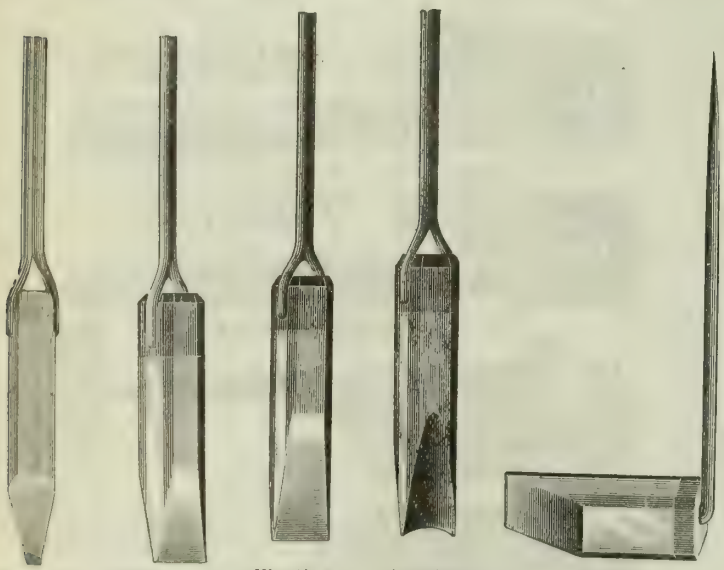
The "IDEAL" Rake

This is a Rake which we can recommend. It is strong, durable, and practically unbreakable. It is good for either light or heavy soils, and does not clog. It is giving great satisfaction, and is destined to be the most popular Rake on the market.

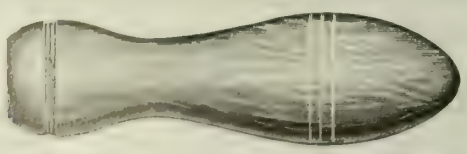
Send your inquiries to

Canadian Representatives: ALEXANDER GIBB, St. Nicholas Building, Montreal
SHERMAN F. AINSLIE, Spadina Ave., TORONTO

Soldering Coppers

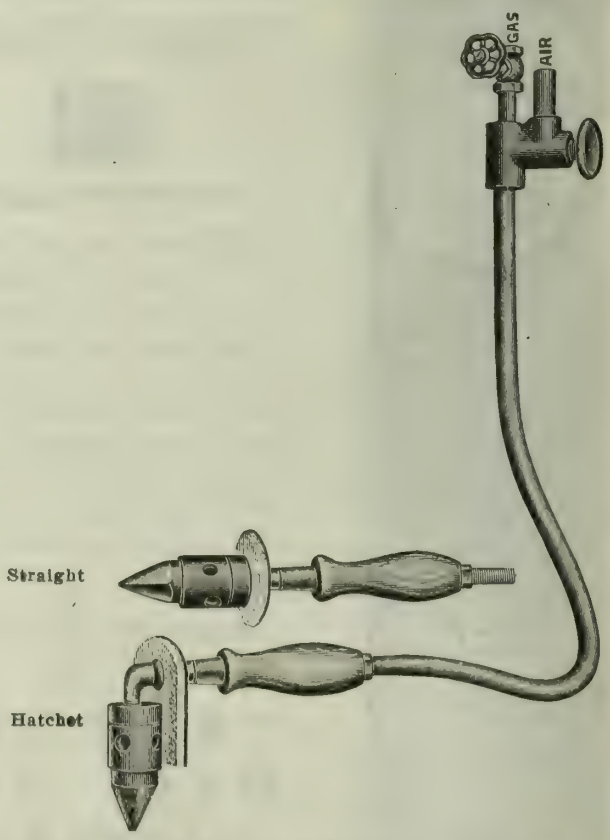


Soldering Copper — Bottoming Copper — Floating Copper — Capping Copper — Hatchet Copper



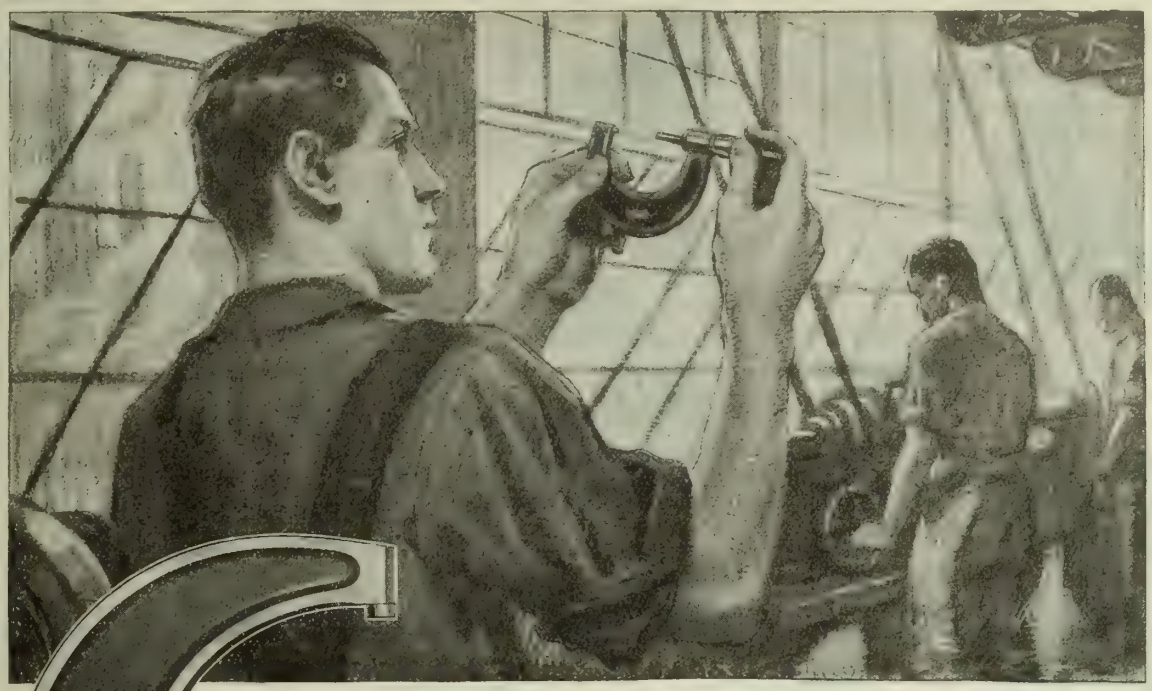
Soldering Copper Handles

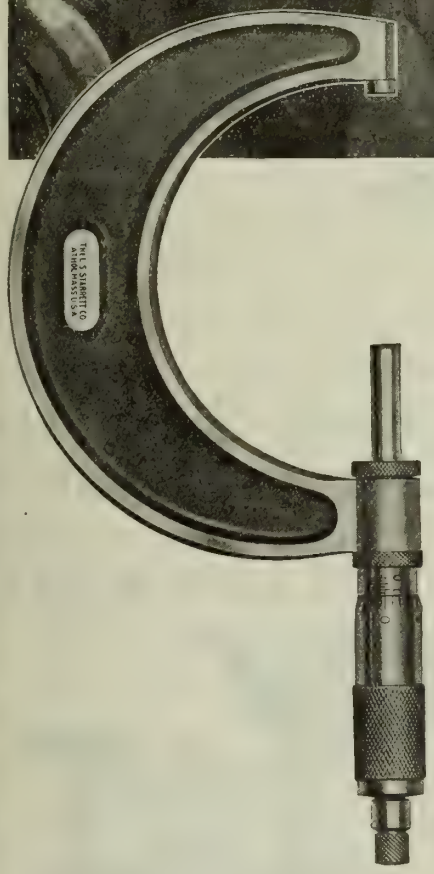
Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.





Steady Sales

A steady, permanent, paying business is possible only when the goods you sell are of the same honest character.

Of course, the power of your position as retailer enables you to sell just about anything you please—the first time. But you discriminate. You look over the field carefully before you choose the tools on which your trade is to be built, for confidence of customers is one of your greatest business assets.

TRADE MARK
Starrett Tools
REG. U.S. PAT. OFF.

are chosen because they build business. The accuracy and usefulness of each tool satisfies the needs of the mechanic and sends him back to your store when his work demands more equipment. The completeness of the Starret line enables you to meet every need for fine measuring tools.

So your business grows. The longer you handle Starrett Tools the more solid and permanent your tool trade becomes—a business of steady sales.

Ask for Catalog No. 21MA, describing the 2100 styles and sizes of Starrett Tools.

BY INVITATION MEMBER OF
NEW YORK, U.S.A.

The L. S. Starrett Co.

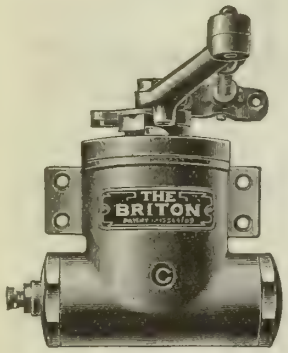
THE WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

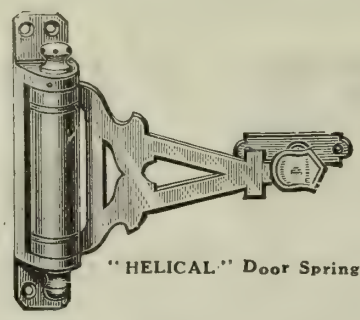
NEW YORK LONDON CHICAGO

STARRETT TOOLS TRADE MARK REG. U.S. PAT. OFF.

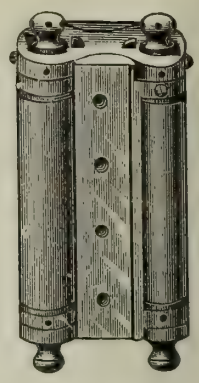
42-727



The "BRITON" Door Check and Spring



"HELICAL" Door Spring



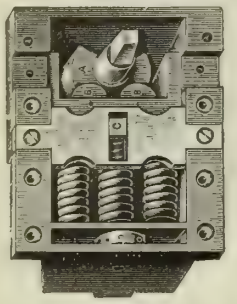
Regulating Spring Hinge

There is an abundance of profit and satisfaction in selling

NEWMAN'S LINES

of SPRING HINGES, FLOOR HINGES, DOOR CHECKS and SPRINGS OF ALL KINDS, PANIC BOLTS, FANLIGHT GEARING, Etc.

Be sure to get lists and full particulars now



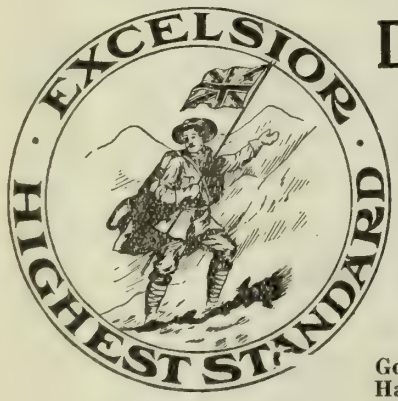
"Invincible" Floor Spring.

WM. NEWMAN & SONS, Limited

BIRMINGHAM, ENGLAND

Rod Spring

ENQUIRIES TO
FREDERIC SARA & COMPANY
Calgary, Alta.



Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

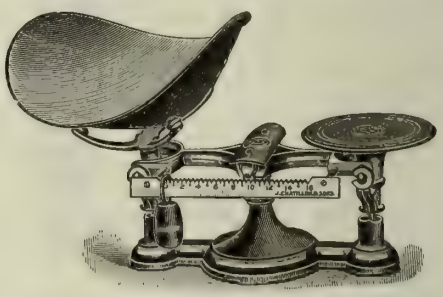
Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

A Timely Suggestion
Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS
85 Cliff Street New York City
Scale Makers Since 1835.

Quality Proves Itself

At Windsor, Ont., August 13, 14, 15, 16, 1917

At the Dominion Shoot—the Premier Trapshooting tournament of Canada —Dominion shot shells carried off the principal trophies. The record of wins given below is conclusive proof that Dominion shells are the choice of the most prominent trapshooters from all parts of Canada.

The quality that secures attention from the sportsmen who win is the quality that fills the game bag.

Grand Canadian Handicap

The Highest Honor to be Won in Canada

Won by J. BLACK, Winnipeg, 94 x 100, shooting Dominion Canuck

Amateur Championship of Canada

A Scratch Event which Determines the Champion Shot of Canada

Won by S. G. VANCE, Tillsonburg, Ont., 98 x 100, shooting Dominion Canuck

Tied for Second
- J. Payne, Tillsonburg, Ont., 97x100, shooting Dominion Regal
- W. Hamilton, Winnipeg, Man., 97x100, shooting Dominion Canuck
- R. Day, London, Ont., 97x100, shooting Dominion Regal

All Around Championship

Each contestant shooting from 16, 18, 20 and 22 yds.

Tied for Second
- J. Payne, Tillsonburg, Ont., 93x100, shooting Dominion Regal
- J. Black, Winnipeg, Man., 93x100, shooting Dominion Canuck

Open Championship

All shooting from 18 yards.

Won by W. HAMILTON, Winnipeg, Man., 97 x 100, shooting Dominion Canuck

Tied for Second—M. B. Perdue, Windsor, Ont., 95x100, shooting Dominion Regal

Earl Grey Trophy

Given for Canadian Grand Aggregate in the three days of regular events.

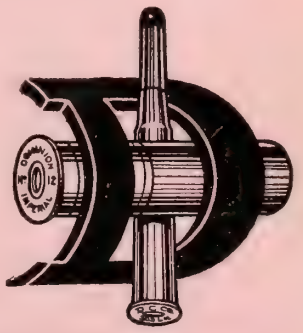
Won by JIM PAYNE, Tillsonburg, Ont., 288 x 300, shooting Dominion Regal

Third—R. W. Glover, London, Ont., 282x300, shooting Dominion Regal

Professionals

In the regular 16-yard events during the first three days of the tournament, the five highest professionals used Dominion Canuck. These scores were:

H. Kennicott, Evanston, Ill.	289x300
F. H. Morris, Edmonton, Alta	287x300
N. Long, Hamilton, Ont.	281x300
E. G. White, Ottawa, Ont.	280x300
Mr. Ford, Indianapolis, Ind.	275x300



Dominion Quality has again proved itself. Remember this when buying ammunition.

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman — What should be the character of this mind? — What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post
OF CANADA

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for **merchants,** very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a better business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail attached coupon.

THE FINANCIAL POST OF CANADA 1917
143-153 University Avenue, Toronto.

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address .....

A Westclox Alarm

Construction

DEFINITE mechanical improvement was one of the first tasks the Western Clock Company faced. So the community of clock-makers at La Salle searched for a new method of alarm clock construction.

They found it in the casting process of assembling wheels. And the United States Patent Office recognized it as unique and worthy and issued Letters Patent which confined its use to the originators.

Firm belief in the new method gave the makers of Westclox confidence. Every clock that bears the symbol —A Westclox Alarm—is a clock whose wheels are assembled by this patent-protected method.

And such construction endows every clock so marked with superior advantages of stability, accuracy, practical freedom from friction and long life.

No other clock wheel is so assembled. Westclox construction has quality advantages which no other maker builds into his product.

And every operation in the building of a Westclox Alarm matches the skill and extreme care in workmanship which are typical of the exclusive Westclox methods.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

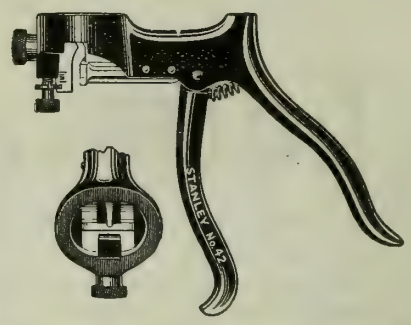
At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Stanley Tools



STANLEY "PISTOL GRIP" ADJUSTABLE SAW SET No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the Body and Handle enables the user to operate the tool with great care and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed One in a Box. *Manufactured by*

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

"Belleville"
Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company
BELLEVILLE ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers
Milbury, Mass., U.S.A.

WANTED — RELIABLE, ENERGETIC hardware clerk, 8 to 12 years' experience. Capable of taking charge. Apply, stating salary and giving full particulars, to Box 170, Hardware and Metal, Toronto.

The firm who inserted the above advertisement in HARDWARE AND METAL showed good judgment.

Naturally, replies would only come from clerks who were in the habit of reading HARDWARE AND METAL—and every hardware merchant realizes that a clerk who reads HARDWARE AND METAL is the kind of clerk he wants, because he will be thoroughly informed on market conditions, new selling plans and the best methods of window display and advertising. The above advertisement brought in 23 replies. It cost only 67 cents.

USE THE WANT AD. PAGE.

THE "MOVIES"

The films of Canadians in France and the other vital incidents which are now being shown, force us to regard motion pictures as essential as the daily paper. Everyone goes to the movies—and as there are 35,000 autos in the Dominion, distance is no hindrance. From near and far come the Fords and the Packards, the McLaughlins and the Pierce-Arrows, the Overlands and the Chevrolets, bound for the Strand, the Bijou, the Rialto, the Gem, or whatever the name of your picture palace may be.

Every auto owner is a prospect for STANLEY GARAGE HARDWARE, and every theatre is a sales room for you if you use the STANLEY GARAGE HARDWARE stereo slides, like that above, which we furnish free on request, together with window displays, signs, mounted samples, printed matter and newspaper advertisements.

STANLEY GARAGE HARDWARE consists of Garage Door Holder No. 1774, Butts, Hinges, Latches, Pull Handles, Bolts, etc. It is a profitable line that sells readily.

Write to-day for our interesting book, "Selling More STANLEY Garage Hardware."

The Stanley Works

NEW BRITAIN CONN., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S.; Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Cane's Wash Boards

Best for the money

Our complete line of washboards enables you to give each customer just the washboard they favor.

DIAMOND KING—Glass rubbing plate.
IMPROVED GLOBE—Zinc rubbing plate.
IMPROVED GLOBE—Tin rubbing plate.
ORIGINAL GLOBE—Extra heavy back, zinc rubbing plate.
ORIGINAL GLOBE—Extra heavy back, tin rubbing plate.
WESTERN KING—Enamel washing plate.

The frames of all these washboards are made of selected basswood.

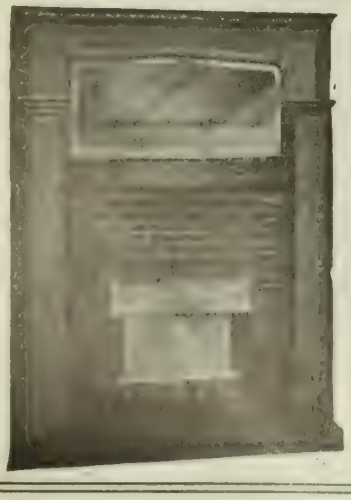
The All Canadian Washboard—an all wood, all service, long life, best-for-the-money washboard.

Get this profitable line from your jobber, also our complete line of Pails, Tubs, Clothes Pins and other Woodenware.

The WM. CANE & SONS COMPANY, Ltd.

Manufacturers

NEWMARKET ONTARIO



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

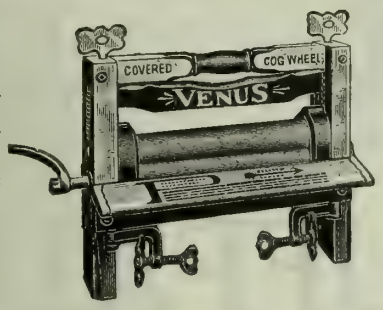
Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—
Complete trade information on request.

CUMMER-DOWSWELL
LIMITED
HAMILTON - - CANADA

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA

The Intact Safety Cap Means a Full Strength Master Battery

The *"Master"* No. 6 Ignition Battery comes to you with this safety cap unbroken, which means that the battery is in exactly the same condition as it was when it left our factory—a perfect battery with the maximum electrical energy securely sealed and ensured against loss from short-circuiting from any cause whatever, even the short-circuiting or degenerating effect caused by dampness in the air.

The **"Master"** Battery is made of the finest quality materials procurable, and no energy is conserved in producing a battery which is of a quality second-to-none and which is protected absolutely by the special water and weather-proofing of the battery.

This safety-cap feature ensures your stock of **"Master"** batteries remaining in good shape on your shelves for a much greater length of time than batteries whose connections are exposed.

See that each of your clerks gets these points. It will mean bigger sales for you.

CANADIAN CARBON CO., LIMITED
96 King St., West
TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

PUMPS

That are Good Profit-Makers

Largest Pump Makers in Western Canada

Manitoba Engines, Limited
BRANDON, MAN.

PROMPT DELIVERY

EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasolene and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

Send to Brandon for our catalog

IRON WOOD

P H

TRADE MARK

QUALITY FILES

Canada's Standard

Quality all through.

Made not just to sell, but to give

Service and Satisfaction

to the buyer.

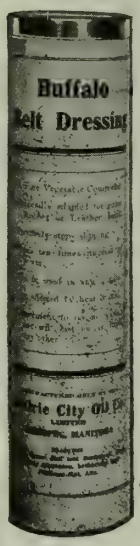
The only ALL CANADIAN FILE

Port Hope File Mfg. Co., Limited
Port Hope, Ont.
ASK YOUR JOBBER

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.

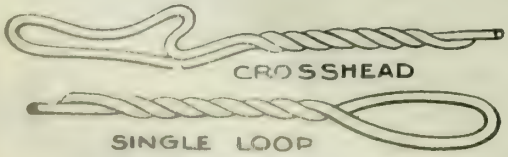


Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Headquarters for High Carbon

Bale-Ties and Baling Wire

Also Manufacturers of NAILS and WIRE all Kinds



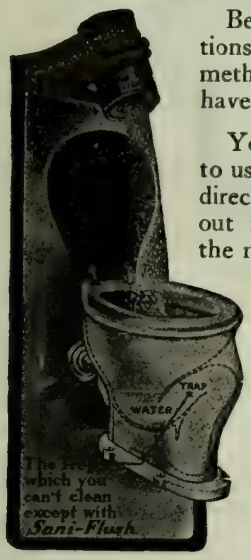
The Laidlaw Bale-Tie Company, Hamilton, Canada

A. T. Diggins, Stair Bldg., Toronto, Ont. H. E. O. Bull, Montreal, Que.
Harry F. Moulden, Winnipeg, Man. Geo. W. Laidlaw, Vancouver, B. C.

Points to Mention

IN SELLING

Sani-Flush



Be ready always to answer questions regarding the virtues and the methods of using anything you have for sale.

You can tell your customers how to use ***Sani-Flush*** by reading the directions on the tin. You can find out its points of excellence from the magazine advertisements.

Sani-Flush is the only entirely satisfactory toilet bowl cleanser made. Its advantages are ease and thoroughness; saves dipping water and scouring; d es not harm bowl or connections; makes the bowl snowy white, sanitary and odor-free.

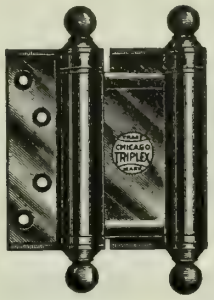
HAROLD F. RITCHIE & CO., LTD.
10-12-14 McCaul Street, Toronto, Ontario

TRADE CHICAGO MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

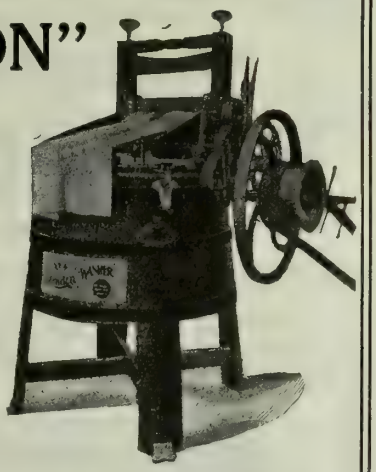
Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.
London, Ontario

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

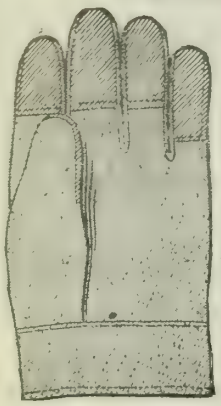
The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

TAPATCO
REGISTERED TRADE MARK
BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

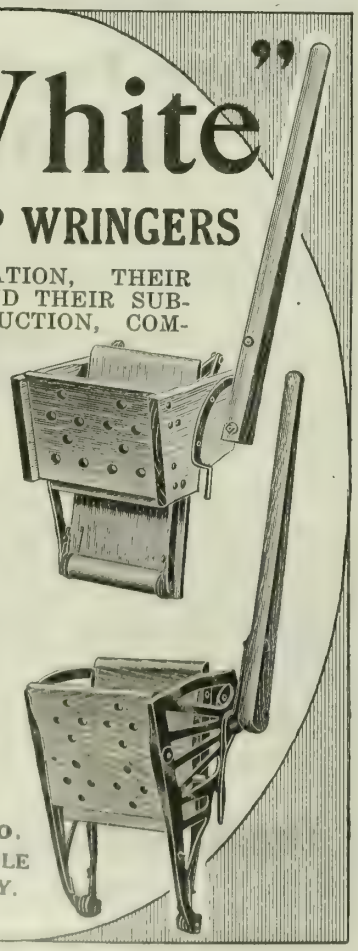
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—It sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

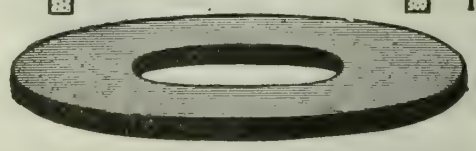
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



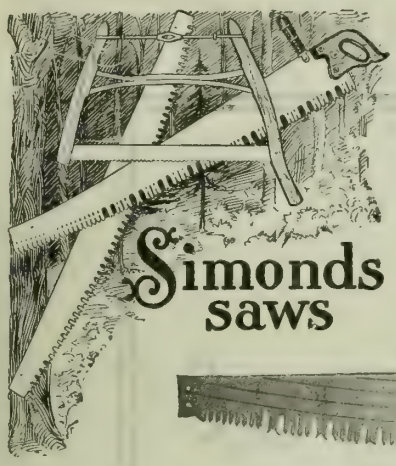
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

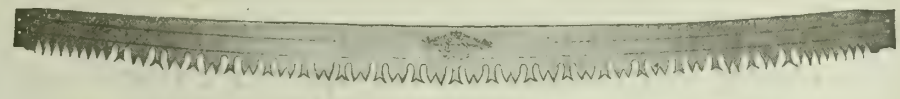
Wrought Washer Mfg. Co.

MILWAUKEE, WIS.



The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.



No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.

No. 10½. Sway Back Hand Saw.

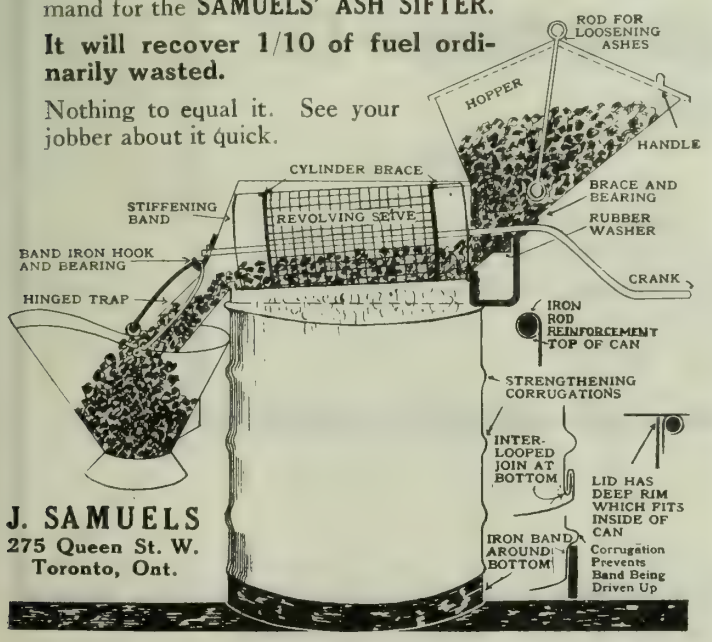
SAMUELS' "CANADA" Dustless ASH SIFTER

Probable Coal Shortage Makes it Big Seller

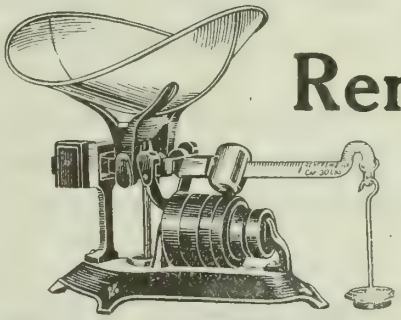
Consumers are heeding the Government request to economize in the use of coal. The result is a big demand for the **SAMUELS' ASH SIFTER.**

It will recover 1/10 of fuel ordinarily wasted.

Nothing to equal it. See your jobber about it quick.



J. SAMUELS
275 Queen St. W.
Toronto, Ont.



The
Renfrew
Household
Scale

Capacity
½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

The Renfrew Machinery Co., Limited
Head Office and Works, Renfrew, Ont.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Service First

Nothing can impress a purchaser more favorably toward any article than the assurance that it will give satisfactory service. That explains why the Dominion Rubber System has gained such a strong hold among purchasers of rubber supplies.

Each Dominion Rubber System product, no matter what its use, is made to "stand up" under the severest tests. A half century's experience in manufacturing everything in rubber has taught us to know "what's what" in rubber and how to make a finished product that will give satisfactory service.

The surest way to prove our claims is to put us to the test. Our nearest branch will give your requirements prompt and intelligent attention.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, SEPTEMBER 8, 1917 No. 36

CONTENTS

Readjustment of Canadian Industry 31-2
A Glut of Steel 32
Bicycle Dealers' Association Formed 33
Big Opportunities in Africa 34
Electric Stoves Feature at Exhibition 35
Editorial Comment 36
Events in the Trade 39
Hardware Letter Box 39
Cash and Credits 40
How Business Magnates Get Through the Day 41-2
New Hardware Goods 43
What Other Papers Say 44
Markets at a Glance 45
Weekly Market Reports 45-51
Weekly Paint Department 52
Weekly Paint Markets 54-6

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

PIG IRON
Foundry and Other Grades

Ferro Manganese
Ferro Silicon, etc.

Steel Billets, Bars, Plates, Sheets, Angles, etc.

Wire and Wire Rods

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West, MONTREAL

STEEL SHEETS

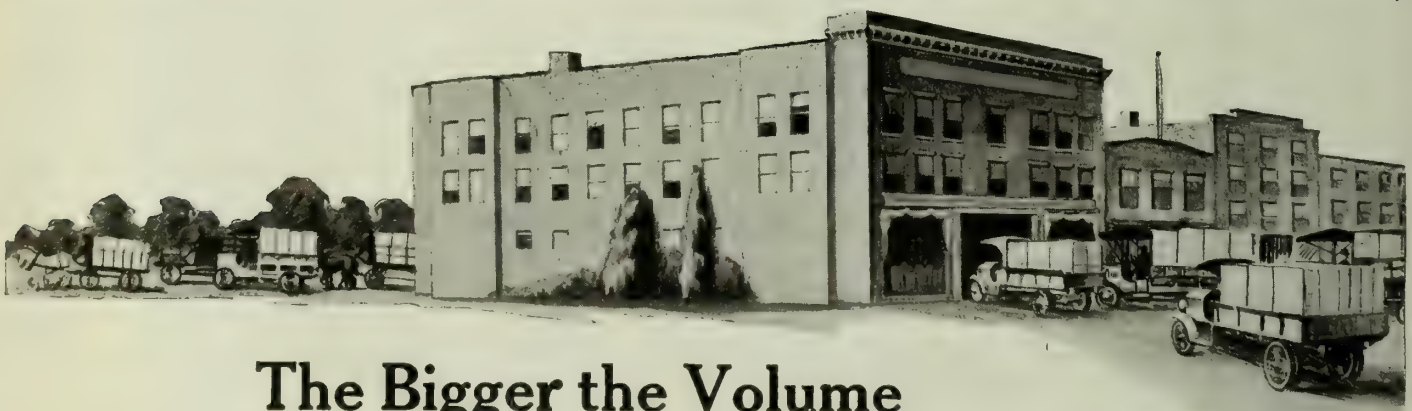
"SOUTHERN CROSS"
Dead flat Guaranteed quality

"GLOBE"
Good quality Close annealed

Electrical, Blue Polished, Automobile and other Special Grades

John Lysaght, Limited
Manufacturers
Bristol and Newport

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch



The Bigger the Volume The Better the Profit

No matter how many lines you carry you can add Beaver Board and make a bigger gross profit.

This well-known and increasingly popular wall-board will help increase your volume of business, reduce your percent of overhead expense and give you a better profit.

Other dealers are doing it. Surely you won't admit that you can't do the same.

Think it over and you'll soon write us for interesting Beaver Board data.

THE BEAVER COMPANY, LIMITED
419 Wall Street, Beaverdale, Ottawa, Can.
Plants at Ottawa and Thorold, Ont.

BEAVER BOARD
Made in Canada

BEAVER BOARD
FOR BETTER WALLS & CEILINGS

If any advertisement interests you, tear it out now and place with letters to be answered.

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, SEPTEMBER 8, 1917 No. 36

Readjustment of Canadian Industry

Cutting off Munition Orders Has Provided Big Problem For Canadian Industries—Experts Expect Peace-time Pursuits Will Absorb Surplus Workers — Recent Gov't Action Designed to Solve Adverse Financial Balances.

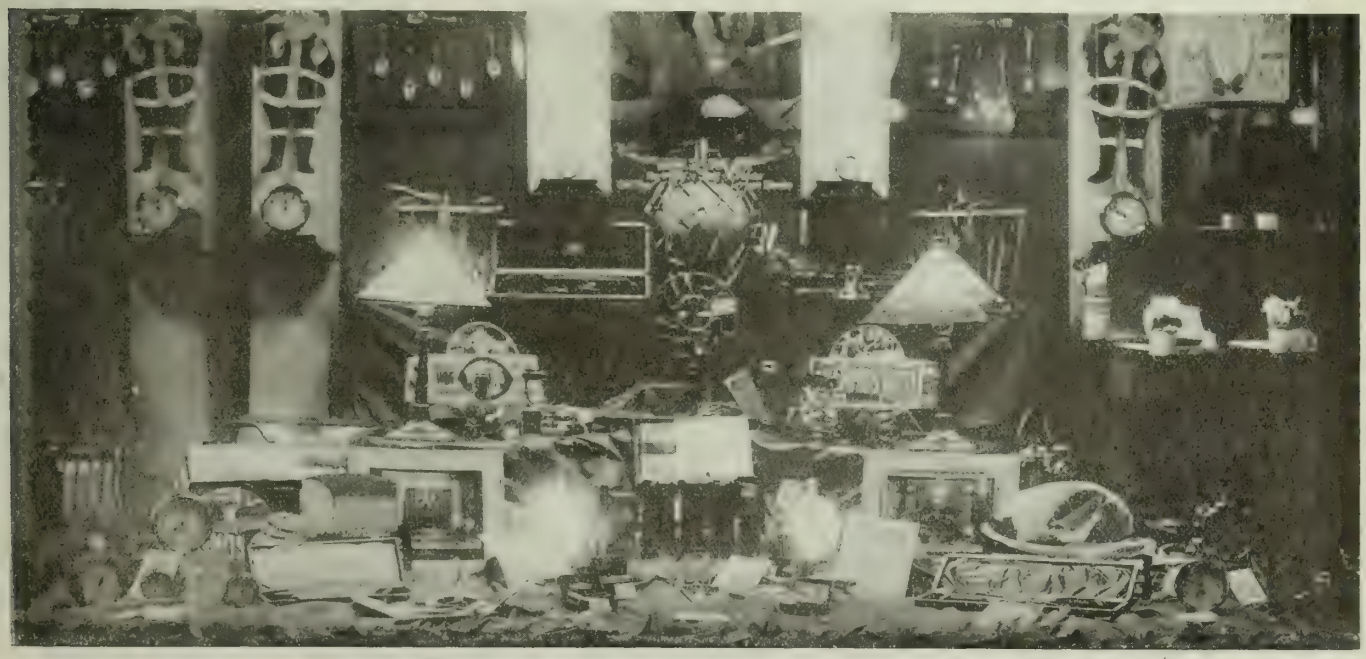
A PERIOD of industrial unrest and readjustment referred to in last week's issue of HARDWARE AND METAL, is being entered upon by Canada, and with a situation which may embrace some outstanding and permanent effects upon the future development in spheres of business and trade, it is difficult to portend exactly what course the turn of events may take during the next few months.

Recent announcements from Ottawa have foreshadowed the cutting off of further orders for munitions, and during the past week more evidence has come to hand that the munition industry is gradually tapering off and is, according to present plans, not to be revived. This evidence consists chiefly of information recently exchanged between the heads of the campaigns for production carried on in both Great Britain and Canada. This information centres chiefly around the publication of a cable received at Ottawa within the past weeks from Winston Churchill, ordering that all shell orders are to be cut off. Fully considering the effect of such an abrupt action, Sir Joseph Flavelle answered the order of the British Government, pointing out that a little less sharp action might prevent the antagonistic feeling in Canada which might follow the execution of such an order. Following this came a cable from Winston Churchill granting three months' extension which time was to be used for the gradual curtailment of the industry.

Since the commencement of the manufacture of munitions in Canada, the manufacturer has been encouraged by the banks and the Government to increase plants, machinery and buildings in order to accelerate the output of war munitions. Owing to the fact that the industry has developed far beyond the requirements of normal times, it is evident that some loss will be suffered when the readjustment to peace-time industries gets under way. In most cases, however, manufacturers were far seeing enough to plan for the situation which was bound to follow, and the loss has been provided for in many ways. Undoubtedly business will be curtailed to some extent and wages will be reduced to the normal rate.

No Surplus of Labor

The readjustment will be general in scope and there will be a big change in the spheres of occupation, but it is generally conceded by financiers, captains of industry and leading business men, that the surplus of labor will be required, after filling all normal requirements, in connection with harvesting and railway construction. In addition to these there Are a number of comparatively new industries springing up in the Dominion such as shipbuilding, locomotive building and farm tractors, which are all due for a boom period which may reach such dimensions as to warrant the paying of wages equal to those earned of late in the munitions industry. At times the situation in regard to the securing of labor has assumed serious proportions, but this bogey will no longer follow on the heels of large industrial employers of labor, who admit that every normal industry in the country is short of help.



Some excellent suggestions for a fall display will be found in the Sunmer Co., Moncton, N B.

The present indefinite situation is being watched keenly by financial, business and industrial leaders, who are eagerly awaiting any signs which will justify the opinion that everything will go well, and that the next few months will be tided over successfully. The first indications are very promising and reassuring, for they indicate that Canadian industry is gradually readjusting itself. The readjustment consists in the reabsorbing into peace-time industries of from 100,000 to 200,000 employees who have been engaged in the manufacture of munitions and in subsidiary industries. Many of these mechanics are only known as "single operation" mechanics, owing to the fact that they have only become skilled on one phase of manufacture, and are not correctly termed skilled mechanics. There will undoubtedly be a big demand for mechanical employees for shipbuilding and other industries which are developing rapidly in Canada, but another phase of the question is as to whether these "single operation" men will be able to meet the demands.

New Industries Will Solve Problem

One of the most promising of the new activities which will undoubtedly do much to relieve the situation, is the case of one foundry company in Ontario which has signified its intention to employ more than the total number of men employed by them on munition work, in the construction of freight cars. This is but one of a number of industries which record a net gain in the number of men employed in new industries. This company handles a large portion of Canadian Government contracts, and reports that they have orders on hand for the completion of 2,000 cars before the end of September. Six thousand cars for Canada will be commenced immediately afterwards. These orders divided between the various plants of the company in Canada, will keep them all going to capacity for many months and will require the employment of fully 5,000 men. This figure is significant when it is considered that this company was one of the largest manufacturers of munitions when it employed one thousand less men than will be engaged for many months hence on contracts for cars.

In regard to the matter of wages, it is also significant that in this one instance the scale of wages paid to car workers will average a little higher than in the making of munitions. If this is to be taken as any indication of the general situation in regard to wages paid in the industries to be developed under the readjustment, conditions will lose much of their present appearance of acuteness. In this case, however, the same plant has sufficient munition contracts to keep its plant in operation until the end of next January. In the meantime, many men will be engaged for work on cars that will go on simultaneously for some months with the turning out of ingots, etc., for the Imperial Munitions Board.

Munition Mechanics Good for Other Pursuits

The officials of this company point out that men otherwise inexperienced, who have been employed on lathe work on shells, will be of good use in car work.

Another instance has come to notice of a company recently engaged extensively in the manufacture of munitions, which is making a readjustment without necessitating the unemployment of any of its mechanics. This company was employing several hundred men in their munition plant right along and still have munition contracts to run them for some little time. It is their intention, however, to gradually transfer their munition workers to their locomotive shops and in this way they hope to give permanent employment to very many now working in their plant.

Another recent development which may have an outstanding effect upon export trade has been the announcement of the British Government that all purchases of bacon, pork, butter and lard in Canada are to be placed in the hands of a central agency located in the United States. There is to be no prohibition of the purchase of these goods, as seemed likely from the first report, but all buying is to be handled by the Government. Canadian packers believe that this plan is certain to work out badly for Canadian interests and to seriously curtail Canadian exports in the lines mentioned.

The action of the Imperial Government is perhaps not surprising in view of the financial situation. A nation devoted so completely to the prosecution of war, faces heavy adverse trade balances with countries from whom supplies are purchased. Government control of the purchase of these lines may reasonably be construed as a step to prevent an undue increase of the adverse balance with Canada and the United States.

The question arises as to whether similar action is likely in regard to other lines. It is not improbable that the Imperial Government will take steps to centralize the purchase of supplies from Canada and the United States. Such action would mean the curtailment of exports in all lines to which the central buying arrangement pertained.

Business conditions in Canada will have to adjust themselves to the new circumstances. Great Britain is striving to place herself on a self-sustaining basis to offset the submarine campaign as well as to improve her financial position, and among the probable influences bearing on the business outlook in Canada must be reckoned a future curtailment of our export trade to Great Britain.

A Glut of Steel

Interesting Views on a Subject That Has Been Widely Discussed and Which is of Great Interest to all Engaged in the Hardware and Metal Trades —Will Demand Continue?

SOME enlightening information regarding steel production at the present time is given in the "American Metal Market," a recognized authority in the United States. Under the heading, "A Glut of Steel," the article follows:

"Under the above caption the 'Mining World,' London, Eng., calls attention to the increases that have occurred and are occurring in the world's steel making capacity, and wonders how the production can possibly be used after the war. It is pointed out that England made 8,000,000 tons of steel at the beginning of the war, and is expected to make 12,000,0000 tons after the war. France has increased her capacity, and if given Lorraine will have that much more capacity, while Luxemburg may be added to Belgium, but our London contemporary thinks this may possibly be got around by requiring Germany to admit steel free of duty. Curiously enough, when a "glut" of steel is practically predicted, no definite mention is made of our own increase, the United States being dismissed with the statement that last year's production was about 40,000,000 tons and might have been larger if there had been more labor.

"We would be willing to give our London contemporary a piece or two in addition to several pawns and then try to win the game. We admit to a much larger increase in steel production in the United States than is suggested in the article referred to. Last year's production was 41,400,000 tons, not 40,000,000 tons, but that was no measure of pre-war production and consumption, since our best output had been 30,284,682 tons, in 1912. To England's increase of 4,000,000 tons, and France's increase of perhaps a very few million tons together with the possible separation of Luxemburg and Lorraine from German influence, we add not only this difference of 11,000,000 tons, but also the fact that lately we have been making at the rate of 44,000,000 tons and have a prospective capacity of over 50,000,000 tons, or at least 9,000,00 tons to go in with the 11,000,000 tons.

"We are fighting to make a new world, a world safe for democracy and at the same time a world safe from the menace of war. Before the German autocracy started on its mad course it was not a probability that there would be a general European war, but it was a distinct possibility. For years the war clouds were seen by investors and the investment of capital was restricted, particularly in countries or possessions that might become pawns in the final peace settlement. After this war, it will be altogether different. The world will be made safe for capital when it is made safe for democracy.

"The great use of steel is for develop-

(Continued on page 36.)

Bicycle Dealers' Association Formed

Hardware and Bicycle Trade Closely Allied—Many Local Associations in Canada—Visitors Entertained by Canada Cycle and Motor Co. Officials.

THE decision was reached at the "first annual convention of bicycle dealers," held in Toronto on Aug. 28 to 31, to organize the National Bicycle Dealers' Association of Canada. After a somewhat spectacular agitation on the part of a number of retailers, the preliminary move was made toward the formation of the proposed body and an "electoral college" is to be called together at an early date for the purpose of completing the association for the initial year.

In this respect it was interesting to note the development which showed the close relationship between the hardware trade and the bicycle industry. One of those who became actively concerned in the formation of the Bicycle Dealers' Association, was W. F. McPherson of Prescott, Ont., secretary of the Ontario Retail Hardware Dealers' Association. In a speech at the business session in the Carls-Rite Hotel on the morning of the second day, Mr. McPherson urged the immediate organization of an association for the bicycle trade. After having learned so much about the cycle business at the convention, including its immediate prospects, he felt that the time was very ripe for an association. Compared with the hardware business alone, the Dealers' Association would be extremely simple. In the hardware trade alone, he said, there were many details which had to be considered; in the bicycle field, the various considerations were simple and few. The benefits which would be derived by the bicycle men, however, would be just as important and numerous as in the hardware trade, he thought. "You will be doing yourself a great deal of good," said Mr. McPherson, and in conclusion he offered his services to help the organization work. Mr. McPherson wili be one of those who will assist in drawing up the necessary laws and in choosing the necessary officers for the first year.

There are a comparatively large number of local bicycle associations in the cities of the Dominion, and it was the unanimous opinion that if these bodies were good for the trade in each community, a national body could be much stronger and efficient. Following up this feeling, it became the decision of the convention to leave the organization of the National Association to a special committee composed of one representative from each of the local associations. The latter are now found in Hamilton, Brantford, London, Ottawa, Toronto. Winnnipeg, Calgary, Vancouver, St. John and other centres. Mr. MacPherson and one or two others will be added to this committee.

One of the several bicycle-hardware men who addressed the convention was R. Blain, Jr., of Brantford. He told of the benefits derived through special window displays in which he had taken particular interest. Three years ago he had taken on the bicycle as a sideline, but had not been able to push this business for eighteen month because he had been serving in France. He admitted that he would go back from the convention filled with ideas and with enthusiasm to boost bicycles to the limit.

A. E. Treadgold of Kingston, dwelt upon the subject of "Sidelines" generally. He had built up quite a business in both phonographs and flashlights. The talking machine trade is now worth $10,600 a year to him, while his turnover in flashlights, batteries, etc., runs from $8,000 to $12,000 per year. He made a specialty of repairing and cleaning phonographs and found that this work fitted well into his business, particularly with the bicycle end, which was more active in summer, of course. With bicycles as a sideline with him, he has been able to sell no less than 160 new wheels this year. His bicycle department was becoming a strong feature of his business. Mr. Treadgold's belief is that "the truth with regard to all goods is an important point in salesmanship and satisfaction to customers."

P. B. Halladay of Winnipeg declared that when the crops were good in the West, all business was bound to be good. He had found in the West what he considered illegitimate competition. This was from those whose real interest did not affect the bicycle. These included the grocer, the coal man and others who had no right, in his opinion, to sell a few bicycles. There were many hardware men who were doing well with the bicycle in Manitoba and the Prairie Provinces.

"I believe in dealers' associations," declared J. McNiece, of McNiece & Orchard, Montreal, sporting goods dealers. "It will help us to shut out the mail order business. I do not favor doing repair work or giving any service on a mail order bicycle. We should also organize to cut out the cheap bicycle. If we sell cheap bicycles at small profit, we stand to lose through the service and free repair work necessary. We cannot afford

(Continued on page 36.)

Group photo of hardware merchants and bicycle dealers, taken at the plant of the Canada Cycle & Motor Co., Weston, Ont.

Big Opportunities in South Africa

Manager Export Association Gives Views Regarding Outlook For Canadian Manufacturers — Spent Four Months Calling on African Trade—Present is Opportune Time to Make a Start.

Based on an interview with R. J. Younge, General Manager, Export Association of Canada, Montreal, Que.

SOUTH Africa holds out bright prospects as a field for many lines of Canadian manufacture, according to R. J. Younge, general manager of the Export Association of Canada, who has just returned to Montreal after spending four months in Cape Town, Cape Elizabeth, Johannesburg, Durban and other large centres. Owing to the difficulties of transportation, it is unlikely that much will be done in actual development of trade between Canada and South Africa until after the war, but even this time is none too long for Canadians to plan for export business with a land that contains very little in the way of industries, and already is taking many millions of Canada's products.

But the prospects before this country are not confined to the territory under the "Union." Down there eyes have been turned to German West Africa, and it is expected that this colony of Germany will be added to the Union, and German East Africa as well. Both these colonies, the one already conquered, the other nearly so, are connected with the Union by railway lines, and much business is transacted with both. In German West Africa are numerous mines and ranching with mining is the main industry. There are 322,000 square miles of territory, and 1,350 lines of railways. The imports before the war exceeded $10,000,000.

In an interview with Financial Post and HARDWARE AND METAL, Mr. Younge pointed out some of the lines along which he believed that trade for Canada could be developed if energetic action was taken by local manufacturers. For example, for their mines alone the imports of machinery and other supplies reach the total of $70,000,000 in a single year, 1916. There is practically no manufacturing of iron and steel done in the country. Nor is there a single textile factory, in which they are dependent on Great Britain and the United States.

It was, indeed the latter country that Mr. Younge found was making rapid strides in gaining a foothold in South Africa, particularly since Germany has lost the huge business that she had carried on before the war. It will be the United States, therefore, that will be Canada's chief rival probably after the war, as the leading men there, Mr. Younge says, are strongly in favor of some tariff legislation against German products.

The $70,000,000 imports by the mines last year was by no means abnormal," declared Mr. Younge, "and there is a big opening for Canada in iron and steel products, if the manufacturers are prepared to go in for export business. But there must be an awakening in this country. Often the Canadian manufacturer seems to be content with a few large orders provided they keep his factory going.

"In knit goods there is a big field also open to Canadian mills. These goods are not manufactured in Africa, and Canadians can compete with the rest of the world. At present the Canadian mills have more than they can do, and cannot think of export trade, but the opening will be there for them after the war.

In the case of automobiles, one company is strongly entrenched already, the Ford car, and all the Fords that are sold in South Africa come from the Canadian factory. Of United States cars, the Overland and Buick are the best sellers. There are a number of English cars, but the people seem to prefer the American type, considering that the English are too heavy, too low powered and too high geared," said Mr. Younge.

"In shoes, South Africa is a very large purchaser from the United States as well as from England. At the present time, however, they cannot get any from England, as export is forbidden. In normal times the popular boot is the English, a glossy kid, rather than calf. There should be a big market in both men's and women's for Canadian factories.

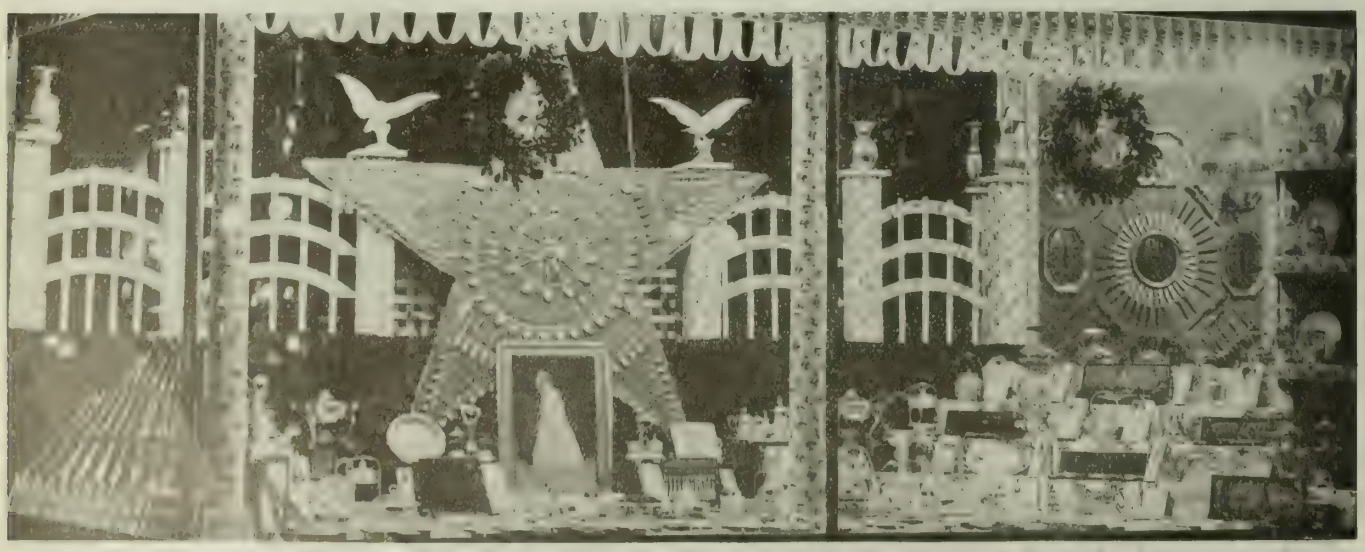
"In furniture, there many factories in South Africa, and this industry is well developed. However, there is a market for "knock-down" furniture, and an Owen Sound (Ont.) factory already does a large business in these lines.

"In pianos, there is a market for a cheap piano to take the place of the German.

"There is a large match industry there, but they are dependent on the outside for their wood for matches.

"One of the most promising lines is paper. Every pound of paper that is used in the country has to be imported, writing, book, tissue, kraft, etc., as well as newsprint. There is a considerable export trade done now by Canadian mills, and with our unlimited supplies of pulp wood, Canada should be able to develop very largely her present trade in newsprint, at all events.

"The railways as well as the mines need large quantities of rolling stock and none of this is made in the country. In lines of machinery there has been no



This excellent display of cutlery by the Bond Hardware Co., Guelph, furnishes a number of ideas for the window trimmer who wishes to arrange a September gift display.

development, and there is little prospect of any for some years to come. There is a good chance for Canadian makers to get in on the cars and engines, rail, and all kinds of mining machinery, drills, etc.

"In farming machinery the conditions are about the same. Here several Canadian factories are shipping large quantities.

"In regard to food stuffs, there should be a very considerable opening for Canada. They have wheat, of course, but it is not as hard as our Canadian, and they buy our wheat and our flour to use with their own. Their milling industry is well developed.

"They have beef and mutton, and it is their big line of meat. It is a great sheep country. But they can use large quantities of Canadian bacon.

"There is plenty of tropical fruit, but they welcome Canadian apples.

"So far as security is concerned, the business community is solid British, and old established, — in many cases branches of English houses, and most of the larger ones have branches all through the country.

"The tariff is low and there is a preference of three per cent. on all goods coming from Great Britain and the Dominions."

When in South Africa, Mr. Younge was in touch with the Canadian trade Commissioner, Mr. W. J. Egan, and declares that he was "of the greatest assistance to him and is rendering great service to Canada, being a "live, up-to-date man."

"In clothing, nearly all is imported, although, of course, there are numbers of men's tailors, and dressmakers. But there is nothing in the line of 'factory' tailoring done yet, either for women or men, and big orders ought to be possible for Canadian firms. I do not think that there is much of a feeling either way as regards the English or American styles of clothing."

Electric Stoves Feature at Exhibition

Stove Manufacturers at Canadian National Exhibition Report Inability to Speed up Stove Manufacture—Interest Keener Than Ever—Farm Trade Becoming More High-class Some Predict End of Labor, Raw Material Scarcity.

THE whole spirit and inspiration of the Canadian National Exhibition in this year of the "Jubilee of Canadian Confederation" is one of abundant prosperity of industry, agriculture and general business conditions. Large crowds and keen interest is adequate evidence of the attitude of the general public representing not only city life, but the country and rural life of a large district surrounding the City of Toronto.

An indication of business conditions can be taken from the attitude of the public towards the various exhibits, as men who have represented some companies for years at the big fair are well aware. In this connection it is with some significance that we point to the intense interest which has been displayed by visitors to the Exhibition in the stove and heater exhibits. This class of exhibits has always received more or less attention, but this year, despite conditions of prevailing high prices, these exhibits have received much attention, and much interest has been displayed in any new features of stove goods.

Interviewing several of the stove exhibitors at the Exhibition, the representative of HARDWARE AND METAL was impressed with the continuity of opinion regarding present conditions, and the outlook for future trade which exists. There is, therefore, no doubt but what the opinions expressed, accurately describe the situation in which the stove trade finds itself to-day. Some little time ago there appeared in HARDWARE AND METAL an interview with a large Toronto company in which it was stated that the outlook had nothing definite in view but high prices, and an ever increasing difficulty of securing raw material and labor.

Conditions have little changed except for a much increased demand which has excited manufacturers far beyond the place where they will be able to supply the demand of dealers this Fall. It is the opinion of some stove manufacturers that there will be a shortage of stoves this Fall, and that in many cases old equipment will have to be made to do for another season. Prices on stoves were increased recently, and warnings are out that another one may be made, but prices are no hold-up to sales, and the big difficulty in the way of dealers is in not being able to give any kind of a guarantee respecting deliveries. No time orders from dealers are being taken in the majority of cases, and nothing but immediate deliveries receive any attention whatever.

The big difficulty has been in the securing of raw material by the manufacturers. It was many months ago declared impossible to make any kind of contract for raw materials, and it is now necessary for the manufacturers to purchase supplies in the open market where they are susceptible to the fluctuation in price due to speculation and other indefinitenesses. The condition of the labor market has been another disturbing factor on the stove manufacturing industry. It has been pointed out that the cutting off of munition work in Canada and the throwing out of employment of many thousands of men will greatly improve the situation, but stove dealers are not of this opinion. They point out that the chief labor being disposed of by munition plants is female labor, which obviously is of no use in the manufacture of stoves. There are undoubtedly many thousands of men knowns as mechanics to be also dispensed with, but the great majority of this class is equally of no avail, for stove manufacturers state that these men are known as "single operation" mechanics, and are only skilled on one machine and in one phase of the munition industry. There are other manufacturers, however, who feel that the end of labor and material scarcity is in sight.

These two big factors are having an effect upon the stove market, and it is questionable what the situation will be a few months hence. The demand is good and the supply at present small.

A new element which is gradually becoming stronger and figuring more largely in the buying of stoves is that of the farming and rural districts. It is indeed significant that the class of trade with the farmers is becoming higher class. It is well known that the farmer in recent years has been making money out of the good prices for his products, and it is very satisfying to find that he is not reluctant to raise the standard of his worldly possessions by the expenditure of a little of his money. The assumption that this class of trade is becoming more high-class, is based on the constantly increasing number of inquiries coming from farmers for the better class products made by stove manufacturers.

The lateness of the harvest this year was a big factor in keeping the farmers from attending the Fair in as large numbers as heretofore, but interest was keener than ever, and despite increased prices and prospects for still further increases in the immediate future, this interest chiefly centred around the more expensive products and any new features being shown by the stove companies.

Electric Stoves Centre of Interest

The great amount of interest displayed in electric stoves and heaters was also an outstanding feature of the stove exhibits. One large electric stove manufacturing company whose products are practically unchanged from those of last year, report that the dealers' demands cannot be met this Fall. Interest in electric stoves was said to be greater than ever, but that production could not be speeded up sufficiently to meet the demands.

Considerable interest was also displayed by visitors from the farming and rural districts in a new type of oil stove being shown by one manufacturer. The new product resembles a gas stove in appearance with similar tap handles, etc., which gauge the flow of oil into a saucer-shaped receptacle in the base of the burner. A priming ignitor of gasoline is put in from a special can with a spout resembling an oil can. There are a number of iron sections to the burner which produce the required flame and heat without the danger, it is said, of putting out the flame by the boiling over of any pots or pans on the stove. The reservoir supplied with the stove has a capacity of over two months' burning on a four burner stove.

There were very few new features

shown in the stove exhibits this year at the Exhibition, for manufacturers have rather devoted their energies to increasing output to meet demands than to creating new features which only increase the difficulties of manufacture and temporarily tend to decrease output.

A new type of garbage incinerator was shown by one manufacturer, and commanded a considerable amount of interest. The exhibit was accompanied with a little talk on the advantages of burning garbage and refuse instead of leaving it in cans for collection. Some illuminating literature concerning the menace of the garbage pail was also distributed. It is reported that there is an increasing interest in the purchase of garbage incinerators by hotels, apartment houses and hospitals. In the last case, the incinerators have been found of special advantage as a sanitary factor.

Some new features of design and finish are apparent in the construction of other stoves, but the changes this year cannot be said to be extensive in their scope.

A GLUT OF STEEL

(Continued from page 32.)

ment. It is true we stitch our magazines with wire and pack articles of daily consumption in tin plate, but the great use of steel is to develop, to build bridges and viaducts, factory buildings, railroads, power plants, water and otherwise, to reclaim arid land and swamp land. Steel with its new aid, concrete, is the material.

There is no limit to this consumption, noting particularly that it is not consumption in the ordinary sense, but employment. One invests in steel and receives an annual return thereafter. The course of demand in the United States has shown that. The fluctuations in demand have been largely the fluctuations in the willingness of capital to pass into investment. Steel production in 1906 was 61% greater than in 1904, and 67% greater than in 1908. Of course 1908 was a very poor year, but 1911 had nothing very much the matter with it, yet the 1912 production exceeded that of 1911 by 32%.

"The per capita consumption of iron and steel has for a very long time been greater in the United States than in any other country. In 1912 and 1913, in finished rolled steel alone it was one-quarter gross ton per capita. Why? Chiefly because the country has been at peace and at liberty to develop. So will be the whole world. A few million tons additional supply over what the world used prior to the war is simply nothing. It is the time to look at the affairs of the world in a large way. The world's capacity after the war may be one-third greater than its consumption before the war, but that is nothing in the light of the new world conditions and so versatile, so adaptable and so necessary a commodity of steel.

"Any argument that there will be a glut of steel after the war certainly seems strange in the American atmosphere, when with the tendency towards new construction in many directions greatly reduced during the war, before we entered it, there has been a scarcity, and when now that we are in the war there will be vastly greater reduction in some directions. There is no question among those familiar with the situation that requirements in steel are banking up, to be expressed after the war. If the war should last another year, we have much more occasion to concern ourselves with the question whether demand will continue adequate during the war than with the question where will steel find outlets after the war."

BICYCLE DEALERS' ASSOCIATION FORMED

(Continued from page 33.)

to handle 'junk.' Our trade will be benefited by handling the best."

N. S. Ferris, of Hamilton, declared that "jealousy is the devil in any home, and hell in businesss." He argued that confidence between dealers would help to overcome many obstacles. An association, however, was not the panacea for all ills, but co-operation is the keystone of success. Beginners in a business are worse price-cutters than trade veterans, which is one big reason why there is always room in an industry for beginners with the right idea of things. He believed that nine out of every ten dealers who fail do so because of price-cutting. Price-cutting can ruin any business. The benefit of an association is simply "profit." Every dealer measures his success by profits.

J. W. Gibson, general manager of the Canada Cycle & Motor Company, Limited, Weston, said that the convention could not have been more representative of the trade, under almost any circumstances, than it actually was. No less than fifty-four different cities and town of Canada were represented, and the men had come from almost every part of the country from Vancouver to St. John, N.B. Almost one hundred and fifty members of the hardware and bicycle trade were present.

The activities of the new association will be closely watched by the hardware trade. Many of the most successful bicycle dealers in Canada are hardware merchants. They should and will do all they can to promote the sales of bicycles in Canada. During their visit to the city the dealers were royally entertained by the Canada Cycle & Motor Co., Ltd.

ITALIAN MARKET FOR PIPE FITTINGS.

American Products Greatly in Demand in Italy Since Swiss and German Stocks Have Been Sold Out.

A good market for pipe fittings in Italy is offered to American manufacturers at the present time. According to United States trade and commerce reports. There is an urgent demand in Italy for fittings since stocks of German and Swiss goods have been sold out, and owing to the fact that Britain requires its goods for its own use and France is unable to pick up the trade, a good demand exists for American products.

The Italian market is accustomed to and wants fittings with English standard threading. This is true of most of Europe. American manufacturers who hope to compete with European manufacturers must make up their minds to this fact.

The American practice of threading sleeves at each end does not obtain. Sleeves in Italy carry a right-hand thread through their length. Furthermore, this market uses quantities of bends, particularly 90° bends, which seem to be no longer made in the United States. Before the war, these could be obtained in any desired quantity from German and Swiss manufacturers. At the present time there is a tremendous demand for wrought iron flanges, which seem to be unobtainable.

With one or two exceptions, the materials used in and the finish of American fittings are said to be markedly inferior to those of Swiss and German manufacturers. It is claimed that roughly finished molds are used in casting and a poor quality of iron employed, with the result that the finished product has numerous pits inside and out. These cause rough threads and rust. Swiss and German fittings are of better material, stronger, and of lighter weight. Owing to the use of better molds in casting, fittings have smooth, even surfaces. As to splitting, it is said that they seldom split, whereas this is of frequent occurrence with American fittings.

Other complaints of American fittings are that those for pressure use have flat bands instead of the round bead wanted in this country; and that reducers, instead of carrying the same thickness of metal throughout in proportion to the diameter of the several openings, carry the same outside diameter, which, according to Italian taste, makes a bulky, ugly piece of work. This taste requires a careful finish and proportion in all metal work. Whether or not American work is as strong or stronger is not the question. The point is that work must be turned out to suit the market. Any American manufacturer willing to do this can get a hold on this market at the present time that will insure him a permanent outlet for his goods.

Fittings and pipes are not separately classified in Italian import statistics but are lumped with other manufactures of iron. Pipes of American manufacture are the best in this market and have commanded the trade for years. If care were taken with fittings, American fittings, helped by the reputation of American pipe, would soon have the same enviable position in Italy.

STOVE CO. CHANGES NAME

Ottawa, Ont.—Corporate name of Universal Stove and Furnace Co. has been changed to "Coal-Cutter Heater Co., Limited."

EDITORIAL COMMENT

EDITORIAL BRIEFS

MONEY in the bank means ability to take discounts. For merchants who have plenty of funds available, laying in of stock, wisely, is undoubtedly profitable, but laying in heavy stocks by merchants who thus cripple their credit is turning a sod for a business grave.

* * *

WITH the stove selling season again with us, the hardware merchants, mail order houses, furniture stores and dollar-down-dollar-a-week houses are hard after business. Stove selling is one of the most interesting work, and it requires a marked degree selling ability to make a successful stove salesman. One of the best ways in which to become efficient is to closely study the line of stoves you have in stock, and also learn from other merchants. The big annual fall number of HARDWARE AND METAL issued two weeks ago contained a large number of splendid suggestions for stove salesmen. Stove salesmanship was taken up from every angle. Hundreds of salesmen in all parts of Canada have already absorbed many of the excellent suggestions offered in the fall number. Have you secured your share?

CHARGING INTEREST

WE have frequently referred to the question of charging interest on overdue accounts. At this time when credits should be watched more closely than ever before, the question is one of prime importance. No topics come closer home to the merchant than the matter of charging interest on accounts. The fortunate few who are so placed that they do business on a cash basis—or, as some would say, the *courageous* few who have taken the plunge—know nothing of the harrowing cases of credit. The retail merchant who has, say, five thousand dollars on his books—plenty have more than that—finds that the matter of making collections is his greatest care and he often thinks almost longingly of the one solution —the charging of interest. But, as a general rule, he hesitates from adopting this expedient. He fears to offend his customers.

Many merchants, however, do charge interest. These retailers make it clear to time customers that, if payment is not made as agreed, interest will be added; and they do not find that they lose business on that account. A number of merchants have been doing this for years and have found that it has solved for them the vexed question of prolonged credit.

BUYERS EXERCISING CAUTION

REPORTS from various sources indicate that bookings for spring delivery have to date been considerably lighter than at the corresponding period of last year. This is to be expected in view of present conditions. There is a general feeling that the peak of the advance has been reached on many products and that the next move will be in a downward direction. A number of declines have already taken place in quotations on some raw materials, and although this will not have an immediate effect on the prices of manufactured products, it creates a feeling of uneasiness in trade circles. Manufacturers are in many cases working on raw materials which were of necessity purchased at record high prices. These manufacturers have to take the costs of raw materials into consideration when figuring selling prices. It is well known that in some industries certain manufacturers are in a much more favorable position, as regards raw materials, than are their less fortunate competitors. The result is that price shading is becoming more pronounced. There is a tendency also on the part of a number of wholesalers to shade prices on many lines. In many quarters a determined effort is being made to unload stock. Despite the many claims that stocks were scarce, a good number of fair-sized stocks of certain goods have come to light, since the easing off in prices has become more apparent.

It is not expected that there will be any great or sudden break in prices of hardware commodities. With another year of war in prospect, there are many arguments put forth in support of the theory that still higher prices are coming on many lines of goods. The fact remains, however, that there has been an easier tendency in the markets generally, price-cutting, if you may call it such, is becoming more pronounced, and retailers are cutting down the size of their orders. All this is having a tendency to create unsettled conditions. The retailers are following the right course. This is not a time to load-up. We have entered a period of transition, which has long been expected and predicted. Better to buy in smaller lots and often, than to load-up with more stock than you can conveniently pay for, or dispose of within a reasonable length of time.

EVENTS IN THE TRADE

BUSINESS CHANGES

Sexsmith, Alta.—A. Novlesky, general store, has sold out.

Burdette, Alta.—W. M. Reber, general store, has sold out.

Ramsey, Alta.—R. H. Krueger, general store, has sold out.

Watson, Sask. — Watson Mercantile Co., general store, has sold out.

Ellscott, Alta.—Ellscott General Store has been sold to Ellscott Trading Co.

Engelfeld, Sask.—Koep Bros., general store, have been succeeded by I. Shulman.

Glenboro, Man., — Sigmar Bros. & Co., general store, have opened branch at Wynyard, Sask.

St. Jean Baptiste, Man.—E. Comeault, general store, has been succeeded by St. Pierre Trading Co.

Trenton, Ont.—Wm. Sukloff (Est. of) general store, has been sold to M. L. Willinsky & Co.

Calgary, Alta.—Perrin, Donoghue & Slingsby, general store, have discontinued.

Calder, Sask.—Calder Trading Co., general store, has dissolved, M. Hayman continuing.

Windsor, Ont.—West Side Hardware Co. has been taken over by St. Denis Hardware Co.

Aneroid, Sask.—R. A. Bruer has sold interest in Bruer & Morrison general store, to J. A. Raymond.

St. Adelphe de Champlain, Que. —Lafontaine & Thiffault, and Lepage, Bordeleau & Co., general store merchants, suffered fire loss recently.

Regina, Sask.—Sherwood Stores, Ltd., departmental store, has been sold to Regina Trading Co., Ltd., in a deal involving nearly one-third of a million dollars. The latter company will operate the former Sherwood store as well as its own store. J. F. Bole of the Regina Trading Co., along with Mr. A. F. Little completed the deal.

OBITUARY

Montreal, Que.—J. R. Boulais, hardware merchant, is dead.

Belleville, Ont.—Harry S. Burrell, manager of Burrell Rock Drill Co., is dead. He was the youngest son of the late Ellis Burrell, manufacturer of axes.

ATLANTIC CITY CONVENTION NEXT MONTH

A notice sent out by Secy.-Treas. F. D. Mitchell, states that the next convention of the National Hardware Association and the American Hardware Manufacturers' Association, will be held at Atlantic City, New Jersey, October 17, 18

INCREASED CAPITAL

Ottawa, Ont.—Capital stock of Canadian Cartridge Co., Ltd., has been increased from $750,000 to $1,000,000.

Moncton, N.B. — Humphrey's Glass, Ltd., has obtained charter.

INCORPORATIONS

Montreal, Que.—John R. Evans Leather Co., Ltd., has been incorporated with a capital of $50,000 to manufacture and deal in leather and leather products.

Montreal, Que.—Parker Pulpwood & Timber Co., Ltd., has been incorporated with a capital of $49,000, to manufacture pulpwood, paper and products of woodpulp.

Belleville, Ont.—Fruit Machinery Co., Ltd., has been incorporated with a capital of $40,000 to carry on business of machinists and iron founders and manufacture metal and wood products.

Windsor, Ont.—Liberty Motor Car Co. of Canada, Ltd., has been incorporated with a capital of $10,000, to manufacture and deal in automobiles and accesories.

Montreal, Que.—British and French Paperstock Co., Ltd., has been incorporated with a capital of $10,000 to carry on lumbering business and manufacture of pulpwood, paper and other products of wood and pulp.

Thetford Mines, Que.—Bennett Martin Asbestos and Chrome Mines, Ltd., has been incorporated with a capital stock of $1,500,000 to carry on business of mining and manufacturing asbestos and prepare metallic products. B. J. Bennett, A. R. Martin and F. Bennett of Thetford Mines are incorporators.

INDUSTRIAL NOTES

Montreal, Que.—Prospect Oil Company has dissolved.

Montreal, Que.—Gillet & Co., manufacturers of ornamental iron, have dissolved.

Elmira, Ont.—The Great West Felt Co. will build a factory here to cost $5,000.

Hamilton, Ont.—The Acme Stamping & Tool Co. are building an addition to their factory on Sidney Street.

L.Air Liquide Society, Toronto, has presented to the Toronto Technical School a complete oxy-acetylene welding outfit.

Niagara Falls, Ont.—Work is progressing satisfactorily on the new factory for the Herbert Morris Crane & Hoist Co. of Toronto.

Sault Ste. Marie, Ont.—The blast furnace which the Algoma Steel Co. have removed from Midland, will when erected have an approximate capacity of 400 tons of pig iron per day. The company have recently installed a 75-ton open-hearth furnace, which will bring the steel making capacity of the plant up to 50,000 tons of billets per month.

Copper Cliff, Ont.—The Canadian Copper Corporation will increase its capital stock to $10,000,000. The new capital will be used to develop the property, and will include the erection of a 3,000-ton mill.

Motor Car Merger Announced.—It is announced that the plan of consolidation of the Maxwell Motor Car Co. and the Chalmers Motor Corporation provided for a lease of the Chalmers plant, equipment and facilities for five years on a basis of 50 per cent. of the net profits, the Maxwell Co. guaranteeing upkeep and preservation of goodwill, while the Chalmers Co. provides $3,000,000 of new capital.

St. John's, Nfld.—R. H. Reid, vice-president of the Labrador Pulp and Paper Co., is credited with saying that the undertaking would mean the development of one of the most important water powers in the country, the falls on the Hamilton River are second to those of Niagara. The bonds of the company will not be placed on the market, and the increased capitalization will all be met by private subscription.

EXHIBITION VISITORS TO TORONTO

Among the hardware merchants and general merchants interested in the hardware trade the following visited Toronto during the past week:—F. E. Beam, Ridgway; H. J. Holmes, Myrtle; W. Sinclair, Beamsville; L. Aboud, Haileybury; M. F. Ames, Plainsville; George A. Dawe, Rosenealt; J. Alexander, Welland; J. M. Grove, Ringwood; T. G. Prowd, Walters Falls; B. R. Brown, Lansing; O. Wakeley, Oakwood; G. Teasdale, Laskay; H. S. McIntosh, Locust Hill; John R. Burn, Janetville; B. G. Carscadden, Leskard; C. Sargent, Claremont; J. A. Chambers, Springfield; W. J. Ard, South River; A. C. Elliott, Brooklin; Arthur Dell, Calton; S. E. Eakins, Millbrook; C. McCall, Vittoria; R. Hall, Vasey; R. D. Curry, Bar River; J. W. Douglas, Wroxeter; M. N. Awad, Byng Inlet; H. E. Moore, Oakville; J. de Bernardo, Arnstein; W. E. Cooper, Cooper's Falls; E. H. Kelsey, Loring; A. Cameron, Leith; G. M. Rice, Whitby; J. Devine, Cedarville; O. H. Moxley, Port Weller; William Suggitt, Valentia; M. McDowall, Cavan; J. W. Bannister, Delhi; W. G. Crowder, Keswick; T. J. Ney, Port McNicoll.

HARDWARE LETTER BOX

Home Treasure Range

Cochrant Hardware Co., Sudbury, Ont.: Please give us the name of the manufacturer of the Home Treasure Range.

D. Moore Mfg. Co., Hamilton, Ont.—Ed.

Paper Balers

Northern Canada Supply Co., Haileybury, Ont.: Please give name of Canadian firms selling paper balers.

Spielman Agencies, Limited, Montreal, Que.; Climax Baler Co., Hamilton, Can.; J. R. Walker Co., Montreal, Que.—Ed.

IMPORTANT CUSTOMS RULING

Change in Valuation for Duty of Imported Goods.

An important change in regard to the valuation for duty of imported goods in Canada has recently been made wherein the date on which purchase of goods is made, is declared to be the date the specifications and order for shipment are furnished to the exporter.

Under the present form of agreement of sale used by the United States Steel Products Company and numerous other foreign business houses when contracting to supply a given quantity of goods, the agreement is conditional upon specifications being filed within definite dates. Many of these agreements were consummated more than nine months before shipment into Canada of the goods they cover—owing to railway congestion and other obstacles. The customs department was then asked how such goods, contracted for more than nine months prior to importation should be appraised under the order-in-council of July 4, 1917.

When an actual agreement was placed before the Commissioner of Customs, he replied that the department held "that the date of purchase was that on which the specifications were made, and not the date of the optional contract. The contract submitted constitutes an option under which the importer is protected for his requirements, but apparently he was not compelled to take the amounts or quantities mentioned therein."

By this ruling the date the goods are ordered or purchased, under such a contract, is the date the specifications and order for shipment are furnished to the exporter; and the value for duty is the fair market value for home consumption in the country of export on such date, plus an advance of not more than 25%, provided the goods are imported within nine months of the filing with the exporter of such specifications and order for shipment.

In cases, however, where the goods were definitely purchased and ordered to be shipped into Canada more than nine months prior to their importation, the value for duty cannot be lower than the abnormally advanced, high price on the same goods as quoted for sale for home consumption in the country of export at time of shipment.

PERSONAL

A. M. Barry, who for the past six years has been general superintendent of the St. Lawrence Welding Co., Montreal, has been promoted to the position of manager of the above company.

Alexander Wilson Crouch, vice-president and general manager of the Dearborn Chemical Co. of Canada, Toronto, sailed last Saturday on the S.S. Makura from Vancouver on a year's trade expansion trip to the Orient, Australia, Korea and India. Mr. Crouch came to Toronto from Pittsburgh six years ago.

Frank H. Crockard, the new president and general manager of Nova Scotia Steel and Coal Co., is in New York, after having spent some time in the Pittsburg district. He went there after a conference with departmental heads in Nova Scotia, and is understood to have framed up a comprehensive plan for the development of the company.

Geo. A. Marshall, manufacturers' agent, 70 Lombard street, Toronto, for 25 years representing Geo. Butlar & Co., Sheffield, Eng., is resigning his position as Canadian representative, and has taken sole charge of the sales end of the new Canadian Cutlery Company, known as the Dominion Cutlery Co., with offices at Suite 407, Dominion Express Building, 145 St. James St., Montreal, Que. Mr. Marshall will act as head salesman and director, and will continue the Toronto branch of the firm at his present address.

PRACTISING ECONOMY IN BUILDERS' HARDWARE GOODS

There are indications that the movement previously referred to in HARDWARE AND METAL, to eliminate unnecessary finishes from builders' hardware goods, is gaining ground in the United States under the urging of a number of manufacturers. The appeal is of a patriotic character, pointing out that such finishes require the labor of many men and investment of capital which might otherwise be used to the greater advantage of the nation. For the manufacturers there would be a considerable saving under the new plan, for it would be unnecessary for them to have such a large stock of manufactured goods on hand, in addition to saving of time and money in clerical work by eliminating correspondence as to special finishes. The suggestion has been made to the various builders' hardware manufacturers that a system of universal finish symbols be adopted and curtail the number of fancy finishes.

WHERE SULPHURIC COMES FROM

The Bureau of Mines at Washington has compiled some interesting statistics regarding the sulphuric acid situation. Of the 6,250,000 tons of 50 per cent. acid used last year, 2,500,000 tons, or 40 per cent., came from Spanish pyrites; 350,000 tons, or 5.6 per cent., came from Canadian pyrites; 800,000 tons, or 12.8 per cent., came from smelter acid, and 1,200,000 tons, or 19.2 per cent., came from sulphur.

CATALOGUES and BOOKLETS

TINSMITH'S HELPER AND PATTERN BOOK

A textbook and working guide for the apprentice, mechanic or trade school student, has been published by H. V. Williams, entitled "The New Tinsmith's Helper and Pattern Book." The publication gives a practical explanation of of the properties of circles, the mensuration of surfaces and solids, simple geometrical drawing, the forming of seams, laps and joints, and one hundred problems on the layout and cutting of conical vessels, elbows, and piping, furnace fittings, ducts, gutters, leaders and roofing, tinclad fireproof doors, cornice and skylight work; and also containing ninety-two tables and many shop kinks, recipes and formulas. The book is profusely illustrated with diagrams and sketches, and the explanatory matter is easily understood.

SPORTING GOODS AND STOVE CATALOG

The Annual Fall and Winter catalogue for 1917-18 has been issued by Merrick Anderson Company, Ltd. of Winnipeg, Man., and consists of a completely illustrated survey of the sporting goods lines manufactured by the company and also a special Jubilee Stove Supplement. The special "Jubilee" brand of baby carriages, go-carts, express wagons, guns, rifles, revolvers, shells, hunting clothing, skates, sleighs, snow shoes, curling stones toboggans and game traps are thoroughly described by means of editorial matter and sketches, and complete specifications and prices are given. The stove supplement illustrates the various types of Jubilee ranges and cook stoves. Special attention is directed towards the new quick action raising and lowering grate which is a feature of the Jubilee Range. A detailed description with illustrations of the Estate Hot Storm Heater is given and an announcement in connection with the automobile accessory department of the company completes the stove supplement of the fall and winter catalog.

AUGUST INCREASE IN CUSTOMS

A report from Ottawa states that complete returns for August are not yet available, but the increase over the corresponding month of last year will be considerably over $3,000,000. For the first five months of the present fiscal year the increase will be over $17,000,000 over the same period of last year. At this rate, the Customs revenue should show a $40,000,000 increase over the returns for the previous fiscal year.

Owen Sound, Ont.—At the regular meeting the Town Council unanimously endorsed the new steel industry by-law after several amendments had been proposed. It was also decided to hold the election on the by-law on Sept. 15.

Turnover, Credit or Cash, Etc.

Good Sales Record—An Interesting Ad-Statement — Curtailing Credits Wiser Than Adopting Exclusive Cash Business.

By Henry Johnson, Jr.

A far western merchant writes me:

We note your remarks in regard to sick business. We did $85,414.37 last year with a $7,000 investment (in stock). And we thought we had done well as we have made money. But we are enclosing an ad that skins them all. Here is a guy who has all of us backed off the board.

The best we have been able to do so far with a strictly cash business has been 14% overhead figuring salaries for ourselves and 10% depreciation on fixtures, etc., and only paying $100 monthly for the best corner in the city.

Can you tell us how this fellow does it? How can he handle $20,000 monthly business with only himself, father and one clerk most of the time?

The writer spends a good deal of money and a great deal of time each year visiting different stores in all parts of the country to make this a better store and be a better and more efficient grocer. As yet, this ad skins them all.

Yours very truly,

N— C— D—.

The clipping enclosed is the corner of a newspaper page with one paragraph marked, as follows:

"$20,000 April Sales

"Our sales for April were more than $20,000. It cost us 3½% to do business. While it costs the average grocer 12 to 20% to sell his goods."

Some Record Indeed

The information that the man who sold $20,000 in April has only his father and an occasional clerk to help him does not appear in the bit of clipping sent me. It would be so interesting and instructive to learn how three persons (or shall we guess two and three-quarter persons?) can handle $240,000 worth of business a year that if my correspondent will send me the full address of the grocer who ran that ad, I shall write him pronto for further particulars.

Please let me have the address quickly. We sure do want to get the inside on such a record; and I shall ask him to tell us also how he works on a 3½% expense. Best I have run across in recent years was a fraction over 6%, in a store most peculiarly situated where it had everything its own way.

At the same time I should like very much to have some further details from my present correspondent, for he makes what I call a pretty good record himself. Probably it is substantiable, too: and that is saying more than I think I shall be able to say about the 3½%-man.

This correspondent probably works on a gross margin not far from 18%. Then, if his "investment" as stated means stock, as I think it does, he is turning his stock a little better than 10 times; and that, considering his locality, is very good. But I should like to know—

What is the detailed list of expenses, including salaries and depreciation?

What is the actual gross average margin?

What specific things he has picked up from other stores and adapted to his own business in following out his admirable plan of traveling about as he indicates?

I ask all these questions because I feel sure this man has a lot of worthwhile stuff up his sleeve.

Credit to Cash?

An Ontario grocer writes:

It is my opinion that the time is right for changing from credit to cash. In certain issues you have given very fine letters to be sent to customers, in fact, I remember a contest on the subject. Could you send me copy of some, either by mail or in next issue—for which I want to pay. We have a splendid credit business, but to go through the list really I have but few that are what you would call absolutely sure. With the war times ahead, don't you think I am right, or if not, explain why I shou' continue this system. Our business is groceries and meats and runs about $40,000 annually, 75% credit.

Yours,

J— G— F—.

Naturally, it is hard to give definite advice in such cases, but here is what moves me to advise that my friend go slow:

Three-quarters of his present business is on the credit basis. To cut all of that off would leave him with $10,000 a year turnover in place of $40,000. Not all of it will leave him, probably, if he goes onto a cash basis, but this is what might happen. Then where would he be?

But now is the time to curtail credits. There is no doubt about that. But there is a right way to do that, and I do not think the right way is to write any letters at all. My plan would be thusly:

Put yourself mentally outside of your business, and from that angle plus your knowledge of the character and circumstances of each customer whose name is on your books, study that list of names. From that list make the following segregations:

1st. Doubtful Accounts. List those with the idea that you will discontinue those as promptly as possible. Handle them with hard common sense, but with some diplomacy also. Any that are not going to pay at all, stop now. Figure to lose what you have rather than to put more in, to lose later on. Notify all help that no more credit goes to so and so, and have them referred to you. To those whom you have to let down easily, talk war conditions; enhanced costs which make necessary the calling in of your capital now invested in accounts, etc., etc.

2nd. Accounts too large and slow, but good. Go after those with the same kind of arguments about need of capital—which is true, surely in present circumstances. Get those accounts down to payment IN FULL at regular times; monthly, semi-monthly or weekly as may suit your needs and customs.

3rd. Solid, satisfactory accounts. Let those alone, mostly. When the right opportunity offers, ask those folks to pay up as promptly on regular dates as possible. Arguments about need for capital will go better with this class than with the other two. But mainly keep that good credit.

Takes More Work, But Better

This way is more laborious than to write a letter to go to all; but I do not think you want any easy, short-cut, cut-and-dried method of hashing all your customers together. But mind that you make those lists in the quiet of your own office. Why? Because if you do that, if you make your decisions uninfluenced by your customers, you will make them unbiassed. Then, after the decision is made, let nothing change your mind. Regard those segregated lists as if they were made by somebody above you whose direction you are bound to obey. Just feel that you have nothing more to do with it: the names are there, and they must be handled accordingly.

This plan, by the way, is the best in any large matters; for it promotes the finest characteristic you can have through self-discipline. That is the characteristic of decision.

Now, as you pursue this course, you can bend all spare energies to the promotion of cash trade. Make your store and service ever more complete and attractive. But at any time, take a good account.

Now finally; what made you think of writing a letter? I am sure it was your feeling that you want to "treat all customers alike." But that is a mistaken idea. Why? Because not all customers deserve the same treatment. Some are worthy of credit. Some are not worthy. Should each have the same treatment. By no means. So if, in the working out of this plan, a customer who has been cut off complains that others get credit, be frank about it. Say, perhaps:

"Mrs. Wilkins, that is true; but you remember that you were unable to pay me on time, and my jobbers demand payment from me on the dates agreed upon. I cannot have dragging accounts. I know it was not your fault, that you did not always have the money; but my wholesale friends will not accept such conditions. I want your trade, but it must be cash—at least during these trying times.

Do you require further suggestions?

THE CLERKS' DEPARTMENT

HOW BUSINESS MAGNATES GET THROUGH THE DAY

A Sketch of the Working Methods of Some of the Biggest Men in American Industry.

The business magnate of the present day has a tremendous range of activities thrust upon him. He has perhaps the presidency of one large corporation, a responsibility equal to the energies of the most able man; in addition, he will be on a dozen boards of directors, have control of a number of subsidiary concerns and own a trust company or two. As side interests he perhaps owns blocks of real estate here and there, and, has investments of various descriptions scattered over the map.

How does he look after things? How does he divide his time so that every interest gets the necessary attention? B. C. Forbes attempts to answer this question in "Every Week," and the following entertaining and illuminating article is the result:—

How Big Men Get Through the Day.

I talked recently with John D. Rockefeller on how he accomplished so much when in harness—he retired from the daily grind long before he was sixty.

"I was never a slave to business," he told me. "Even in my active years, I used to run away to the country quite often, and enjoy tree-planting, landscape-gardening, road-building—and playing with little folks."

This did not seem to explain *how* Mr. Rockefeller conceived and created the most wonderful business organization of the nineteenth century. So I tried again.

"I really never did anything wonderful," the oil veteran replied almost rebukingly. "I just did the best I knew how the things each day brought to be done."

I tried again. A twinkle came into Mr. Rockefeller's eyes. "We managed to do what we did because we picked able men to do things—men of great ability."

Which is in line with the reply of the chief private secretary of a financier whose capacity for work and record for achievement are the talk of the financial community. He said, when I spoke to him:

"My boss's plan is extremely simple. He gets other people to do the work."

That is more true than untrue. One requisite for the big man is a model private secretary; one who can work day and night; one who can smile perpetually and turn away visitors in a happy frame of mind; one who can say the right thing and write the right kind of letters without bothering his chief for instructions.

Each Day Mapped Out in Advance.

This, however, does not cover the whole ground. Some of the busiest men in the country lay out a daily routine which they adhere to rigidly. They set apart so many minutes for reading their mail and dictating replies, so much time for receiving business visitors, the necessary time for attending directors' meetings, conferences, and other scheduled engagements—each day is carefully mapped out in advance, so as to conserve every moment and enable all tasks to be accomplished smoothly.

That is the method adopted by the head of the country's largest bank.

On the other hand, certain tremendously busy leaders make as few appointments as possible in advance. They simply have the man they want to see called up and requested to hurry over. This is the plan commonly followed by the most active of the Morgan partners, Henry P. Davison. This house has been spending more than a billion dollars a year for the European Allies alone, and such a multiplicity of questions arise every day that they have to be tackled as they come up and when they come up. Some point regarding the munitions being shipped by, say, the Westinghouse Company is raised by cable, and *ting-a-ling* goes the telephone. "Mr. Davison would like to see you at once," the secretary informs the president or other active executive.

A Summons From the Corner House.

The other day a representative of the French government, the president of a big trust company, a British government functionary, and the head of a huge industrial corporation all passed through the Morgan portals, one after another, within the space of five minutes.

In despatching their day's work, the Morgan partners have an invaluable advantage over most other individuals and firms. It is this. There is hardly a notable in the financial community who is not prepared to cast everything aside and hasten to the Corner House in obedience to a summons. In other words, Morgan & Company these days have the first call upon the attention of the inhabitants of Wall Street. Prearranged appointments, therefore, are not essentially necessary in their case.

No bank president in America has done so many big things in the last three years as Frank A. Vanderlip, head of the National City Bank, the $50,000,000 American International Corporation, the International Banking Corporation, the National City Company, the Midvale Steel & Ordnance Company, etc. Mr. Vanderlip believes in system—and in having colleagues attend to all details. His secretary achieved such extraordinary success in relieving Mr. Vanderlip of avoidable calls upon his time that he was elevated to the official position of "assistant to the president," and a little later was snatched up by one of the most progressive and profitable firms in Wall Street and enrolled as a partner.

Mr. Vanderlip is one of the few financial dynamos who insist on opening and reading all their own mail, although his secretaries reply to three-fourths of it without even a word or suggestion or instruction, and very seldom have to rewrite any communication after the president has read it over preliminary to signing it. Nor does this specimen page from the Vanderlip calendar indicate the number of officers and other employees of the bank and its allied organizations who invade his outer office at almost every hour of the day, ready to seize an opportunity to get a decision from him.

Dictating Letters on the Train.

Numbers of big men have their secretaries travel with them to and from their country houses, so that replies to correspondence can be dictated en route. Speeches, too, are sometimes prepared during these journeys. Mr. Vanderlip invariably starts his day's work the moment his train leaves Tarrytown-on-the-Hudson. Then, quite frequently, persons who have been unable to get at him during business hours lie in wait for his exit from the bank on his way home, and accompany him on the subway ride uptown.

The president of the United States Steel Corporation, James A. Farrell, sees probably more people and gets through more work in a day than any other man in America. It is not unusual for him to dispose of fifty or even sixty business callers between nine in the morning and five in the afternoon. In addition, he has to attend the regular meetings of all the subsidiary companies of the corporation, and give his personal attention to stacks of statements and communications of all kinds from the higher-ups among the corporation's 260,000 employees; while, because of his unparalleled knowledge of foreign trade, he is constantly bombarded with queries pertaining to that phase of the business. Often, too, he is consulted by other concerns entering the foreign field. Many a night he takes home a thick bundle of papers, over which he works until bed-time.

Mr. Farrell has a tremendous advantage over most executives in that he has a very remarkable memory. He carries in his head literally millions of facts and figures, and can therefore go through work with a rapidity and accuracy beyond the reach of ordinary mortals.

"Every business organization is nothing but an aggregation of details," says Mr. Farrell, "and it is essential, therefore, to have complete knowledge of details."

The eyes of Europe have been focussed more on the American International Corporation than on any other institution or organization on this side of the Atlantic; for the industrial nations abroad see in it a machine for the conquest of the world's markets on a scale unapproached by any other enterprise. Last year no fewer than 1,300 propositions from every part of the world were submitted to the American International. Of this number fully 1,000 were rejected, while the bal-

ance remained to be studied. No organization ever had so many invitations to spend money.

The man upon whom devolves the task of passing upon propositions and directing the work of the corporation is Charles A. Stone, formerly the multi-millionaire head of Stone & Webster, the electrical engineers and owners of public-utility enterprises scattered throughout the United States. Mr. Stone agreed to accept the presidency of the American International chiefly because of the opportunities it would afford for the training and development of capable, ambitious young Americans, and, incidentally, because of the incalculable value to American business and American labor that would flow from expansion of the country's foreign trade and its financial operations all over the world.

"People often come to our offices and express resentment when told they can not see me because I am tied up," Mr. Stone remarked to me recently. "I wish people would understand that when I don't see them it is because I can not, and not because I would not like to. It is simply a physical impossibility to see every one who chooses to call; for we have serious work to do, much of it along pioneer lines, requiring a great deal of research and study and analysis."

I was privileged to glance at Mr. Stone's engagement card the other day, He had a meeting at 10.15, and others at intervals until 3.30, the last being a meeting of the directors of the International Mercantile Marine. In between he had a conference concerning the corporation's contract looking toward the construction of 1,000 miles of railway in China, an appointment with certain interests identified with construction work in Buenos Aires, a long interview with an eminent official from Russia over the huge projects the American International is to carry out in the land of the ex-Czar, a conference on important proposals in Latin-America, a luncheon date with the other members of the corporation's executive committee, and so forth.

Then, there is not an hour of the day when Mr. Stone is not waylaid by a vice-president or other officer who finds himself confronted with a problem calling for presidential solution.

How to dismiss visitors speedily, yet politely, is a difficulty that confronts every influential man of affairs.

When one magnate pays a business visit to another, he briefly explains what is on his mind, has the point settled without a moment's unnecessary delay, and gets out. But some people whose time is not worth a thousand dollars a day—as is the case, I figure, with every name I have already mentioned—fail to realize that "time is money."

A. Barton Hepburn, head of the Chase National Bank, one of the largest in New York, tries hard to see every one who asks for an audience, with the result, that occasionally there is a crowd outside his door.

It may contain two or three "stickers" men who, once inside, are good for an hour. Mr. Hepburn has hatched a simple little method of extracting himself from this sort of dilemma. He gets up from his desk, goes outside his private office door, and starts at the top of the line; and, though he is scrupulously polite, his visitors realize that he is in a hurry, and the fact that they must do their talking standing up pushes them to the point.

J. P. Morgan Had No Waste Motions.

I once stood and watched the late J. P. Morgan work at higher speed than any human being I have ever known. He was to sail for Europe in the afternoon, and a line of visitors a block long had to be disposed of. The veteran banker gave an exhibition of doing, not two, but three things at once.

He interviewed the callers at the rate of thirty or forty an hour, he kept perusing a pile of mail on his desk, and dictated letters to his secretary—all at one time! The moment the hour for his departure arrived, he held up his hand, pointed to his secretary to pick up the papers on the desk, and closed the roll-top with a bang. Meanwhile an employee informed the remaining callers that Mr. Morgan could see no more of them.

The whole thing was done like clockwork; but through it all the big man perspired copiously. One reason Morgan could do so much was that he could and did make up his mind in a flash. In the days when he was building up the foreign exchange end of his house, the exchange brokers used to step up to his desk, tell very briefly what they had to sell (or buy), and received an immediate "I'll take it" or "Not interested."

The nation's foremost capitalists now strive to find more time to see people than they did fifteen or twenty years ago. It was then fashionable to hold aloof from all but the financially elite. Harriman softened in this respect about two years before he died.

His system of getting through work was to snap out two or three words or two or three sentences to trusted employees who could write shorthand with lightning rapidity. Harriman could diagnose a situation and reach a conclusion more quickly, probably, than any other capitalist in the land. Like Farrell, he carried a phenomenal store of information and ideas in his mind.

Theodore N. Vail, president of the billion-dollar Bell Telephone system, has the reputation of being able to allocate enough work in four words to keep a man busy for weeks. He was an incessant worker for many years; and even now, although he is over seventy, he keeps the telephone wires sizzling wherever he travels through the country. He tells me that his system is to encourage all ranks of the American Telephone Company's 150,000 employees to send suggestions to the executive office, so that no good idea may be ignored.

Mr. Vail, as colleagues put it, "simply eats up work." He summons subordinates right and left, gives them brief, clear-cut instructions, and immediately turns to the next matter requiring attention.

Contrary to popular belief, however, the busiest men rarely appear to be extra-busy; that is, they do not rush hither and thither, toss papers about, sweat and fume. They appear always to keep in mind the dictum that "a gentleman is never in a hurry." To watch them—most of them, at least—one would think they had all the time in the world, they work so quietly, smoothly, and deliberately. But they don't make many waste motions or use many unnecessary words.

INFLATION AND PRICES

Interesting Theories of New York Bank Statistician

World inflation, as one of the causes of world advance in prices, is discussed in the current issue of The Americas issued by the National City Bank of New York. The author of the article, O. P. Austin, the bank's statistician, after referring to the generally accepted theory that inflation causes an advance in prices, calls attention to the fact that world money and world "promises to pay" money have enormously increased during the period in which prices have been so rapidly advancing. World currency, he says, has increased 80% since 1913, world national obligations 142% and world population but 2½%, while prices of commodities show advances ranging from 60% to 100% in the same period.

The world's money, as classified by accepted authorities, in gold, silver and uncovered paper, and world national obligations, while not currency, in the accepted sense of the term, do pass current among financiers and are always available for obtaining currency when passed across the counter of a bank. In the thirteen years preceding the war, 1900-1913, the currency of the 40 principal countries of the world—gold, silver and uncovered paper combined — grew from $11,000,000,000 to $13,680,000,000, an increase of 25%; national debts from $31,200,000,000 to $43,840,000,000, an increase of 40%, while population was increasing but 10% in that 13-year period. The average prices as indicated by index numbers of leading authorities show advances in the thirteen years preceding the war ranging from 15 per cent. to 25 per cent. With the beginning of the war period, however, both world currency and national indebtedness increased with great rapidity, and with this came also a rapid advance in prices. World currency jumped from $13,680,000,000 in 1913, to $24,660,000,000 in 1917, and national debts from $43,840,000,000 to $160,000,000,000. The increase in the short 1913-17 period in world currency was 80%, of world indebtedness 142%, and world population but 2½%, while the advance in prices in the 1913-17 period ranged from 60% to 100%.

The increase in world currency during the war period occurs chiefly in "uncovered paper." The gold money of the 40 principal countries, for which statistics are available, grew from $8,021,000,000 in 1913, to $8,560,000,000 in 1917; silver money decreased from $2,860,000,000 in 1913, to $2,600,000,000 in 1917. Uncovered paper jumped from $2,799,000,000 in 1913, to $13,500,000,000 in 1917. This large increase in "uncovered paper" since 1913 occurred chiefly in the countries at war. The "uncovered paper" in the United Kingdom in 1913 was but $115,000,000, and in 1917, $660,000,000; Germany in 1913, $262,000,000 and in 1917, $1,613,000,000; France in 1913, $326,000,000, and in 1917, $2,900,000,000; Italy in 1913, $182,000,000, and in 1917, $661,000,000; for Russia no figures are available for 1913, but for January, 1, 1915, the total is $804,000,000, and in July, 1917, $4,285,000,000. Most of the $62,000,000,000 increase in national debts, from $43,840,000,000 in 1913, to $106,000,000,000 in 1917, has also occurred in the countries at war.

The statement showing the increase in world currency and national debts is accompanied by index numbers representing prices of principal commodities as compiled by three leading authorities, London Statist, Bradstreets and the Bureau of Labor for the years 1900, 1913 and 1917. The Statist index number shows an advance from 75 in 1900, to 85 in 1913, and 170 in 1917; Bradstreet's, from 79 in 1900, to 92 in 1913, and 161 in 1917, and the Bureau of Labor an ad-

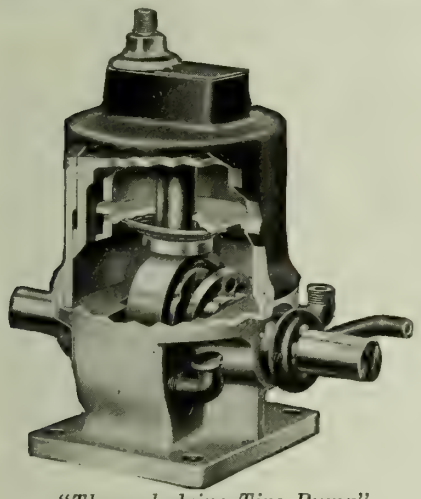
(Continued on page 56.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AUTO TIRE PUMP

A new "Through-Drive Tire Pump" is being offered by the K-S Supply Co., 343 S. Dearborn St. Chicago, Ill. Some of the special features claimed for the new pump are as follows: knocks in piston rod operated pumps slightly worn are avoided in new pump; felt rings eliminated; oiling system prevents oil carried over piston into tire; especially constructed oil trap and one way breather valve causes vacuum which prevents excess of oil above piston; cylinder threads into base thus preventing oil leakage at union; piston may be removed in one minute; ball bearing cam avoids heating, wear and side thrust

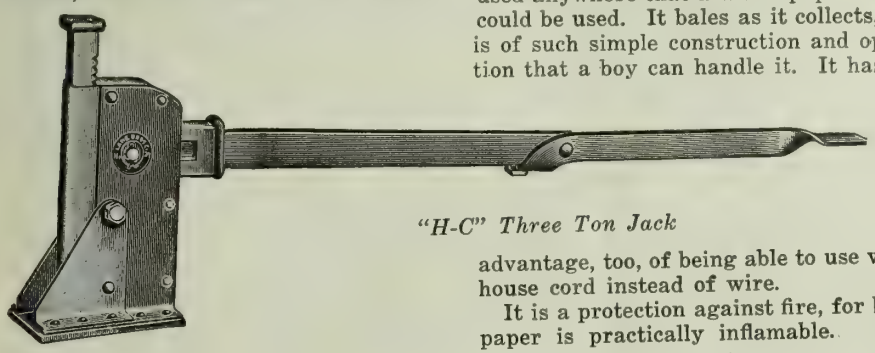


"Through-drive Tire Pump"

on piston; air pockets eliminated by intake and exhaust valves of puppet type being flush with inside of cylinder head; pump may be thrown into and out of pumping condition without stopping engine; pump never overheats. The bore of the pump is three inches with stroke ¾ of an inch; height six inches, piston of cast iron with cast iron ring; base and cylinder of black enameled cast iron; bearing-main shaft steel in long bronze sleeves; cam—with steel balls on hardened steel ground races; drive—through, by clutch or by gears.

THREE-TON AUTO JACK

A new H-C Truck Jack is being marketed by Lane Brothers Company, of Poughkeepsie, N.Y., the outstanding feature of which is its ability to lift three tons in the new size. The jack weighs twenty-seven pounds complete, stands twelve inches high, lifts six inches, and is fitted with 48-inch folding handle. Additional safety for the operator of the jack is claimed in the fact that the length of the handle enables its operation from the outer end. The handle is securely held into the socket by a spring catch, and the reversal of the jack is accomplished by a lengthwise twitch on the handle. The operating mechanism is claimed to be simple and unlikely to get out of order. There is no movable part except the lifting lever projects outside the housing. The rack bar is of rolled steel with milled teeth; the frame is of heavy plate steel, with reinforced pivot bearing. Size No. 24 Jack sells at $14 each.



"H-C" Three Ton Jack

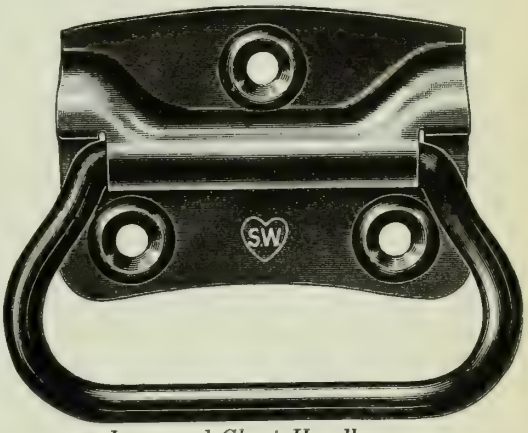
HOUSEHOLD BALER A HANDY CONTRIVANCE

The household baler is one of the latest arrivals in the paper baler field. This new baler has a number of points to recommend it. It is inexpensive yet will do the work of the balers costing as high as $25. It is the lowest priced baler on market and is very convenient in size, taking up only about a third of the space of the usual paper barrel. It is a good looking, well-built, being made of solid oak, and its size permits it to be used anywhere that a waste paper basket could be used. It bales as it collects, and is of such simple construction and operation that a boy can handle it. It has the advantage, too, of being able to use warehouse cord instead of wire.

It is a protection against fire, for baled paper is practically inflamable. It is the contention of the makers that this handy baler will pay for itself in a very short time, and show a handsome return within the year. It is manufactured by the Household Paper Baler Company, 20 Front Street East, Toronto.

IMPROVED CHEST HANDLES

A new wrought steel chest handle is being marketed by The Stanley Works, New Britain, Conn. It is strongly made with a large comfortable handle which enables the user to take a good grip, without cramping the hand. When



Improved Chest Handle.

handling such articles as heavy tool chest this feature is particularly appreciated.

This handle No. 1213 is made in 2½, 3¼, 4 and 5 inch sizes, and is furnished in the following finishes:

Japanned; light bronze; antique copper; Nickel, and Stanley sherardized. Packed in cartons with screws.

AND THIS IS CANADA!

When Canada, the "Snow Maiden," realizes that every month is a paint month," it puts to shame those members of the Trade in the States who believe or say "there's just one paint season here and it lasts only two or three months. It always has been so, and it always will be."

An editorial in "HARDWARE AND METAL," Toronto, comments upon the National Clean Up and Paint Up Campaign Bureau, which it declares "has done such good work for the past five years," and has offered "some splendid suggestions to Canadian dealers." It concludes with a description of the National Bureau's efforts to make each local campaign continuous, and adds "Make it continuous." Paint is now recognized as a line that can be sold the year around.—*American Paint Journal.*

WHAT OTHER PAPERS SAY

QUESTION OF PROFITS

From *American Artisan.*

Every man in business whether in the manufacturing, jobbing or retail branches is engaged in that particular sphere for the purpose of investing whatever capital he sees fit with the expectation of increasing this capital and making a living for himself and others that may be dependent upon him. Aside from this, he expects and is entitled to make a profit in his investment after all charges have been made upon him. This may be large or small, according to the circumstances by which he is surrounded and his aptitude to take advantage of the various changes in the market which may occur from time to time. The manufacturer keeps his attention riveted upon the cost of the raw material both in home and foreign markets, the jobber or wholesaler watches closely the manufacturer's quotations on the finished product and last, but not least, the retailer closely scans the jobber's prices for special discounts and attractive offerings each with the same object in view; to wit, profits. But right here is a point which some may have overlooked in putting the earnings of their capital to the best advantage. If he allows the profits of his business to remain in the business for its expansion then they have not been realized and may never be. Almost every city or town throughout the country can tell of instances where business houses have for a time prospered, grown by means of their profits and afterwards gradually gone into decay and finally perhaps into bankruptcy, the proprietors realizing only such profits as they withdrew from the business and devoted to themselves. If they had withdrawn profits from one business for investment in another, there is no distribution to themselves but merely a shift to another. It is a superficial view therefore to regard savings and profits which are invested in production as having been distributed or devoted to private purposes.

Profits of savings are indispensable and are not to be regarded as beneficial to the owners alone. They represent the surplus income of individuals whether accumulated rapidly by the introduction of a new utility, or gained by the many changes which are always taking place in the business world, or the result of a plain superiority in business management. Whatever the source, therefore, profit is surplus income available for investment which puts new ideas into effect and carries the world forward in industrial methods.

INSURANCE MAY SUPERSEDE PENSIONS

From *Hardware Age*, New York.

If Government plans now under consideration are brought to a successful conclusion, the old military pension system will soon be a thing of the past. In its place will appear a scientific system of Federal insurance such as will assure unbiased justice to America's individual fighting men. It is also the policy of the men behind the plan to relieve Congress of a [illegible] that takes a daily toll of valuable time. For years the congressional calendar has been crammed with "private bills," most of which concern pension matters, and a very generous part of each congressman's time has been given over to what are in reality trivial matters. There has also been some suspicion that political favor has had an undue influence in the granting of certain pensions, and that the pension system has stood for a great deal of actual abuse.

There is no question but that the man who fights the battles of his country deserves the assurance that he and his family will be properly cared for, if war incapacitates him for assuming that burden. It is not in any sense a form of charity, neither is it a matter of congressional favor. It is justice pure and simple. We recognize the obligation of the employer whose employes may be injured in the performance of their work, and many of our States passed liability insurance laws. The soldier is certainly entitled to the same measure of protection as that accorded the laborer. If the laborer is assured of compensation for injury, at the time he begins his labors, then the soldier is entitled to a like consideration. He should know in advance just what he can expect in the way of recompense, after the war has sapped his health or left him blind and crippled. The soldiers' service is undertaken at some personal sacrifice, and at a daily wage below that of the common day laborer. If on the return from the front he is in need of assistance, it should be granted without hesitancy. Certainly he should not be forced to beg a monthly pittance, as a personal favor from some congressman.

From a monetary standpoint there is much to be said in favor of the insurance system. The amount appropriated for pensions during the sessions of Congress which ended March 4, amounted to over $160,000,000—an amount estimated to be larger than the proposed national insurance will ever cost in a single year—yet it has been some time since our last battle with a foreign foe. Insurance under a proper system means a scientific, accurate and just method of meeting the pension problem, and it means the expenditure of the soldier's compensation money without fraud or waste.

It is to be hoped that the proposed legislation will meet with no serious objection, and that an adequate system of war insurance will shortly be put into effect. The individual fighter deserves fair play, and the Government should have a system which will protect the soldier and the taxpayer from any form of political lust.

CONSCRIPTION AND BUSINESS

From *Credit Men's Journal.*

What effect will conscription have upon the retail business of Western Canada?

That conscription is the most logical, the fairest and the most economical method of raising the necessary number of men must be acknowledged even by the anti-conscriptionists.

It is particularly so when it is considered that conscription does not alone seek to secure men for the front but that one of the most beneficial effects will be that it will prevent men from going who should stay at home.

Merchants of Western Canada as a class are young men.

Retail clerks as a class come even more within this category.

It can be taken for granted very largely that the young men who have gone are the men of high principle who of their own volition have answered the call of duty.

Are the men who have been left behind and whom it will be necessary for the government to compel to go men of lower principles and whose main aims in life are selfish?

This need not necessarily be the case, but, upon the face of it, it may very largely be the case.

These men are compelled to go to the front. They will in all probability take every advantage of the moratorium acts to an even greater extent than has been the case with the voluntary enlister.

What effect is this going to have upon credit conditions in Western Canada?

It will necessarily mean that in view of conscription credits will be more closely scrutinized, because a new element will have entered into the credit risk.

It will be necessary more than ever to enquire into the character of the person to whom goods are being sold. Is he eligible to go to the front, and if so, is he a good moral risk, or will he be one who will make an unjustifiable use of the moratoria?

It goes without saying, that a number of retail merchants will be conscripted.

Carried to its ultimate conclusion, the conscription of retail merchants must have a very great effect upon the wholesale trade, upon the banking community and upon financial conditions generally.

It would be impossible to say what the effect really will be, but no doubt the boards of investigation that will be appointed will be men particularly well fitted to decide who shall go and who shall stay. One thing only is certain and that is whatever the result commercially, conscription is absolutely necessary. If it is necessary to exact a heavier toll from wealth, let that be done also; the two, however, should not be confused.

THE ELIMINATION OF THE MIDDLEMAN

From *The Ironmonger*, England.

An official investigation of the causes of the unrest among the working classes is in progress, but the growing unrest among the merchant classes is steadily ignored by the authorities, probably because it is thought that the merchants cannot or will not effectively combine, and because the Government would not care twopence if they did combine, or even if they struck. Those in authority appear to be blessed by the idea that the middleman is the main cause of high prices and unfair profits; that he is not only useless to the community, but a parasite impartially sucking the juices of producer and consumer; and that both these parties would be infinitely better off without him. It is easy to make a plausible case for the theory that the most economical way of trading is that no one should come between the producer and the consumer; but this simple rule can only be made to work properly if every consumer is given ready access to every producer, and if the producers are prevented from combining with each other against consumers. It is, however, easy to form combination amongst producers and very hard to form combinations amongst consumers, and to bring the two together under such conditions, although

(Continued on page 56.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HARDWARE markets are passing through an interesting stage as there is apparent a general hesitancy to advance prices in the face of an easier feeling in the market for iron and steel. Ingot metals have shown a generally weaker tendency while iron and steel have shown a disposition to mark time pending announcement by the United States Government with respect to price-fixing. Retailers also give evidence of being abreast with the situation and are not booking ahead for any length of time in the future. Business will in all probability be more of a hand-to-mouth nature for some time to come. A seasonable movement of fall lines has started which may be expected to develop as cool weather approaches. There have been a number of advances during the week, including those on game traps, woodchopping wedges, posthole augers, lamp burners, lantern burners, lubricating oil, handsaws, trowels, carpenters' chalk, drain cleaners, tree pruners, sidewalk scrapers. Linseed oil prices were shaded downward from the high levels of last week, but the range of prices on turpentine has been widened. Business in hardware lines is seasonably good.

MONTREAL MARKETS

MONTREAL, Sept. 5.—Compared with last week the hardware market has been very quiet, that is, so far as price changes are concerned, and only in game traps has there been any advance recorded. All lines, however, are reported very strong in tone, and there is no great desire to book orders for future delivery at present prices. In fact in many lines orders already on hand cannot be shipped in their entirety, and only enough is sent forward to meet pressing needs of the merchant. Travellers all report a good tone, and as farmers are commencing to realize on their first threshings, and money being released, the merchant is likewise feeling the benefit, not only in a stronger buying demand, but in a more ready response to their request for a little remittance on account. Stocks are reported light. Wholesalers are inclined not to seek booking orders, one merchant putting it thus: "What is the use of accepting orders with an open hand when the morrow might see one or several of the lines concerned away on a skyrocketting price expedition, or an intimation from the manufacturer that our order with them can only be executed on a basis of 40 per cent. or something of the sort."

An item of interest to the market is the announcement that the Montreal Locomotive Works has quit making munitions and is going back to the equipment business again.

The metal markets are quiet, with copper down to 32 to 32½c., while tin made a rebound again and shows a gain of about 3½c. The sea-sawing on steel prices in the States reflects an uneasiness here, although nothing drastic has occurred and the market continues the even tenor of its way. It is argued that the prices recently accepted in the States as the market on semi-finished and fully finished steel products for early shipment are really an abnormal overgrowth. The mills are, it is reported, making no efforts to sell, and are restraining buyers of nearly all products. In the local market a premium is being asked for, and obtained on pipe, while tin plates are so scarce that they need an explosion to find them.

The mining industry of Quebec Province is in a very satisfactory condition apparently, great increases being shown in the production, for the year, of copper, magnesite, zinc and lead. According to the report just issued the production amounted to over 13,000,000, which is higher than the previous record.

Game Traps Show Considerable Advance

Montreal.

TRAPS.—New prices have been issued on traps, showing a considerable advance. We quote: Newhouse, No. 0, $3.20 dozen; No. 1, $3.75; No. 1½, $5.65; No. 2, $8.40; No. 3, $11.

H. and N. Traps: No. 1, $2.75; No. 1½, $4.15; No. 2, $5.75; No. 2, $7.70.

Victor, with chains: No. 0, $1.55; No. 1, $1.80; No. 1½, $2.70; No. 2, $3.75; No. 3, $3; No. 4, $5.90.

Victor without chains: No. 0, $1.17; No. 1, $1.40 dozen.

Local Building Prospects Are Fair

Montreal.

NAILS AND WIRE.—Nails and wire are in good steady demand with orders for future delivery of a seasonable strength. Locally building prospects are fair, and a satisfactory call for nails, etc., considering conditions, is anticipated. We continue to quote cut nails at $5.70 and wire at $5.50, with apparently no change at present on the way.

Crosscuts in Fair Demand

The advanced price noted last week has not affected the demand and there is a seasonable call with a tendency to stock up, in case prices should strengthen again. We quote: Wide, 4½ ft., $2.35; 5 ft., $2.60.

Fair Movement in Scythes

The trade has had time to digest the increase of last week, and a fair movement is reported with better inquiries. We quote cast steel $12.50 a dozen: Fine India, $14.50 dozen Excelsior, $14.50; Clipper, $13.50.

Demand On Coal Oil Is Growing Heavier

Montreal.

GASOLINE, COAL OIL.—The demand for gasoline remains about the same strength, but coal oil, as the evenings grow in, show heavier proportions. Crude oil markets are unsteady, but so far there has been no interference with the calmness of the local markets, and quotations remain the same, but with a strong undertone. We quote gasoline at 32½c., coal oil at 17c. to 20c.

Stocks Of Iron And Steel Reported Light

Montreal.

IRON AND STEEL.—The demand is seasonable, with a calm and firm undertone despite the somewhat uneasy situation in the States. Horeshoe steel, tire steel, toe calk steel and tool steel are perhaps the most prominent movers just at present. Merchants generally are satisfied with conditions, for stocks throughout the country districts are far from being heavy.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05

Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 18-0 19
Black Diamond tool steel, per lb	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0 18-0 19

Better Movement In Lead Products Noted

Montreal.

LEAD PRODUCTS.—With easier conditions in the lead market, pipe, sheets, etc., were also in easier tone. A brisker movement in orders is noted. For the time being the local call is better than for outside districts, but all are bearing a fair seasonable proportion. Here, as in so many other lines, stocks are low, plumbers especially buying from hand to mouth, and they would be badly hit on contract work by a rising market. Fall repair work, too, will make this month busier. Prices are unchanged.

MONTREAL—

Lead pipe, lb.	$0.19	....
Lead waste pipe, lb.	0.20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0.19	....
Lead sheets, 3 lbs. sq. ft.	0.17¾	....
Lead sheets, 3½ lbs. sq. ft.	0.17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0.17½	....

Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.

Solder, guaranteed, lb.	0.42	....
Solder, strictly, lb.	0.41½	....
Solder, commercial, lb.	0.40	....
Solder, wiping, lb.	0.40	....
Solder, wire, lb.	0.45	....
Zinc sheets, per lb.	0.26	....

Orders On Sheets And Plates Increase

Montreal.

SHEETS AND PLATES. — Orders have picked up a little as was expected. There is no relief in sight as to a quicker delivery from manufacturers, and the dearth so apparent now will become worse as orders improve. In fact merchants would in many cases dodge orders if it were possible. Prices are holding steady.

MONTREAL—

	100 lbs. Montreal	Range 100 lbs.
10 gauge	$11 00	$11 50
12 gauge	11 10	11 60
14 gauge	11 15	11 65
16 gauge	11 25	11 75
18-20 gauge	11 30	11 80
20-22 gauge	11 35	11 85
26 gauge	11 40	11 90
28 gauge	11 50	12 00

Demand For Old Materials Is Light

Montreal.

OLD MATERIALS. — There is no change in the situation. Supplies are light, but then the demand is likewise not brisk. A change in either of these two points would materially affect prices.

MONTREAL—

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Good Business In Stoves And Ranges

Montreal.

STOVES, RANGES. — A better strength is noted in these lines, and some fair sized orders have been sent in by travellers. Of course, the season is not yet due, but prospects look good. Delivery from manufacturers is not what it should be, but there is an improvement in some directions, and the more general resumption of many factories to their pre-war business and lessened call on so many steel lines will all help to speed up manufacture. Enameled ware and galvanized goods are showing steady demand, with a firm understone to prices.

Lessening Demand For Binder Twine

Montreal.

CORDAGE, TWINE. — The market shows no alteration of any kind. Orders are steady and prospects are good. There is a tendency to a firming in prices, but we continue to quote best manila, 37c.; British manila, 31c.; sisal, 26½c. per pound base. Binder twine is now becoming very dull, and each week shows a falling off in the call.

Copper Shows Declining Tendency

Montreal.

INGOT METALS.—Affected by speculation in the primary markets metals locally have shown some alteration. The weakness in copper following the intention of the U.S. Government to fix prices is resulting in the throwing of a lot of copper on the market, and has induced a decline locally of from 1c. to 3½c. Tin has firmed up, the top and bottom prices being closer. Lead also has closed up, the difference between the bottom and top prices becoming less. Spelter, antimony and aluminum are unchanged.

TIN.—There is a tightening up in tin due to firmer prices in the primary markets, which may or may not be purely speculative. We now quote 64c. to 64½c. This advance may give an impetus to orders, for users may not wish to be caught on a rising market.

COPPER.—The situation in the primary markets, with the Government fixing of copper prices has induced a sagging in the United States, which naturally followed here. We now quote copper at 32c. to 32½c., instead of 33c. to 36c. This will probably tend to dislocate the buying end, and users will now hold off in the hope of a further decline.

LEAD. — Lead is steady, with fair orders noted, at a slightly stronger price. That is to say, the range noted last week of 13½c. to 14½c. has narrowed to 14c. to 14½c. The Trail smelter report to hand shows that the receipts from October to date were 334,777, the Sullivan mine leading with Le Roi a long way off as second.

SPELTER.—No change with the demand fair. Stocks in users hands are generally considered to be low. We quote 10½c. to 11½c.

ANTIMONY. — This metal stands steady. In fact it is quite a shock when this metal commences to move a little, up or down. We continue to quote 20c. for fair size jobbing lots.

TORONTO MARKETS

TORONTO, Sept. 6.—There is no apparent recession of prices in hardware lines during the week, the trend being for the most part in the opposite direction. Wholesale hardware houses are not looking for lower prices in manufactured articles from the United States until there is a more general or definite decline in the price of steel. One of the big difficulties the manufacturers are meeting is to get the raw materials at any price. In the United States Government needs constitute a first mortgage on all steel, and just at the present time this is heavy. The domestic demand comes after that is met. With the cessation of the shell-making industry in Canada it is anticipated that the steel mills will be able to look after domestic needs in the not distant future. This may cause a keenness for business which may work out toward easier prices in steel. Advances in the various lines during the week include wedges, post hole augers, lamp burners, lantern burners, game traps, handsaws, trowels, carpenters' chalk, tree pruners, sidewalk scrapers. Business is reported very good with some wholesale houses and with others rapidly on the increase now that fall is approaching.

Woodchopping Wedges Have Advanced 12½%

Toronto.

WEDGES.—An advance of 12½ per cent. in the price of wood-chopping wedges has been made effective during the week. Size No. 68, ranging in weight from 6 to 8 pounds, is now quoted at $8.50 per hundred pounds, while the No. 50 Truckee, from 6 to 8 pounds, are priced at $9 per hundred pounds. The advance in this commodity has been due to the conditions in the steel market. This is the first advance to be recorded on this line for some time past.

Posthole Augers Go To Higher Levels

Toronto.

AUGERS, DRAIN CLEANERS. — Higher prices were made effective during the week on post-hole augers. Vaughan brand, 7 in., is now quoted at $14 per dozen; 8 in. at $15.60 to $15.65 per dozen; 9 in., $17 to $17.25 per dozen, and 10 in., $18.55 to $18.60 per dozen. Rogers brand post-hole auger is quoted as follows: 7 in., $26 per dozen; 8 in., $26 per dozen; 9 in., $27 per dozen; 10 in., $30 per dozen. Ad-

justable drain cleaners are quoted at $9.40 per dozen.

Tree Pruners And Sidewalk Scrapers Up

Toronto.

TREE PRUNERS, SCRAPERS.—An advance in tree pruners was put into effect on Woodyatt tree pruners and prices now prevailing are as follows: 6-foot, $12.50 per dozen; 8-ft., $13.20 per dozen; 10-ft., $14 per dozen, and 12-ft., $15.60 per dozen. Sidewalk scrapers is another line on which prices have been advanced, Excelsior now selling at $2.85 per dozen and Bulldog at $4.50 per dozen. There have been a number of advances in this line within recent months.

Carpenters' Chalk Advances 10c Gross

Toronto.

CARPENTERS' CHALK. — Carpenters' chalk has registered an advance of 10c. per gross which now makes the selling price of red $1.35 per gross, white chalk at $1.10 per gross and blue chalk at $1.35. Difficulties attached to getting raw materials from the source of supply, including freight and insurance, together with the higher cost of labor in manufacturing are given as the reason for the increase.

Three-In-One Oil Advances 25c Dozen

Toronto.

OIL.—Manufacturers of Three-in-One oil announce that they have been forced to advance their prices and wholesalers have accordingly followed upward. The advance on the small size amounts to 25c., the former price being 85c., as compared with the present price of $1.15 per dozen. This price now puts the small size into a 15-cent retail line, whereas it was 10c. formerly. Large size is now quoted at $1.80, handy size at $2, and factory size at $4 per dozen.

Lantern Burners And Lamp Burners Higher

Toronto.

LANTERN BURNERS, LAMP BURNERS.—Following the advances recorded last week in lamp burners, other concerns have made a change in the price and are quoting slightly higher than the figures given last week: Banner No. 0 is quoted at $1 per dozen; No. A at $1.10 per dozen, and No. B at $1.40 per dozen. Brilliant No. D is quoted at $2.50 per dozen; Regal D at $2.70 per dozen; Security A at $1.30 per dozen and Security B at $1.60 per dozen. Lantern burners No. 1 are now quoted at 90c. per dozen and No. 2 at $1.50 per dozen.

Game Trap Prices Move In Upward Direction

Toronto.

TRAPS.—Game traps is one of the lines to move in an upward direction so far as prices are concerned. On No. 1 Victor trap with chain the new price is $1.80 per dozen, the former price being $1.55, while the No. 1 Oneida jump trap has been advanced to $2.35 per dozen, the former price being $2.15 per dozen. Other lines have made a proportionate advance, following being the prices:

Victor with chain: No. 0, $1.55 dozen; No. 1, $1.80 dozen; No. 1½, $2.70; No. 2, $3.75; No. 3, $5; No. 4, $5.90.

Oneida Jump with chain: No. 0, $2 per dozen No. 1, $2.35; No. 1½, $3.50; No. 2, $5.15; No. 3, $6.85 per dozen.

Hawley & Norton with chain: No. 0, $2.35 per dozen; No. 1, $2.75; No. 1½, $4.15; No. 2, $5.75; No. 3, $7.70; No. 4, $9.10.

Newhouse with chain: No. 0, $3.20 per dozen; No. 1, $3.75; No. 1½, $5.65; No. 2, $8.35; No. 3, $11.10; No. 4, $13.10; No. 81, $4.35; No. 91, $4.75 per dozen.

Bear Traps: No. 5, $7.95 each and No. 50, $5.65 each.

Saws And Trowels Advance 10 Per Cent.

Toronto.

SAWS, TROWELS.—An advance of 10 per cent. has been made effective in the various lines of Disston's goods, including handsaws and trowels. Following are the net prices on handsaws: D8, 18 in., $24.55; D8, 20 in., $27.40 per dozen; D8, 22 in., $30.20 per dozen; D8, 24 in., $32.35 per dozen; D8, 26 in., $33.95 per dozen; D8, 28 in., $38.45 per dozen.

Coal Oil Stoves Advance 25 Per Cent.

Toronto.

OIL STOVES.—An advance of approximately 25 per cent. has been made effective in the price of Perfection oil-burning cook stoves. Three-burner stoves are now quoted at $16.50, the former price being $12.55. Four-burner Perfection is now quoted at $21, compared with the former price of $16. No. 22G ovens for above stoves have been increased $1.20 each, making the selling price now $4.50. Manufacturers are finding it increasingly difficult to get sheet steel for the manufacture of these lines. Other lines of stoves held steady in price. Enamelware was also in steady market.

Gasoline And Coal Oil Still Hold Firm

Toronto.

GASOLINE, COAL OIL.—There is a continuation of the firm situation in gasoline and coal oil brought about by the recent advances in the crude oil of the Mid-Continent field. Advances in gasoline have been recorded in various states of the United States, but in Canada there is a disposition to hold back. Demand continues heavy on gasoline and private parties who have storage space in many instances are anticipating their wants for some little time. The price of gasoline holds steady at 31½c. and 32c. per gallon, with benzine at 30½c. and 31c. Coal oil prices remain unchanged.

Nails And Wire Continue To Mark Time

Toronto.

NAILS, WIRE.—The market for wire nails and wire held in satisfactory position during the week. There is no disposition to look for higher prices immediately and dealers are loath to think that lower prices will be seen in the near future. Conditions are marking time until the situation in the United States clears up and some more definite action is taken. Wire nails are quoted at $5.45 base and cut nails at $5.80 base.

Better Arrivals Of Black And Galvanized

Toronto.

SHEETS, PLATES.—Dealers report that fairly good arrivals of stock are now taking place on old orders of black and galvanized sheets. Several cars of black and galvanized came into the local market during the week and increased supplies considerably. With better arrivals of galvanized stocks are accumulating and dealers are able to meet the needs of their trade with much greater ease. Prices are holding steady at the readjustment noted last week. There has been no announcement yet as to price-fixing in the United States, and until this is done there will be no inclination to look for much change.

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Price-Fixing May Not Alter Corrugated Sheets

Toronto.

CORRUGATED SHEETS, EAVE-TROUGH.—Dealers in corrugated sheets point out that unless there is a very radical change downward in the price of flat sheets when prices are fixed by the United States Government, if such is ever done, there will be small chance of a downward movement in the local price of corrugated. It is asserted that prices would have to be reduced fully 3c. per pound in the United States on flat sheets before present prices in this market would be on a parity with selling prices at present. In the face of this condition the market is firm. Eave-trough and conductor pipe remained unchanged at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Steel Situation Still Being Debated

Toronto.

IRON AND STEEL.—There is still active discussion going on in the iron and steel trade as to what action the United States Government is likely to take in the matter of fixing prices. Doubt has been cast on the advisability of having interested steel men serving on the com-

mittee to fix the prices. The opinion seems to be growing also that the Government will not undertake to regulate prices to the domestic consuming public, but the counter opinion also prevails that prices that the merchant trade will have to pay should not be materially different from the prices charged to the Government. There has been a quietness in buying owing to the desire to wait developments. It is stated that the mills have arrived at a point in their deliveries where they will soon require additional business to maintain full working operations. Prices locally remained unchanged.

TORONTO—		Per 100 lbs.
Common bar iron	$ 5 00	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	....	8 00
Mining tool steel	17 50	26 00
Sheet cast steel	26 00	35 00

Boiler Tubes Are In Steady Market

Toronto.

BOILER TUBES.—There was no disposition to change the status quo prevailing last week so far as prices are concerned. Stocks locally are fairly heavy, but there is not much chance of getting additional supplies from the United States. Demand is expected to be heavier in the near future and prices held stationary.

TORONTO –	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead And Zinc Products Unchanged

Toronto.

LEAD AND ZINC PRODUCTS. — Prices on lead and zinc products remained unchanged during the week. There was, however, a noticeably easier feeling in the pig lead market due to the naming of a lower price by the trust interests in the United States. A reduction of ½c. in the price paid has upset confidence in the primary market and buyers are very shy. Demand for these commodities locally has been fairly good.

TORONTO—		
Lead pipe, lb.	$ 0 19	....
Lead waste pipe, lb.	0 20	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 18	....
Lead sheets, 3 lbs sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	....
Solder, strictly, lb.	0 37½	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37½	....
Solder, wire, lb.	0 45	....
Zinc sheets, per lb.	0 26	....

Waiting Market In Old Materials

Toronto.

OLD MATERIALS.—Wholesale dealers in old materials are inclined to stay out of the market in their buying operations until the situation clears more with respect to prices in the United States. They are taking any materials that their customers want to place, but are not keen for them as they assert their belief in lower prices. Furthermore, the wholesalers are finding a dull market in placing their supplies with the mills. Collectors of old materials are inclined to hold their goods, believing that higher prices may come. But wholesalers are not thinking along the line of higher prices.

TORONTO—		
Tea lead	$ 0.07¼	.....
Heavy lead pipe	0.09¼	.....
Yellow brass	0.14¾	0.15
Red brass	0.20	.....
Light brass	0.09½	0.10
Heavy zinc	0.06½	0.07
Heavy copper	0.22	.....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	22 00
No. 2 railroad wrought	....	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00
Country mixed scrap	....	12 00
Country No. 1 wrought iron	....	18 00

Sisal Cordage Continues Very Firm

Toronto.

CORDAGE. — There is a continued strong position in the market for sisal cordage due to recent advances in the fibre. Cordage men state they would not be surprised to see an advance in this commodity in the near future. A factor that is operating in the United States to keep prices steady, however, is the possibility of regulation of the industry by the Government, the same that has been done in other commodities. Cordage companies are not booking orders for future delivery at firm prices on any of their cordage lines owing to the uncertainty of market conditions. They will book subject only to prices prevailing at time of delivery. Sorting business on binder twine is now about over. The demand has been greater than was anticipated at the beginning of the season. Business in other cordage lines is somewhat slow at present.

Lower Lead In Primary Market

Toronto.

INGOT METALS.—There is continued quietness in the market for ingot metals, demand not being as heavy as in some recent weeks. There is a disposition to hold out of the market in the face of probable adjustments in prices.

COPPER. — Nothing definite has transpired in the primary market with respect to the fixing of prices on copper although it is intimated from a reliable source that the committee on cost fixing is likely to recommend a price varying betwen 20c and 22½c per pound. Locally prices range from 30c to 32c per pound for casting copper.

TIN.—Firmer conditions prevailed in the primary market for tin during the week, advances having been recorded in the London market although the New York market failed to follow up in the absence of buying. Locally prices ranged from 62c to 65c with little interest in buying .

LEAD.—A decline of ½c per pound in the primary market for pig lead by the Trust had the effect of unsettling the market and keeping buyers out waiting further developments. Prices were easier locally at 13½c per pound.

SPELTER.—There is little activity in the market for spelter and prices remained unchanged. Lack of interest is having a depressing effect although prices are considered low in comparison with other metals and big declines are not looked for in the primary market. Locally quotations were easier at 10c per pound.

ANTIMONY.—The market is quiet owing to lack of interest with prices holding steady at 18c per pound.

ALUMINUM. — Absence of buying has caused a weaker feeling in the market but quotations remained unchanged at 60c to 64c per pound.

PIG IRON.—Prices of foundry iron continue nominal at $60 per ton. Mills are experiencing difficulty in getting coke in sufficient quantity owing to the scarcity of cars. In the United States market there is an easier feeling in the face of expected readjustments in price. Some of the steel making grades declined in that market from $2 to $4 per ton. Furnaces on the other side of the line are pretty well sold up.

LONDON MARKETS

LONDON, Sept. 5.—There is an active movement in such fall lines as stoves, stove boards, coal hods, ash sifters, oil heaters, lanterns, lantern globes, building paper, and trade is expected to increase in these lines with the advance toward the winter season. Advances have been recorded in lamp burners and turpentine during the week, while a decline of 5c. per gallon was registered on linseed oil. Prices in most lines continue firm. Business in this district continues good. The Western Fair starts in London on Friday of this week. London merchants are preparing stove and hardware exhibits on a larger scale than shown at past fairs.

Glass In Fair Sale; Rope Holds Steady

London.

GLASS, ROPE.—A fair sale of glass is reported by dealers in this district, evidently for repair work. Prices are holding steady at quotations of recent weeks, single diamond and double diamond in

case lots being quoted at 50 per cent. off list and cut lights at 40 per cent. off list. Rope prices are also stationary, although a firm situation exists for sisal cordage. Pure manila rope is quoted at 37c. per pound base, British manila and New Zealand hemp at 31c. per pound base and sisal rope at 26½c. per pound base.

Nails And Sash Weights Unchanged

London.

NAILS, SASH WEIGHTS.—Prices on nails have held unchanged during the week at $5.45 per 100 pounds base for standard steel wire and $5.75 base for cut nails. Miscellaneous wire nails are quoted at a discount of 60 per cent. off list. A fair sale of nails is reported. Sash weights are also holding in steady market, solid being quoted at $3.50 per 100 pounds and sectional 1-lb. at $4.25 with half-pound weights at $4.50 per hundred pounds.

Ash Sifters And Lanterns Going Good

London.

ASH SIFTERS, LANTERNS.—Now that the winter season is approaching movement of such lines as ash sifters and lanterns is becoming more noticeable as retailers are getting ready for the fall demand. Prices hold unchanged on ash sifters. Common with wood sides is quoted at $2.15 per dozen; Banner at $3 each and Rocker No. 1 at $5.50 each. Lanterns in long and short pattern are quoted at $12 per dozen. Lantern globes, long and short pattern, are quoted at $1 per dozen in one dozen crates, 90c. per dozen in three-dozen crates and 85c. per dozen in six-dozen crates.

Sash Cord Unchanged

Conditions in the market for sash cords remain steady, prices being quoted on No. 8 and larger, 52c. per pound; No. 7, 52½c. per pound; No. 6, 53½c. per pound.

Oil Heaters Are Moving Quite Freely

London.

HEATERS, STOVE BOARDS, SNOW SHOVELS.—There is a good demand for oil heaters at the present time in anticipation of an early fall when cool days come prior to the starting of furnaces. No. 520 is quoted at $3.85 each; No. 525 at $3.80 each; No. 530 at $4.25 each. Stove boards are also in good sale, Elite wood lined being quoted at a discount of 30 and 10 per cent. off list. Snow shovels will also soon be in good demand. Quotations remain unchanged at 12½ per cent. off list.

Cow Chains and Stall Fixtures

Cow chains continue to be quoted at 12½ per cent. off list and stamped stall fixtures at $1.25 per dozen. Harvest tools are being quoted at 25 per cent. off list.

Weather Strip Going Good

Now that cool days are apparently in the offing wood and felt weather strip are beginning to command interest. This commodity is being quoted at 75 per cent. off list. Swan hardwood weather strip is quoted at 75c. per set.

Lamp And Lantern Burners Are Higher

London.

BURNERS.—An advance has been recorded in Banner lamp burners and the following prices now prevail; No. 0, 95c. per dozen; No. A, $1 per dozen; No. B, $1.30 per dozen; No. D, $2.35 per dozen. Lantern burners are now quoted at $1.40 per dozen. With the lengthening days an active demand for these commodities is expected.

Meat Choppers Steady; Hockey Stick Demand

London.

CHOPPERS, HOCKEY STICKS, SKATES.—There is a steady demand for meat choppers and prices remain unchanged. Genuine Gem are quoted as follows: No. 20, $1.15 each; No. 22, $1.35 each; No. 24, $1.95 each. Universal: No. 0, $1.15 each; No. 1, $1.40 each; No. 2, $1.65 each; No. 3, $2.05 each. Hockey sticks will soon begin to be a seasonable line. Prices now prevailing are as follows: Rock Elm, $2 dozen; Spalding, $3.75 dozen; Spalding autograph, $4.50; Mic Mac, $4.75; Rex, $7 dozen. Starr hockey skates are quoted at 30 per cent. off list.

Linseed Oil Down; Turpentine Advances 1c

London.

LINSEED OIL, TURPENTINE.—Due to a decline in flaxseed prices on linseed oil showed a similar tendency during the week and prices were down 5c. per gallon. In 1 to 2 barrel lots raw is quoted at $1.55 per gallon and boiled at $1.58. In 3 to 5 barrel lots the price is $1.54 for raw and $1.57 for boiled, and in 6 to 9 barrel lots, $1.52 for raw and $1.55 for boiled per gallon.

Turpentine Advances 1c

Owing to a firmer situation in the primary market an advance of 1c per gallon was recorded in the local market. In one-barrel lots quotations are now 64c per gallon and in 2 to 4 barrel lots at 63c. Five-gallon lots are quoted at 71c per gallon.

White Lead in Oil

There is a slow sale on white lead in oil and prices remain unchanged. Pure in ton lots is quoted at $19 per hundred pounds and in less than tons at $19.30 per hundred pounds.

WINNIPEG MARKETS

WINNIPEG, Sept. 6, 1917.—Business during the week has been very good and it would seem that prospects for a good month's turnover were very promising. Jobbers report that seasonable lines such as screen doors and windows, screen wire cloth, refrigerators and ice cream freezers have been pretty well cleared out and everything is set for a big fall trade.

Rush orders for thresher's supplies are still being filled and with crop prospects considerably improved, there is every reason to believe that business during the next four months will be good.

Prices continue to soar and featured in this week's list are light and heavy tee and strap hinges, corrugated tee and strap hinges, window glass, churns and grindstones. The new quotations represent advances in each case and in spite of the present high levels, the goods continue to move in usual quantities. Just how long this condition will exist is still uncertain, but at present prices, it would seem that the demand must soon be curtailed.

Big Advance On Nail Hammers

Winnipeg.

NAIL HAMMERS.—A decidedly big advance has been put into effect on nail hammers, the present selling price of the W & B line being based on a 5% advance over the new list, which really is an increase approximating 25 per cent. The net prices are not yet available, but it is stated that the common cast hammer will now be selling at about $7.55 per dozen, which means that the good steel hammers will be retailing for around $2.00 each.

Tee And Strap Hinges Advanced

Winnipeg.

HINGES.—It is a long time since any advance has been made on hinges but new prices have now gone into effect, as will be shown by quotations given below.

Light tee and strap hinges are now selling at a discount of 10 per cent. as against 15 per cent. formerly ruling. Net prices based on the new discount are:

Light Tee—3 in., 90c doz. pairs; 4 in., $1; 5 in., $1.20; 6 in., $1.35; 8 in., $1.60.

Light Strap—3 in., 90c dozen pairs; 4 in., $1.10; 5 in., $1.25; 6 in., $1.55; 8 in., $2.25; 10 in., $3.15.

Heavy Tee and Strap Hinges

Heavy tee and strap hinges on which new prices have been made are selling at the following figures in bulk:

Heavy Tee—4 in., $2.30 dozen pairs; 5 in., $2.90; 6 in., $3.25; 8 in., $3.70; 10 in., $7.45; 12 in., $10.45.

Heavy Strap—4 in., $2.70 dozen pairs; 5 in., $3.35; 6 in., $3.60; 8 in., $4.85; 10 in., $8.65; 12 in., $10.70.

Butt And Plated Hinges Also Up

Winnipeg.

Butt Hinges.—Butt hinges which are now selling at new discount are as noted herewith:

No. 800 bulk, 5 per cent. advances on list; No. 804 bulks, 5 per cent.; No. 840 bulks, net list.

Plated Butts

Plated butts continue to rise in sympathy with other lines and new prices have gone into effect during the week, as represented by the following figures:

No. 241 A-D2 and F—2 x 2 in., 34c gross; 2½

x 2½ in., 35c; 3 x 3 in., 37c; 3½ x 3½ in., 38c; 4 x 4 in., 47c; 4½ x 4½ in., 68c; 5 x 5, 80c.

Corrugated and Strap Hinges

The new quotations on corrugated tee and strap hinges are as follows:

Corrugated Tee—4 in., $1.90 in bulk, $3 in cartons, doz. pairs; 5 in., $2.55 in bulk, $3.75 in cartons; 6 in., $3.25 in bulk, $4.90 in cartons; 8 in., $5.65 in bulk, $7.85 in cartons; 10 in., $8.75 in bulk, $10.60 in cartons; 12 in., $12.40 in bulk.

Corrugated Strap—4 in., $1.70 in bulk, $2.10 in cartons, dozen pairs; 5 in., $2.10 in bulk, $3 in cartons; 6 in., $2.85 in bulk, $3.60 in cartons; 8 in., $4.60 in bulk, $5.40 in cartons; 10 in., $7 in bulk, $8.25 in cartons; 12 in., $10.75 in bulk, $12 in cartons.

Miscellaneous Lines

In conjunction with the advances on butts and hinges, new prices have been issued on hooks and staples, shelf brackets, safety hasps, hasps and staples and wrought staples all at higher levels than those formerly ruling.

Prices Advanced On Window Glass

Winnipeg.

WINDOW GLASS.—The advance in window glass which has theatened for several weeks has at last gone through, the new prices as issued during the week being from 75c to $1.50 per box over former quotations. How long this advance will hold is somewhat problematical at present, manufacturing conditions are by no means improved—in fact, seem to be getting worse, so higher figures will undoubtedly be put into effect in the near future. Manufacturing is by no means equal to the demand and when the present stocks are depleted, there will develop a shortage which promises to become acute. Latest quotations as represented by the present advance are as follows:

Single—Up to 25 in., $9.50; 26 to 40 in., $10.50; 41 to 50, $13.50; 51 to 60, $14; 61 to 70, $15.

Double—Up to 25 in., $13.75; 26 to 40 in., $15.75; 41 to 50 in., $17.75; 51 to 60 in., $18.50; 61 to 70 in., $20; 71 to 80 in., $21.50; 81 to 85 in., $24.75; 86 to 90 in., $26; 91 to 95 in., $27.50; 96 to 100 in., $31.25; 101 to 105 in., $34.75; 106 to 110 in., $40.25.

Grindstones And Barrel Churns Up

Winnipeg.

GRINDSTONES.—Grindstones have undergone another revision and advanced in price. Both the stones only and stones mounted on frames have changed as revealed in quotations herewith:

Unmounted stones, $2.50 100 lbs.;
Mounted stones, $4.85 to $6.50 each.

Barrel Churns

Predictions recently made in these columns as to a probable advance in barrel churns have come true the new selling basis being derived from a discount of 20 per cent. This latest increase approximates a figure about 7½ per cent. higher than former quotations. To-day's prices are:

Daisy or Favorite—No. 0, $7.20 each; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40; No. 5, $12.80.

Power Churns—No. 0, No. 1, $8.80 each; No. 2, $9.60; No. 3, $10.40; No. 4, $13.60; No. 5, $16.

Miscellaneous Lines Undergo Revision

Winnipeg.

Hayknives, Scythes, Etc.

We mentioned in last week's report that another advance had been made on hayknives, scythes, etc. The new prices which were not then available are as follows:

Scythes are now selling at an advance of $3.00 on list to reveal prices from $12.50 to $14.50 per doz.

Bush or bramble scythes are selling at $13.25 per doz. Hay knives are selling at $2.50 per dozen on list to reveal prices as follows: Heathes, $12.50 per doz.; lightening, $12.50 per doz.

Grass hooks $3 are now selling at $3.50 per dozen.;Scythe snaths now sell at $11.50 to $13.00 doz.

Electric Light Globes

Other lines to advance during the week are given below: Electric light globes: 25 and 40-watt, $0.35 each; 60-Watt, $0.45, each; Pipe vises, No. 1, $3.00 each; No. 2, $4.40 each.

Linseed Oil and Turpentine

No change in linseed oil over prices issued last week has been made, quotations remaining as follows:

Raw, $1.75 per gal., bbl. lots: boiled, $1.78 per gal., bbl. lots.

Turpentine remains unchanged at 85c per gal., bbl. lots; 88c per gal. ½ bbl. lots and 90c per gal. in 5 gal. and 1 gal. lots.

PITTSBURG MARKETS

PITTSBURGH, Sept. 3 — Further progress towards a general readjustment in iron and steel prices has been made in the past week, although the surface evidences are not spectacular in character. Billets are off another $5 a ton. Bessemer iron is down, say, $1 a ton and basic iron is lower by about $4 a ton, while plates have been eased off by about a cent a pound, other finished steel products not being quotably changed. Under the surface, however, the forces are working out, the mills having filled additional obligations and having so much less ahead of them, while the export embargo is making steel more plentiful and there is constant sentimental pressure from Washington in the direction of lower prices.

The New Export Embargo

The first export embargo, which became effective July 15, applied to all countries and included, as to iron and steel, the following items; scrap, pig iron and ferromanganese, billets, ship plates and structural steel. The new embargo, dated Aug. 27, to become effective Aug. 30, is in two sections, the first applying to the Central Powers and the countries adjacent, the latter to the rest of the world, including the Entente Allies and their dependencies, protectorates, etc., and the neutrals not contiguous to the Central Powers. The list as to the former includes practically everything, certainly all iron and steel, there being the comprehensive wording, metals and their derivatives and manufacturers. The list as to the latter includes scrap, pig iron, ferrosilicon, spiegeleisen, ferromanganese, ingots, blooms, billets, slabs and sheet bars, plates, structural shapes, tool steel, alloy steel and machine tools." This would apply to Canada, of course. The important omissions are wire products, pipe, sheets, tin plates and merchant bars. The Exports Administrative Board has been organized to grant licenses, licensing under the former embargo having been in charge of the Department of Commerce.

The object of the first part of the embargo is, of course, to prevent any material going, directly or indirectly, from the United States to the Central Powers. The object of the second is to conserve the supplies of the United States, permitting material to go out only in case it is to be used directly in prosecuting the war.

The Coal Situation

As noted in last report, the bituminous coal operators were much dissatisfied with the schedule of prices fixed by President Wilson on August 21, and had called a general meeting of operators to be held in Pittsburgh August 29. Evidently they concluded on second thought that a general meeting, at which there would probably be explosive utterances, would not be a good path into the good graces of the Government, hence the meeting was called off and the executive officials of the recently formed Coal Producers' Association have been meeting in Washington to formulate plans for making representations to the Government.

No announcement has yet been made regarding the fixing of coke prices. Connellsville furnace coke for spot shipment is strong to-day at $13.50 per net ton at ovens.

Pig Iron

A pig iron producer has bought several odd lots of Bessemer iron at $50 and $52, valley, the market a week ago having been quotable at $53. Basic iron, which was quotable at $52, valley, can probably be secured without difficulty at $48. Foundry grades are nominally unchanged. In other districts there is a generally softer tone, but as a rule there is not enough doing to place actual declines on record.

Billets Decline Again

This week billets were offered at $75, finding few, if any, takers, and it is thought that a firm bid of $70 would bring out some material. Last week's market was $80, while the top, reached at the beginning of June, was $95 to $100. The decline is likely to go farther, but it can hardly continue long at the rate of $5 a week, because it is now approaching the level at which large contracts are being filled, say, $50 to $60. These are long-term contracts, with a quarterly fixing of prices. Rods are easier at $90 and forging billets can be had at $95, whereas a few weeks ago they were strong at $125.

A Decline in Plates

While scrap started to decline late in June, pig iron softened a trifle in July and billets began declining in August, there has been no quotable decline in any finished steel product until this week, when the distinction can be accorded to

plates. Until very lately it has been difficult to buy even ordinary tank plate at 9c., the more common quotation being 10c., Lloyds' specifications commanding about 12c. In the past week there have been rather free offerings of tank plate at 8c., and in a few instances at a shade less. Thus an eastern mill sold 400 tons, ⅜-inch and heavier, 60 to 80 inches wide, at a delivered price equal to 7.85c., Pittsburgh, but as the freight was against the mill the price realized at mill was only 7.70c.

The softening in plates is commonly ascribed to the export embargo, which has shut in some large tonnages, particularly in the case of Japanese orders. However, there is probably a contributory influence, in that mills can now make a better appraisal of how much plate tonnage the shipbuilding program will absorb. The requirements of the next few months are much smaller than those expected when various shipyards have been completed. At that time there will be additional plate rolling capacity. Then there is a new element in the situation, the Secretary of the Navy insisting upon the building of 150 destroyers as quickly as possible, even to the detriment of the merchant shipbuilding programme. It is stated this is on the advice of Admiral Simms, in charge of United States naval operations abroad, and in considerable measure it would serve to reduce the consumption of plates for a time.

Government Price Fixing

Another week has passed without the Government fixing the prices it is to pay for steel, but an early announcement is promised with more assurance than formerly. Then there will be the question of prices to be accorded the Entente Allies, on which matter the steel makers have not yet formally yielded. When the prices are fixed, it may prove to be the signal for the beginning of a general decline in finished steel prices for the ordinary trade. While the steel makers have never subscribed to the "one price for all" doctrine enunciated by President Wilson, the steel buyers think the idea is an excellent one and will be disposed to bide their time awaiting the market to carry it into effect.

Autos Hunting Mail Order Trade

Western Canada Wholesaler States That the Advent of the Auto is Rapidly Changing Conditions in Western Canada.

THE manager of one of the largest wholesale hardware houses in Winnipeg, was returning east recently after an extensive motor trip throughout Saskatchewan and Alberta, calling upon the dealers in the small country towns. He was met by the western representative of HARDWARE AND METAL, who asked him what he thought of the future prospects of selling automobiles and automobile accessories in Western Canada. He replied along the following lines:

"I have learned during my trip that in Saskatchewan alone the Government had issued 20,000 automobile licenses up to May 1, and it is estimated that by this time there have been another 10,000 issued. You will gather how important the automobile business is becoming in the country, when I state that in small villages, dealers have sold as many as one hundred this season. I know a hardware dealer in Prussia, Sask., who has sold over one hundred, and all hardware men are going into this business. Harradance, a hardware dealer at Blaine Lake, near Prince Albert, sold three cars in one afternoon. You can safely estimate that 75 per cent. of the cars used in Western Canada are in the hands of farmers. The farmer now goes to the store in a motor car, and can afford two or three of them if he wants them.

"There is a wonderful change taking place out West among the farmers. Whereas two years ago, when you looked out of a railway car window, you invariably saw a couple of buggies driving across the prairie, today it is an automobile the farmer is driving. Buggies are gradually going out of business, and manufacturers of buggies are changing their lines. Dealers in country towns who handle buggies, are beginning to handle automobiles. While in Northern Saskatchewan, I happened to be in Leipzig during a German half-holiday. All the farmers in the district go to church on that day, and practically all of them came in automobiles loaded up with children. It is going to be a great thing for the West when every farmer has a car, which will make community life better. In places where there is no church or moving picture show, the farmer will be able to go twenty-five miles to one of the larger places, say Saskatoon, take his kiddies with him, and be there and back in a very short time. It will make farm life better. The children as they grow up will prefer to stay on the farm. It will make farm life attractive.

"The automobiles are going to work big changes in the West. Take the case of a town forty miles from the city, say Swift Current or Saskatchewan, which is a two-hour ride. The farmer will be able to run into the city on Saturday and spend it there with his family, or will be able to run in on Sunday and hear a good preacher, getting back at noon. Forty miles in an automobile is equal to ten miles by buggy, but the farmer who is 40 miles from the city today, is in the same position as the farmer who was four miles away in the olden days.

"I find that the farmers are beginning to take an interest in the roads. In Saskatchewan last year they collected three hundred thousand dollars in licenses, part of which would go into making good roads. Saskatchewan farmers are going to insist that ditches be filled up and the roads improved generally. They formerly did not care what the roads were like, when the town people were the only ones who had cars, today the farmers are getting together and fixing their own roads.

"I believe the automobile will be the biggest enemy the mail order house ever had, as the farmer will now be able to get into the larger towns, and see what is being shown and worn. When he finds that he can buy the right goods at the right price in the stores of the larger towns in his vicinity, he is not going to send his money all the way to Winnipeg and Toronto. It means that with better roads there is going to be less mail order business."

CANADIAN STEEL CORPORATION PLANS

Plans for the erection of the United States Steel Corporation's $20,000,000 plant at Ojibway, Ont., will now be carried forward, according to a statement of Ward B. Perley, vice-president and general manager of the Canadian Steel Corporation, the Canadian subsidiary of the big United States concern. This company was incorporated some three years ago. A tract of land on the St. Clair River, north of Windsor, was purchased, a separate municipality was established, streets were laid out for an ideal town, such as the United States Steel Corporation has at its American plants. Then the war put a temporary stop to construction. The bid for tenders for the construction of a slip and huge concrete and steel docks for the Ojibway Company was the sign for a renewal of construction, and further plans of the company will now be proceeded with. The plant is well situated, being on the direct water route from the Lake Superior iron mines to the ocean. Hydro-Electric power will be available from Niagara. The operations of the plant, as outlined by Judge E. H. Gary, chairman of the Board of Directors of the United States Steel Corporation, will include some blast furnaces and mills for the manufacture of wire, rails and bars and perhaps other steel products.

U. S. EMBARGO ON SULPHUR

Sulphur classified with explosives is now included in the list of commodities for which export licenses are required. Officials state that no shipments will be licensed until Canada has presented complete estimates of the requirements of Dominion newsprint makers and of the needs of explosives factories. It has been hinted that even after the issuing of licenses is resumed, sulphur may only be permitted to come to Canada in limited quantities.

Thomas F. Hodgson, manager wire department, Toronto office of the Steel Company of Canada, is spending his vacation in the Kawatha Lakes district.

WEEKLY PAINT DEPARTMENT

Economy in Painting

Practice of Economy and Conservation Increases Necessity for Preserving Property With Paint and Varnish—Urgings Not to "Save at the Spigot and Waste at the Bunghole."

URGING a campaign of constructive work to show the people of America that they are "saving at the spigot and wasting at the bunghole," by adhering worthily to the practice of economy and conservation according to the urgings of the Government, but at the same time are suffering a tremendous waste of valuable property each year by their failure to offset the elements which are not by the application of paint and varnish; the Paint, Oil and Drug Review recently published the following, pointing out the advantage to be gained by taking radical measures to meet the conditions, and the dangers of continuing to ignore the matter. The article in part appearing under the heading, "Wanted a Man," is as follows:

"The paint trade as a whole is facing a great opportunity. The time is ripe for a campaign of constructive work which will show the American public that they are saving at the spigot and wasting at the bunghole, that all the conservation that has been preached and practised during the present remarkable year is as nothing to the waste of valuable property of every kind which is going on around us on every hand by the insidious forces of nature, sun, wind, rain, frost, rust, dry rot and decay generally, which can only be prevented by the proper and consistent use of paint and varnish. The simplicity and logic of the proposition are unanswerable. The field is everywhere about us. The measures to be taken are perfectly obvious and the result to be obtained so great that they spell abundant prosperity to the paint trade and great and important saving to the country at large.

"The danger is that the very magnitude of the proposition and its simplicity will prevent the concerted action necessary to bring it about. It remains to be seen whether the trade can be made to see conditions as they really are and take the fairly radical measures necessary to wake the country up and start them to saving the waste. We have a number of organizations — good organizations— but at present they are not concentrating their forces nor co-operating as much as they should be. We have leaders, but they are not all working to a single definite end and that is essential on a big proposition like this.

"It means that a close working arrangement must be created which will include the following organizations and their allied interests. The Master Painters' and Decorators' Association of the United States and Canada, The National Paint, Oil and Varnish Association, The Paint Manufacturers' Association of the United States; the National Varnish Manufacturers' Association and the National Association of Paint Jobbers.

"It can be said in perfect sincerity that these organizations are already well equipped and in good working order, but their combined strength should be concentrated under a single leadership so that all will work together on definite lines in order to avoid friction, lost motion and duplication of effort.

"To begin with there is a splendid opportunity to use the powerful well-organized force of 2,500 Master Painters with their 50,000 skilled workmen to advocate and demonstrate both the 'Use More Paint' campaign and the 'Clean Up and Paint Up' campaign.

"The first is a proposition as yet untried by the paint trade as a whole, but a considerable amount of money has been raised and it is to be expended along lines which have proved very successful in other trades and which suit the needs of the present occasion, but it will depend very greatly on the co-operation of the painters and dealers to make its success complete. The "Clean Up and Paint Up" campaigns have had several years of trial and have shown definite and desirable results in many instances, but they have had to work in the face of a good deal of opposition from the painters and have been limited in their scope to certain localities and certain times of year. If the Master Painters and their men and the Paint Jobbers and their salesmen and customers can all be induced to act enthusiastically as an organized army of boosters to advertise and push the ideas of the economy of painting, its hygienic value, how it increases the saleability and rental value of property, the fact that it is a thoroughly practical form of insurance against rust, deterioration and decay, its importance both to individuals and communities, etc., etc., think what wonderful results will be accomplished. It will be getting down to first principles and building up business for the painter, the local paint dealer, the jobber and the manufacturer on a basis of increased consumption and absolutely valuable service rendered to each community and the nation at large and not simply competitive over-reaching of one set of men by another.

"The Master Painters have already begun to see the desirability of joining in and helping on the two lines of advertising and educational work mentioned above, they will no doubt be glad to take advantage of the opportunity of adding the arguments in favor of good painting by skilled workmen—which no one questions for a moment. Good painting pays and is economical, and the good painter is the best man to spread the gospel of "Use More Paint," or any other slogan which covers the basic ideas. The enthusiastic support of these men will accomplish wonderful results. The Master Painters who are contributing to these two great campaigns should in their turn be represented in the advertising and be given genuine co-operation on all sides. They are an essential part of the success of the whole and their part should be recognized. This may perhaps be considered a somewhat radical suggestion, but the occasion calls for radical measures. We are facing trade conditions that have never been faced before and new plans must be made to meet them to insure proper results, that is results in proportion to the investments of time and money made by all branches of the trade. The nation cannot afford to let the properties and investments made by citizens, many of whom are being called to the front, deteriorate and waste away during their absence.

"What we need is a man who is broad minded enough to see the situation in all its possibilities and big enough to organize and direct the forces necessary to bring order out of chaos and wrest victory from the jaws of defeat. It will need a man who is ready to devote his entire time to the great work of combining all these trade organizations and concentrating their power in the same direction. To summarize the situation:

"Unless our nation is to suffer incalculable loss the protection and maintenance of all buildings and properties that need it must be preached incessantly and urged in every possible way by printers' ink, the artist's brush, word of mouth and the compelling power of example. This conservation of millions of invested capital can only be accomplished by the wise use of paint and varnish.

"We have all the elements necessary to success except the combined and united effort which can only come from a cen-

(Continued on page 56)

The Chosen Brand of the Practical Painter---

JAMIESON'S
PURE PREPARED PAINTS

When a practical painter has a particular piece of work to do which requires close figuring to make the job pay, he naturally thinks of **Jamieson's Pure Prepared Paints.** This is one Brand of paint at least that will ensure him a safe margin of profit.

Every painter of experience knows that **Jamieson's Paints** go a long way, produce an excellent finish and have super-wearing qualities.

Painters all over Canada buy **"Jamieson's"** when they require a **pure prepared paint.** What is good for the practical painter is good for all your customers.

R. C. Jamieson & Co., Ltd., Montreal

Branches at Calgary and Vancouver

ESTABLISHED 1858 **Owing and operating P. D. Dods & Co., Limited**

MEAKINS BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited

HAMILTON, ONTARIO

Warehouses: Winnipeg, London, Toronto, Montreal

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 5.—After the readjustment of last week the markets have settled down to steady business on the new basis for linseed oil, turpentine and putty. Naturally being a rising market linseed has shown comparatively more activity than turpentine, but taking everything into consideration the trade is very satisfied with the size and range of orders. With the fall demand expected to take over the adverse influence of the wet spring, arrangements are completed for a more than average fall shipping. Activity is noticeable in all departments, and although the Labor Day holiday has thrown things back a little, extra efforts on Tuesday made up for the break. "We are all ready and waiting for a great fall demand" was the general expression of all branches of the paint industry. One of the strong underlying features is the belief that the farming communities will be heavy buyers. Reports from travellers all state that the farmers are extremely satisfied with conditions, and that being so, barns, fences, etc., may get paint attention denied them in the spring. As in so many other lines stocks throughout the country in merchants hands are reported light, except where injudicious buying has caused a loading up in slow sellers. Taking everything into consideration, therefore, prospects look good. Most of the sales managers seem to be smiling, and that is a fine indication as to how things are going.

Linseed Oil Shows Increased Demand

Montreal.

LINSEED OIL.—An increased demand on a very strong market sums up the situation. Flaxseed prices have held. The primary markets for flaxseed and linseed oil have maintained strength, with but a slight sagging in the former, which afterwards recovered. Some very large orders were received, evidently from buyers who are afraid of being caught on a rising market, but the bulk of business is of a fair jobbing kind, with a stronger tone on account of the market strength. There is not a great deal of flaxseed in stock throughout the country. We quote: Linseed oil—¼ bbls. raw, $1.47½-$1.50-$1.55. Boiled: $1.50-$1.52½-$1.58; 5 to 9 bbls., $1.46½ - $1.49 - $1.54. Boiled: $1.49 - $1.51½-$1.59 per Imperial gallon.

Falling Off In Turpentine Demand

Montreal.

TURPENTINE.—As was expected the decline in turpentine has caused the demand to fall off a little in the expectation of further weakness, but if that does not develop the demand may return again as the price now quoted is very favorable. The primary markets have firmed up again. We continue to quote:

Turpentine.	Per Imperial Gallon		
1 to 5 bbls.	$0.58	$0.63	$0.65
5 to 9 bbls.	0.56	0.62	0.63

Booking Orders On Putty Improve

Montreal.

PUTTY.—The new arrangement for booking putty has caused general satisfaction and there are many indications that merchants will take advantage of the offer. Travellers orders already are bearing a heavier proportion of future delivery putty, and the expression is heralded that the fall business will turn out more than a normal one. Quotations remain for standard bulk in barrels $3.60 per 100 lbs. in less than ton lots. For 100 lbs. drums, $4.05 per 100 lbs. Glass is in unchanged market as compared with last week.

White Lead In Oil Remains Unchanged

Montreal.

WHITE LEAD IN OIL.—The situation is the same as last week, with orders showing the usual early fall movement. The probability of firm prices due to linseed oil may tend to stimulate business, and manufacturers are looking to good shipments, especially as stocks are light. We quote $18.80 per hundred pounds for one ton lots, and $19.10 per hundred pounds for less than one ton lots.

Active Campaign On For Paint Trade

Montreal.

MIXED PAINTS.—There is plenty of hustle in the paint factories. Shipping after the holiday break is moving along quicker again, and a seasonable activity is noticeable. Plenty of paint propaganda is being sent out, for there is still a conservative attitude adopted in many farming quarters as to the advisability of fall painting. But every year sees an improvement, and those merchants who have kept after probable customers right through the summer will now reap the benefit. Although no change is noted in prices the firming of the linseed oil situation and the general heavy increase in the cost of production are receiving grave attention. Freight conditions, too, are not favorable, and if farmers suddenly decide to paint this fall, they will not have much time to wait for their paint.

TORONTO

TORONTO, Sept. 6.—There is a quietness in the paint trade which is characteristic of this season of the year. Manufacturers anticipate that the fall trade should be good as the weather was unfavorable for painting in the spring and more should be done in the natural course of events, especially since industrial conditions are good. There was an easier tendency in linseed oil in certain quarters, grading down from the higher levels although the lower level was maintained. Turpentine showed a tendency for quotations to spread both upward and downward. In the primary market there was a firm tone with advancing prices. Putty and glass remain unchanged.

Linseed Oil High Levels Graded Down

Toronto.

LINSEED OIL.—There was a grading downward during the week on the high prices of linseed oil quoted last week, a decline of 5c per gallon having been made, which makes the basis for raw linseed in single barrel lots $1.55. Low levels of last week were maintained at $1.42 per gallon for raw linseed oil. Prices of flaxseed held fairly steady during the week, Wednesday of last week being quoted at $3.31 and on Wednesday of the present week at $3.31⅝ for cash article. Indications seem to point to low stocks of flaxseed in elevators. Reports on the condition of the flaxseed have been somewhat meagre lately but much depends on the condition of the weather between now and harvesting time. It is pointed out that, with wheat prices fixed around $2.20 flaxseed will necessarily have to rule at good prices in order to induce the farmers to plant any considerable acreage next year. Oil cake continues to be in fairly good demand with prices ruling from $52 to $59 per ton. Demand for linseed oil is reported fair.

1 to 2 bbls.	$1.42-$1.55	$1.45-$1.58
3 to 5 bbls.	1.41- 1.54	1.44- 1.57
6 to 9 bbls.	1.40- 1.52	1.43- 1.55

Your Customers will be Asking for Them

THIS is the time of year when your customers are painting their shingled roofs and buildings as a protection against the winter storms.

ANCHOR Shingle Stains

have for years been giving entire satisfaction. Specially prepared to preserve wood from decay, Anchor Shingle Stains are easy to apply and on rough surfaces give a better effect than paint. This stain penetrates deeper and protects longer than other stains. It is a stain you can confidently recommend.

Anchor Shingle Stains come in nineteen different colors—Color cards and set of slats showing full range of colors supplied on request.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG EDMONTON CALGARY

Turpentine Price Range Widens In Week

Toronto.

TURPENTINE. — A wider range o. prices prevailed in the turpentine market during the week, when an advance of 1c per gallon was made effective in certain quarters and a decline of 2c per gallon in other quarters. As a result, the range of quotations was from 58c to 64c per gallon in single barrel lots. There was a slightly firmer tendency in the primary market during the week, quotations during the week having advanced from 1½c to 2c per gallon. Some turpentine is expected to go into the export trade in the near future and this is no doubt helping the situation toward firmness. Lack of storage space in the Southern United States is helping to keep prices at a low level. Demand locally is fair.

	Per Imp. Gal.
1 barrel lots	$0.58 -$0.64
2 to 4 barrels	0.56½- 0.63
5-gallon lots	- 0.71

Looking Toward Good Paint Trade

Toronto.

PAINT.—Manufacturers are anticipating the coming fall will bring forth a good paint trade. They point out that this was in the natural course of events a painting year but the wet weather of spring lessened the chances quite considerably. They naturally reason that the demand should come in the fall. Just at present trade with manufacturers and wholesalers is somewhat light, as it is now between seasons. Prices were steadily maintained, there being no indication to look for lower prices as long as raw materials hold at present high levels.

White Lead In Oil No Inclination To Change

Toronto.

WHITE LEAD IN OIL.—There was a steady situation in white lead in oil during the week with a light demand for the product. Pig lead gave evidence of a weaker tendency in the primary market as the biggest producer of the metal reduced their quotations by ½c per pound and this put an unsteady feeling into the market for lead. Linseed oil on the other hand while the range of prices was narrowed, is still at high levels. Quotations on white lead in oil were $19 per hundred pounds in ton lots and $19.30 in less than ton lots.

Glass And Putty Market Marking Time

Toronto.

GLASS, PUTTY. — Developments in either the glass or putty situation were few during the week. In some quarters there has been a disposition to look for higher prices on putty owing to the scarcity of whiting and the high price of linseed oil. Manufacturers however, give no intimation that a change upward is to be looked for in the near future. Glass discounts remain unchanged. A little better movement in glass was reported during the week. Trade is expected to increase as the winter season approaches.

ECONOMY IN PAINTING

(Continued from page 52)

tralized directing force with delegated power to act for all branches of the industry. The government is conserving our other resources in many lines and patriotic men have offered themselves or been found to take the tremendous responsibilities caused by new and changing conditions. Such a man is needed in the paint industry and he will undoubtedly be found.

"The need is great and immediate, the business opportunity is pressing. We recommend the subject to the forthcoming fall conventions for general discussion and hang out a sign.

"Wanted—A Real He Man."

INFLATION AND PRICES

(Continued from page 42)

vance from 65 in 1900, to 81 in 1913, and 130 in 1917.

The table which follows presents the figures of world currency, national debts, population and index numbers, representing relative cost of principal commodities in 1900, 1913 and 1917.

Currency, Debts, Population.
(In Millions)

	1900	1912	1917
Gold	$ 4,565	$ 8,021	$ 8,560
Silver money	3,679	2,860	2,600
Uncovered paper	2,756	2,799	13,500
Total money	11,001	13,680	24,660
National debts	31,200	43,840	106,000
World pop.	1,543	1,652	1,690
Index Numbers*			
Statist	75	85	170
Bradstreets	79	92	161
Labor Bureau	65	81	130

*Principal commodities.

WHAT OTHER PLAYERS SAY

(Continued from page 44)

it might put an end to the existence of the middleman, would certainly not put any share of the resulting saving into the pockets of the consumer. During the last thirty years or so, there have been plenty of illustrations of this truth in most countries, but especially in the United States, where organizations like the Standard Oil Company and the Steel Trust have systematically ignored the middleman and have conferred upon the consumer what should have been the benefits of direct contact with the producer. The American consumer, however, shows no signs of thankfulness; in fact, it is notorious that he believes himself to be mercilessly plundered and imposed upon. Experience shows that where merchants or other middlemen flourish there is keen competition, coupled with the power of transferring custom quickly if a producer grows too grasping, and of bringing supplies from the ends of the world. Where there are no middlemen the producer usually combines with his fellows and becomes the Fee-Fo-Fum of Commerce, and mercilessly "grind our bones to make his bread."

SHEEP-DIP AS HAIR-WASH

The ways of a vain woman are past finding out. There is nothing very fresh in that reflection, your subscribers will remark, but let me finish. A paragraph from an Australian paper discloses the fact that a firm of Melbourne merchants have been fined for selling a poisonous preparation in contravention of the provisions of the Poisons Act — to wit, a sheep-dip. It was stated in evidence that a lady writer in a daily paper had recommended the use, as a hair-wash, of a certain sheep-dip, which the company sold in large drums. A smart departmental manager thought to score by packing the preparation in bottles for retail sale, and did so in ignorance of the provisions of the Act. It is worth adding that the newspaper which started this stupid notion came in for a wigging from the Pharmacy Board.—*Ironmonger.*

GERMAN COLOR COMBINE

Even though German commerce has been wiped off the seas and her foreign trade eliminated, it is a well known fact that German financial and business men are planning to organize a stupendous effort to revive foreign trade after the war. This fact is most interesting in its relation to the dyestuff industry which prior to the war was controlled by German firms which had worked up a foreign trade valued at $214,000,000 a year. Since the war there have been a number of small American dyestuff industries start up abroad and at home, but it is expected these will receive formidable competition after the war.

Evidence that a concentrated effort along this line is being planned in Germany is found in the recent official report of the United States Government telling of the new organization of German dye manufacturers through which they hope to regain their old time supremacy as soon as peace gives them opportunity. In the fall of 1915 the heads of the seven largest German dye companies met and formed an iron-bound agreement running for fifty years from January 1, 1916, when it went formally into effect. The agreement placed the foreign business of the seven great companies with a joint capital well over $30,000,000 in the hands of a pool. Each company was pledged to maintain uniform prices, wage scales, hours of labor, uniform standards of production, etc. It also provided for the division of foreign business pro rata.

It is reported that during the war these companies have practically made up for their loss of export business by the immense business done in contracts for army and hospital supplies. It is further stated that the German Government has taken good care of its dye industries and prepared them to recover their foreign markets after the war.

SENTENCED TO PAINT HOUSE

Hollidaysburg, Pa., Aug. 29.—John Kennedy, a house painter, pleaded guilty in the Blair county court recently to a minor offense. Judge Baldridge asked the prisoner what recompense he could offer Samuel Robeson, the prosecutor, for the wrong done him.

"I will paint his house, your Honor," replied Kennedy.

The court accepted the proposition and suspended sentence. — *American Paint Journal.*

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain

Toronto

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

Hickory Handle Specialists

Quality, Shape and Finish

UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.

St. Mary's, Ontario, Canada

First Choice of Homebuilders for Fifty Years

The marked preference of home-builders, and the endorsement of discriminating painters make an ever increasing demand for BERRY BROTHERS' VARNISHES, ENAMELS and STAINS.

House owners and home builders have learned that the permanency of beautiful interiors depends upon the use of the right Finishes on woodwork, floors and ceilings.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finishes, Luxeberry Wall Finishes and *Luxeberry Spar Varnish* are among the quick selling "BERRY" products that have enjoyed the confidence of architects, decorators and house owners for over half a century.

You can increase your varnish sales by pushing BERRY BROTHERS' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE ONTARIO

(592)

Doing Our Level Best

A WORD TO THE WISE IS SUFFICIENT

Labor shortage and scarcity of raw material are apt to retard production at this time. But our customers can rely upon us to give their orders the same minute attention that has always characterized our efforts in the past. If there is any delay at any time it will occur only through conditions beyond our control.

While conditions may affect delivery it will not interfere with the quality of our products—Taylor-Forbes standard will always be maintained.

Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY, LIMITED, GUELPH, CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12 00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.
Lord's Auger Bits, 30 and 10%.
Gilmour Auger Bits, 50 and 10%.
Rockford Auger Bits, 50 and 10%.
Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25 13 50
Double Bit	16 00
Boys' Axes	9 00
Hunters' Axes	8 00 9 00
Bench No. 2, doz.	11 25
No. 3, doz.	12 15
No. 4, doz.	13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.
Standard Quality, 40%.
Side Lace Leather, lb. ... $1.40-$1.65
Cut Lace Leather, lb. ... 1.60- 1.85

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 10%.
Machine Bolts, 7-16 in. dia. and larger, net list.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Skein Bolts, 20%.
Square Head Blank Bolts, net list.
Bolt Ends, net list.
Plow Bolts, net list.
Elevator Bolts, 5%.
Fancy Head Bolts, net list.
Shaft Bolts ($3 list), net list.
Step Bolts, large head ($3 list), net list.
Whiffletree Bolts, net list.
Nuts, square, blank, add to list $1.50.
Nuts, square, tapped, add to list $1.75.
Nuts, hexagon, blank, add to list $1.75.
Nuts, hexagon, tapped, add to list $2.
Stove bolts, 55%.
Tire bolts, 35%.
Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ... Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.
Triplex Spring Hinges, 20-10-5%.
Chicago Mortise Floor (5000), 33 1-3%.
Chicago Relax Floor (6000), 25-10-10-7½%.
Chicago Premier (4000), 16 2-3%.
Chicago Ajax (3000), 16 2-3%.
Chicago Fire Station, add 10% to list.
Lavatory Door Hinges, 20-5%.
Chicago Screen Door (2000), 40-7½%.
Chicago Screen Door (3000), 16 2-3 and 5%.
Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 60
19—6-strand, 50 ft. lengths	4 85

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 25 $10 00

	Galvanized Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous— Per box

IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—

IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets ... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

Nominal

IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.
Rd. Shk., 30 to 40%.
Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

Pass this little Examination—

THE BRISTLES CAN'T COME OUT

Suppose you, a hardware dealer, were called on to set down briefly the essentials and ideals of the perfect brush (for painters and for other brush users), how much could you write? Perhaps it would bother you not a little to give an answer, probably because you "hadn't thought much about it." Then let us write out the answer for you. Here it is:

The Bristles can't come out.
Elasticity and Resilience.
Bristles converge to the centre.
Spread the paint evenly.
Brushes are perfectly chiseled.
Selected fine Bristles.
Give long and satisfactory wear.
They are guaranteed.

Now these essentials and ideals of the perfect brush are found **out** in

BOECKH'S "STEEL GRIP" BRUSHES

(*See illustration*)

The Boeckh Bros. Company, Limited, Toronto, Canada

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Mounted No. 115, each	4 50
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22

Discount from above, 45%.

Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	12 00
Barn door track, round, ft.	0 24

Discount on round track, 45%.

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 00
No. 3, per doz.	3 50	4 50
No. 4, per doz.	3 60	5 10
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 20
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.25
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00 1 10
Cold blast	1 00 1 10
Cold blast, short ruby	3.25-4.20
Cold blast, common ruby	3.25-4.20

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

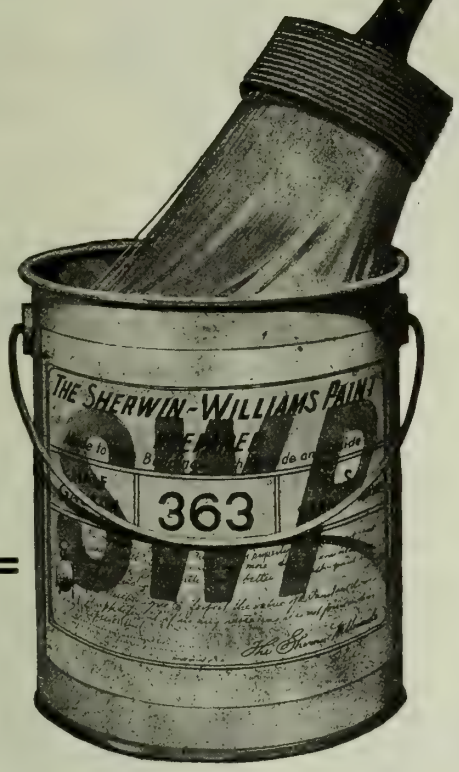
Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

SHERWIN-WILLIAMS PAINT



The Paint that sells the easiest and gives entire satisfaction to your customers, is the Paint you should handle.

S-W-P meets all these requirements. It is the Leading Paint line on the market to-day.

If you want the Paint Business in your district and the largest profits, you cannot afford to handle anything but

The Biggest and Best Selling Proposition

in the Paint and Varnish line. Do you realize what the S-W Agency will mean to you?

The Agency of the Largest Paint and Varnish House in the British Empire is the S-W Agency.

If you do not know all about it, write us and let us tell you all about this Big S-W Agency Proposition.

COVER THE EARTH

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

COVER THE EARTH

If any advertisement interests you, tear it out now and place with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green		0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 30
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps .....
Cistern Pumps .....
Set Lengths .....
Brass Lined Cylinders .....
Brass Body Cylinders .....

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Discount 20%.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES	Per sq.
Standard galvanized	$9 60

Shipping weight, 90 lbs.

Standard painted	7 50

Shipping weight, 80 lbs.

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 70c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

RAMSAY'S VARNISH STAIN

In Business 75 Years

In Business 75 Years

TWO THINGS YOU WANT!

Profits and Satisfied Customers. Both are yours if you handle RAMSAY'S VARNISH STAINS. Don't hesitate. Time is Money.

A. Ramsay & Son Co., Montreal Branches, Toronto and Vancouver

"MURESCO"

The Best Wall Finish

Leads All Other Finishes

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	50-55c
4-ply wrapping, lb.	54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	15
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots.	net.
Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

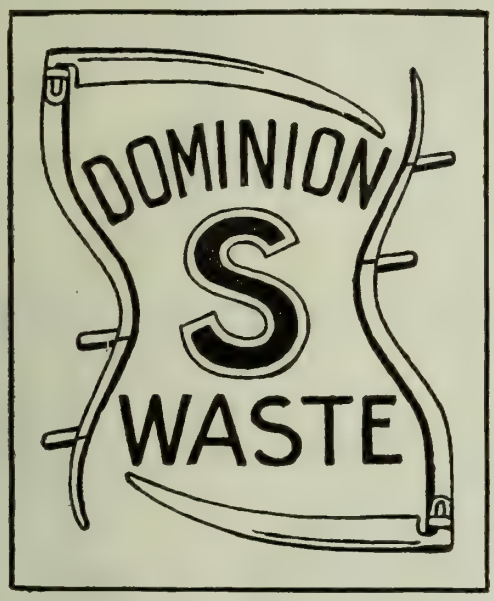
Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

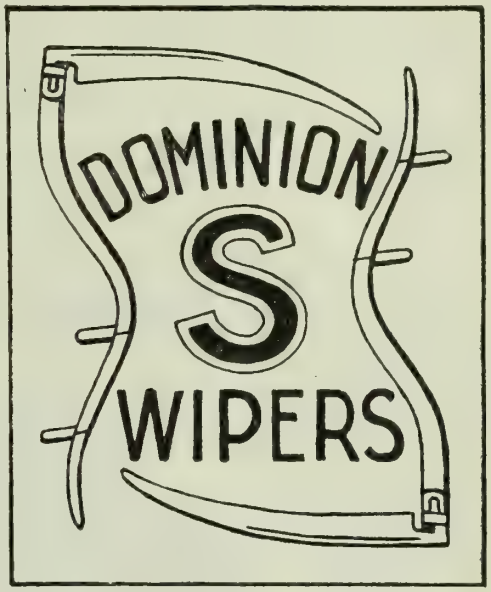
ZINC

For zinc products and zinc sheets

COTTON AND WOOL WASTE—WASHED COTTON WIPERS

Introducing our new registered "Trade-Marks" which will now be used on all bales of **COTTON AND WOOL WASTE AND WIPERS** manufactured in our Dominion Waste Factory, Toronto.





IN THE FOLLOWING GRADES:

Polishing Waste	*White Wiping Waste*	*Colored Wiping Waste*	*Wool Packing Waste*	*Washed Cotton Wipers*
Cream	XXX Extra	Fancy	Arrow	Select White
	X Grand	Lion	Axle	Mixed Colored
	XLCR	Standard	Anvil	Dark Colored
	X Empire	Popular	Anchor	
	X Press	Keen		

As used by all Railways, Steamship Companies, Machine Shops, etc.

SAMPLES WITH PRICES ON REQUEST.

ALSO HEADQUARTERS FOR

Cotton Duck	Cordage	Marine Hardware
Tents—Flags	Twines	Oakum—Pitch
Tarpaulins	Oiled Clothing	Fishermen's Supplies

SCYTHES & COMPANY, LIMITED

MANUFACTURERS AND JOBBERS

TORONTO **MONTREAL**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1 75
Acme, 20 lbs., each	2 00
Acme, 25 lbs., each	2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	2½-3¾
Venetian red, best bright	0 04
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red ozide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb, tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS

	Gal.
Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90
B.H. English Enamel	5 25

GLUE

	Per lb.
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do. No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 16	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.62-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 50

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs.	C.P. Co.
Prices withdrawn.		
600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums	....	55 00
50-lb. drums	....	55 00
25-lb. drums	....	55 25
1-lb. 100s, papers	57 25	60 00
½-lb. 200s, papers	59 25	62 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

B.H. Varnishes	$2 75
Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 20
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL
Linoleum Varnish

Linoleum can be made to last many years with the help of this Varnish. Easily applied and quick to dry (overnight), it will preserve the linoleum and add to its appearance. Tell your customers about it.

We have some special educational literature dealing with this varnish—Send for it—Free.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$ 9 00	$14 00
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.35 base; ⅜, 7-16 in., $5.60 base; other sizes, $5.35 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft belts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; $7.25; Logging, 5-16, 11c; ⅝, 10c; 8¾c; tie-out, 57½c.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 25%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

15% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set.....$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain $12 50
No. 25, Dash-board 15 50
Short Globe, doz. 12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso, 16c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 10c per lb.

POINTS

Landslide plow, 1½x14 in., $1.75 per dozen.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt..... 5 30
1½-lb. tins 0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 31c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $7.50; Watch Spring, $7.75; Lance Tooth or Lightning Blades, $8.25; New Century, $9.75.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge $11 25
12 gauge 11 25
14 gauge 11 50
16 gauge 11 50
18-20 gauge 10 80
22-24 gauge 10 85
26 gauge 10 90
28 gauge 11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $7.75; ⅜ in., $7.50; ¾ in., $6.75; ⅞ in., $6.50; 1 in., $6.50; 1¼ in., $6.50; 1½ in., $7.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C. $30 00
20 x 28 I.X. 32 00
20 x 33 I.C. 35 40
20 x 33 I.X. 37 45
Terne plates 24 00

TURPENTINE

See weekly paint report.

VARNISHES

Stephens Luminette, gal.....$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $4.45 f.o.b. Ft. William, $4.75 Winnipeg; Glidden Cattle, 2-pt., $4.30 Fort William, $4.60 Winnipeg; Baker 2-pt., $4.25 Ft. William, $4.55 Winnipeg; plain twist, cwt., Fort William, $4.85; Winnipeg, $5.25; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

The Best Share For Every Plow

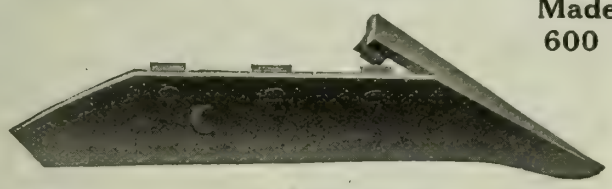
CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

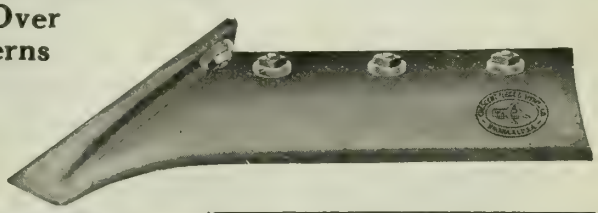
CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 600 Patterns





Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.
Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.
Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.
Aluminum Paint
G. F. Stephens & Co., Winnipeg
Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg
Aluminum Polish
Louis McLain Co., Ltd., Winnipeg
Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.
All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.
Antimony
Canada Metal Co., Ltd., Toronto.
Artist Brushes
T. S. Simms & Co., St. John, N.B.
Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.
Andirons
Enterprise Foundry Co., Sackville, N.B.
Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.
Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Auger Bits
Wilkinson & Kompass, Hamilton.
Augers, Post Hole
Canada Foundries & Forgings, Brockville
Armco Iron
American Rolling Mill Co., Middletown, Ohio.
Art Glass
Consolidated Plate Glass Co., Toronto.
Asbestos Papers
Walter Belyea, Winnipeg
Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield Mass.
Northern Electric Co. Ltd Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.
Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.
Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.
Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Air Valves
Pease Foundry Co., Ltd., Toronto.
Axles
B. J. Coghlin & Co., Montreal.
Axle Grease
Prairie City Oil Co., Winnipeg.
Axle Pulleys
Canada Foundries & Forgings, Brockville
Automobile Screw Plates
Wells Bros. of Canada, Galt.
Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Awls
Stanley Rule & Level Co., New Britain, Conn.
Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.
Bags, Paper
Walter Woods & Co., Hamilton
Bake Boards
Stratford Mfg. Co., Ltd., Stratford
Bakers' Oven Castings
Canada Foundries & Forgings, Brockville
Bale Buckles
J. E. Beauchamp & Co., Montreal
Barb Wire
Canadian Steel & Wire Co., Hamilton
Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Boat Fixtures
Canada Foundries & Forgings, Brockville
Bedfasts
Canada Foundries & Forgings, Brockville
Bench Screws
Canada Foundries & Forgings, Brockville
Brass Castings
Canada Metal Co., Ltd., Toronto
Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.
Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto
Brass Ferrules
Canada Metal Co., Ltd., Toronto
Brass Sheets
Tallman Brass & Metal Co., Hamilton
Brass Rods
Tallman Brass & Metal Co., Hamilton
Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.
Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville
Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Balata Belting
Plewes, Ltd., Winnipeg.
Belt Fasteners
Dominion Belting Co., Ltd., Hamilton
Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal
Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Belting Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.
Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg
Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.
Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.
Bibb Washers
Jenkins Bros., Ltd., Montreal
Bicycles
Hyslop Bros., Toronto
Bicycle Supplies
Hyslop Bros., Ltd., Toronto.
Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal
Bent Glass
Toronto Plate Glass Co., Ltd., Toronto
Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.
Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal
Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.
Blacksmiths' Supplies
D. Ackland & Son, Winnipeg
Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton
Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.
Bone Grinders
London Foundry Co., Ltd., London, Ont.
Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.
Boring Bars
Pratt & Whitney Co., Ltd., Dundas
Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.
Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton
Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal
Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton
Baskets
Walter Woods & Co., Hamilton
Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton
Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg
Band Iron
Manitoba Rolling Mills Co., Winnipeg
Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Barn Door Track
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton
Barn Door Hardware
Canada Steel Goods Co., Hamilton
Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Barrel Stands
Wakyte Mfg. Co., Winnipeg
Baths (Enamelled)
Canada Metal Co., Ltd., Toronto
Baths (Steel)
Canada Metal Co., Ltd., Toronto
Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.
Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
Canadian Carbon Co., Ltd., Toronto
Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Block Tin Pipe
Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt
Boiler Compound
Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Boiler Taps
Wells Bros. of Canada, Galt
Bolster Springs
Wilkinson & Kompass, Hamilton
Box Strapping
J. E. Beauchamp & Co., Montreal
Barney & Smith, New York
The Stanley Works, New Britain, Conn.
Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.
Blasting Supplies
Dupont Powder Co., Wilmington, Del.
Blow-off Valves
Jenkins Bros., Ltd., Montreal
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Brass Rods
A. C. Leslie & Co., Ltd., Montreal
Brass Sheets
A. C. Leslie & Co., Ltd., Montreal
Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Butter Workers
Beatty Bros., Ltd., Fergus
Builders' Tools
L. S. Starrett Co., Athol, Mass.
Burring Reamers
Wells Bros. of Canada, Galt.
Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.
Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg
Butter Boxes
Walter Woods & Co., Hamilton
Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
Bumpers for Automobiles
Hyslop Bros., Toronto
Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.
Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.
Bread Boards
Stratford Mfg. Co., Stratford, Ont.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Britannia Metal
Canada Metal Co., Ltd., Toronto
Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.
Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Waller Belyea, Winnipeg
Buckles
Parmenter & Bulloch, Gananoque
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
The Stanley Works, New Britain, Conn.
Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Buzzers
Spielmann Agencies Ltd., Montreal
Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto
Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cast Hardware
Canada Foundries & Forgings, Brockville
Cast Iron Holloware
Canada Foundries & Forgings, Brockville
Casters, Bed
Canada Foundries & Forgings, Brockville
Cans
A. R. Whittall Can Co., Ltd., Montreal
Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Carving Sets
Landers, Frary & Clark, New Britain, Conn.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.
Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London
Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto
Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.
Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton
Carriage Painters' Supplies
D. Ackland & Son, Winnipeg
Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.
Calks
D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
Camp Cots and Chairs
Stratford Mfg. Co., Stratford
Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Canning Machines
Louis McLain Co., Ltd., Winnipeg
Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.
Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford
Camp Stoves
National Stamping & Electric Works, Chicago
Casseroles
Louis McLain Co., Ltd., Winnipeg
Casement Holders
Toronto Lock Mfg. Co., Toronto
Casement Operator
Toronto Lock Mfg. Co., Toronto
Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.
Came Lead
Canada Metal Co., Ltd., Toronto
Canoe Headlights
Canada Carbon Co., Ltd., Toronto
Canvas Belting
Plewes Ltd., Winnipeg
Cable Carriers
Gype Hazard Store Service Co., Toronto
Calipers, Vernier
L. S. Starrett Co., Athol, Mass.
Cement Coating
G. F. Stephens & Co., Winnipeg
Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto
Centre Reamers
Wells Bros. of Canada, Galt
Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Centre Punches
Stanley Rule & Level Co., New Britain, Conn.
Cement
Waller Belyea, Winnipeg
Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.
Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co,, Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton
Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal
Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock
Dynamite
Dupont Powder Co., Wilmington, Del.
Egg Beaters
Collette Mfg. Co., Collingwood
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Farm Plants
Powerlight Co., Winnipeg
Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg
Electric Irons
Louis McLain Co., Ltd., Winnipeg
Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

MacLEAN'S FOR SEPTEMBER

is a magazine of the very best type and rank. It is made for Canadians, and so has a value and appeal to Canadians possessed by no other magazine in the world. MACLEAN'S circulation is getting greater each month. It is now 50% larger than a year ago. The inference is inevitable.

Northcliffe

Lord Northcliffe will be a contributor to the September MACLEAN'S. The general theme of his article will be Canada's position at the present time in relation to the war and to the Empire afterwards. Be sure to read what the brilliant and dominant man has to say about our country. Get an outsider's viewpoint.

MacLean

John Bayne MacLean, publisher, editor, publicist, clear-seeing and far-seeing, has another strong article in the September MACLEAN'S. Colonel MacLean has proved himself to be as clear-sighted as Kitchener in many matters pertaining to the present war; and he is doing a needed work now in THE FINANCIAL POST and other newspapers, to arouse Canadians to a proper sense of the perils that lie ahead.

Ronald

Another smuggling revelation!

A certain Canadian town offered a big bonus to a factory. An American supplied the desired factory, smuggled into Canada the whole plant required,—and was afterwards found out and brought to book. J. D. Ronald tells the whole amazing story in the September MACLEAN'S. Mr. Ronald is contributing to MACLEAN'S a series of Canadian "inside" smuggling stories—true ones. This is great stuff.

Leacock and Laut

Stephen Leacock and Miss Agnes C. Laut are contributors as usual to the September MACLEAN'S. Leacock's humor is bubbling, sparkling and refreshing—like spring water. Miss Laut provides another of her well-informed vigorous, and revealing articles on a phase of the war in relation to Canada and the United States. Miss Laut makes us think and wonder!

Jacobs and McGrath

W. W. Jacobs contributes one of his inimitable short stories to the September MACLEAN'S. "Their Wives Went Along." Harold McGrath, world famous story-writer, who wrote "The Man on the Box," provides a complete novelette. It is a story of adventure and mystery.

Allenson and Moorhouse

A. C. Allenson contributes a short story, "A Flutter in Diamonds;" and Hopkins Moorhouse, "Their Tents like the Arabs." These two men are Canadians—winning fame, and adding lustre to Canada's record for producing short story writers of the first-class.

Hendryx

James B. Hendryx's serial, "The Gun Brand," continues in the September MACLEAN'S. A great story of the Canadian Northwest. The Movie-makers are filming Hendryx's work. So you can be sure that he's writing the right sort of stuff.

Women and Their Work

This is the title of a new department in MACLEAN'S. In the September issue, this department will contain:

Reducing my household cost.

The Care of the Child—an article by Dr. George E. Smith.

A sketch of Mrs. W. M. Davidson, a prominent Western woman, engaged with her husband in editing the Calgary Albertan.

Cooking the Cheaper Cuts,—an article on economy in the kitchen.

This new department will prove of first-class interest to all women.

Review of Reviews

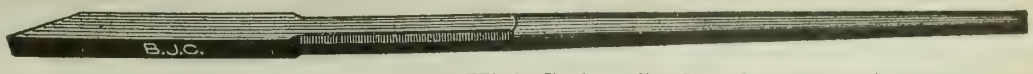
One of the best liked and most valuable features of MACLEAN'S MAGAZINE is its Review of Reviews Department where the best and most significant articles appearing in current literature are condensed for the busy reader, and for the one who wants to know what other magazines are printing. Here one gets a cross-section of the world's best thought.

At All Newsdealers 15 cents

CLASSIFIED LIST OF ADVERTISEMENTS

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg
Electric Toasters
Louis McLain Co., Ltd., Winnipeg
Electric Bells
Great West Electric Co., Ltd., Winnipeg
Emery Wheels
Louis McLain Co., Ltd., Winnipeg
Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal
Farm Lighting Outfits
Northern Electric Co., Montreal
Egg Cases
Walter Woods & Co., Hamilton
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.
Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg
Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Envelopes
Walter Woods & Co., Hamilton
Extension Ladders
Stratford Mfg. Co., Ltd., Stratford
Electric Vacuum Cleaners
McDonald & Wilson, Toronto
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Emery
John Oakey & Sons, London, Eng.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery Wheels
Carborundum Co., Niagara Falls, N.Y.
Emery Stones
Carborundum Co., Niagara Falls, N.Y.
Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto
Explosives
Dupont Powder Co., Wilmington, Del.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.
Faucets
Jas. Morrison Brass Mfg. Co., Toronto
Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock
Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal
Feed Boxes
Canada Foundries & Forgings, Brockville
Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth
Felt, Tarred
J. H. McComb Ltd., Montreal, Que.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal
Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock
Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Figured Glass
Consolidated Plate Glass Co., Toronto
Fittings
Pease Foundry Co., Ltd., Toronto
Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg
Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton
Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Filters
Thos. Davidson Mfg. Co., Montreal
Fire Bucket Tanks
Soren Bros., Toronto
Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto
Fire Alarm Apparatus
Northern Electric Co., Montreal
Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton
Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.
Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg
Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville
Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fish Net Leads
Canada Metal Co., Ltd., Toronto
Flat Wall Paint
G. F. Stephens & Co., Winnipeg
Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal
Floor Stands
Jenkins Bros., Ltd., Montreal
Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg
Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal
Friction Stay
Toronto Lock Mfg. Co., Toronto
Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto
Flint Cloths
John Oakey & Sons, London, Eng.
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton
Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg
Floor Finishes
A. Ramsay & Son Co., Montreal
Floor Wax
A. Ramsay & Son Co., Montreal
Floor Oil
Prairie City Oil Co., Winnipeg
Flue Liners
Toronto Pottery Co., Ltd., Toronto
Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto
Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford
Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fore Planes
National Machinery & Supply Co., Hamilton
Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Forgings
Steel Co. of Canada, Ltd., Hamilton
Fruit Jars
Walter Woods & Co., Hamilton
Friction Taps
Northern Electric Co., Ltd., Montreal
Forstner Bits
Progressive Mfg. Co., Torrington, Conn.
Funnels
Thos. Davidson Mfg. Co., Ltd.,
Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

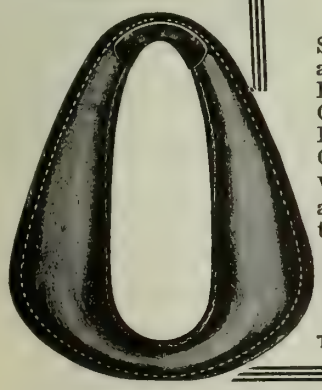
FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpeck Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
E. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.
Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton

Wilkinson & Kompass, Hamilton
Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton

TRADE MARK
DELTA

Give Your File Business a Boost!

Have you been indifferent about the class of files you keep? If so, that's the reason you are not selling as many as you should.

There's business worth while and good profits in handling a good line of files—

"Delta" Files are Best

They outlast all other files because they retain a keen cutting edge longer.

Delta Files are made in every variety and dealers are able to satisfy all requirements.

There's no file agency that pays as well as the Delta agency. We supply advertising literature and other sale boosting helps. Write for full particulars.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba — Bissett & Webb, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.
Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.
Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

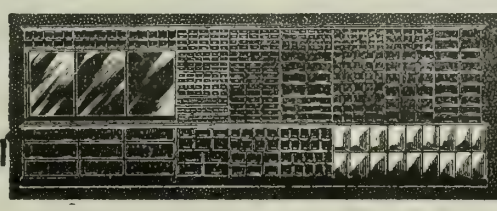
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LISTS OF ADVERTISEMENTS

Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago

Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Mowers
Canada Foundries & Forgings, Brockville
Lawn Settees
Beauchamp, J. E., Montreal
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg

Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Menders
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meters, Electric Frequency, Speed
Northern Electric Co., Montreal
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
American Rolling Mill Co., Middletown, Ohio
Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons Ltd., Toronto
Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Mops, Twine
T. S. Simms & Co., Ltd., St. John
Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg
Monel Metal
International Nickle Co., New York
Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto
Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.
Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton
Motors, Electric
Northern Electric Co., Montreal
Motor Generators
Northern Electric Co., Montreal
Motor Cars
Hyslop Bros., Ltd., Toronto
Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

GLUE

IN PACKAGES

If you want to please your customers sell them glue in packages. That's the way we put up

"BRANTFORD" GLUE

It's the best all 'round glue on the market. Easy to sell and good profits.

Canada Glue Co., Ltd., Brantford, Ont.

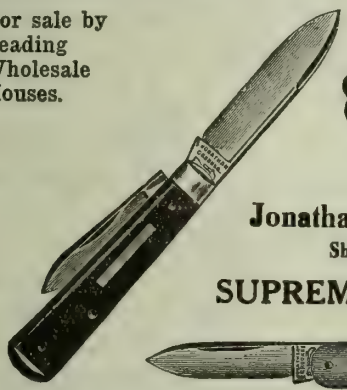
THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

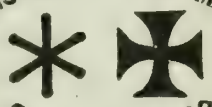
Samples and Prices on Request

GRANATSTEIN & SONS
482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton
Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto
Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Nail Bin Counters
Cameron & Campbell, Toronto
Nails, Copper and Brass
Parmenter & Bulloch, Gananoque
Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.
Newspaper Metals
Owl Metal Co., Ltd., Winnipeg
Nickelware
Landers, Frary & Clark, New Britain, Conn.
Nickel
International Nickel Co., New York
Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.
Oakum
Canada Metal Co., Ltd., Toronto
Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Oil Stains
A. Ramsay & Son Co., Montreal
Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto
Oil Cans
R. E. Bloomer, Keithsburg, Ill.
Oils, Cylinder
Prairie City Oil Co., Winnipeg
Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Oil Stones
The Carborundum Co., Niagara Falls, N.Y.
Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Cups
Canadian Winkley Co., Windsor
Oil, Furniture
Prairie City Oil Co., Winnipeg
Oil Hole Covers
Canadian Winkley Co., Windsor
Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg
Oil, Road
Prairie City Oil Co., Winnipeg
Oil Stones
Cleveland Stone Co., Cleveland, Ohio
Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal
Orange Derinders
J. E. Beauchamp & Co., Montreal
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Packing
Jenkins Bros., Ltd., Montreal
Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal
Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.
Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Wall Finish, Mureseco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Parcel Carriers
Gipe-Hazard Store Service Co., Montreal
Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Park Seats
Stratford Mfg. Co., Ltd., Stratford
Paper Bags
Walter Woods & Co., Hamilton
Paper, Wrapping
Walter Woods & Co., Hamilton
Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg
Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal
Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Pads
D. Ackland & Son, Winnipeg
Pads for Horses
American Pad & Textile Co., Chatham
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.
Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg
Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal
Paint, Mixed
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal
The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Paint Tyre
Spielmann Agencies Ltd., Montreal
Paint, Fireproof
Spielmann Agencies Ltd., Montreal
Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal
Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paris Green
G. F. Stephens & Co., Winnipeg
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton
Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Phosphor Tin
Canada Metal Co., Ltd., Toronto
Phospher Copper
Canada Metal Co., Ltd., Toronto
Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.

The Owl Metal Co.
Limited
WINNIPEG, MAN.

Arctic Metal

QUALITY

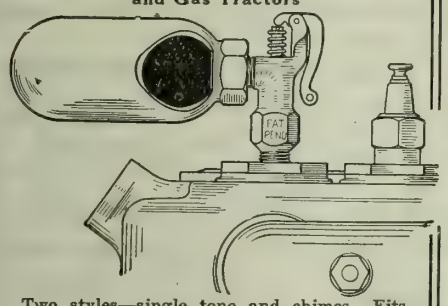
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

J. H. MORIN & CO.

54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOWRY MOTOR VARNISHES

DITZLERS COLORS

MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for bool let.

F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The Great Business of Selling

MULTIPLYING users of your product, commodity or service—this is your great business. The more, the merrier.

The factor of multiplication is advertising. Nothing else can get you new users in the shortest possible time at lowest cost.

Use magazines for long-living publicity effects.

Use them for Economy's sake.

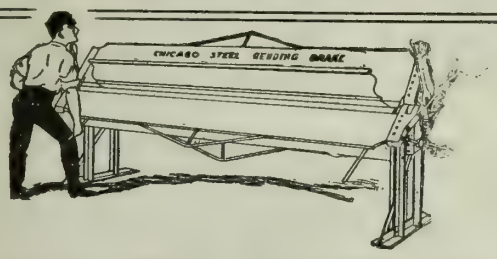
Use them for Prestige.

In Canada, the one conspicuous magazine is

MACLEAN'S MAGAZINE

It is an all-the-family magazine of the highest class—clean, esteemed, established. Can you name a better?
The conclusion is plain.

Published by
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

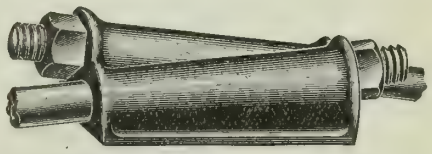
Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited
Otterville, Ontario

CLASSIFIED LIST OF ADVERTISEMENTS

Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt
Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt
Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto
Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.
Pipe Covering
Pease Foundry Co., Ltd., Toronto
Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pipe System
Powerlight Co., Winnipeg
Pipe Vises
National Machinery & Supply Co., Hamilton
Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Plaster of Paris
Walter Belyea, Winnipeg
Plasterers' Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.
Planters
Eureka Planter Co., Woodstock
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto
Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Powder
Dominion Cartridge Co., Ltd., Montreal
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal
Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Poultry Netting Staples
Western Wire & Nail Co., Ltd., London
Powder, Smokeless
Dupont Powder Co., Wilmington, Del.
Power Apparatus
Northern Electric Co., Montreal
Pottery
Toronto Pottery Co., Ltd., Toronto
Precision Tools
Goodell-Pratt Co., Greenfield, Mass.
Protractors
L. S. Starrett Co., Athol, Mass.
Polish, Floor
Channel Chemical Co., Toronto
Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg
Primers
Dominion Cartridge Co., Ltd., Montreal
Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto
Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto
Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal
Pump Jacks
Beatty Bros., Fergus, Ont.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Plate Glass
G. F. Stephens & Co., Winnipeg
Pump Valves
Jenkins Bros., Ltd., Montreal
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pulleys
Canada Foundries & Forgings, Brockville
Radiator Valves
Jenkins Bros., Ltd., Montreal
Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges
Canada Stove & Foundry Co., Ltd., Montreal
Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co,. Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.
Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto
Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd., Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto
Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Ridgeroll
Wheeler & Bain, Toronto
Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Rosin
Ontario Oil & Turpentine Co., Toronto
Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg
Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Rubber
J. H. McComb, Ltd., Montreal
Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Felt
J. H. McComb, Ltd., Montreal
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg
Roofs, Silo
Pedlar People, Ltd., Oshawa
Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.
Radiators
Pease Foundry Co., Ltd., Toronto
Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto
Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto
Rubber Mats
Canadian Consolidated Rubber Co., Montreal
Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio
Saddlery Brushes
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal
Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

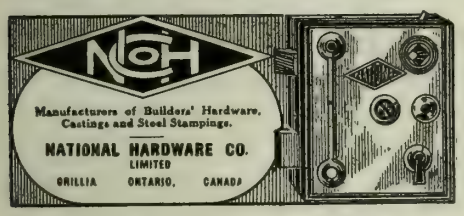
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

THE BEST TRADE
Sell The Best Made.
ADDRESS
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

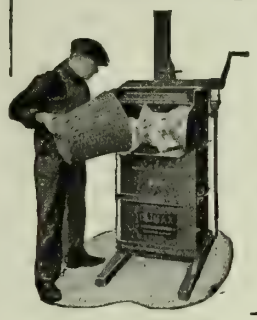
You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



Kindly mention this paper when writing to advertisers.

Waste Paper Balers



"CLIMAX"
ALL STEEL

Turn your waste paper into money. 12 sizes. $25. 0 up.

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

HARDWARE CLERKS
make good agents for
STEVENSON SIGNS AND SHOWCARDS
STEVENSON BLDG., TORONTO

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

Order Now

FOR SPRING DELIVERY

We are taking orders now for spring delivery of the easy selling and profitable---

STURDY SPRAYER

No better sprayers made for gardens, live stock, poultry, etc.

We make Crown Glass Sprayers, Tin Sprayers Compressed Air Sprayers, etc.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TRADE SAWYER MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

Prestech FIRE PROOF PAPER Baler.

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD 45 St. Alexander St., Montreal.

WRITE TO-DAY

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Ackland, D., & Sons 69
Acme Waste Mfg. Co. 79
Adamson Mfg. Co. 11
American Pad & Textile Co.... 26
American Rolling Mills Co..... 1
American Shearer Co. 4
Atlas Metal & Alloys Co. of Canada, Ltd. 6
Atkins, E. C. 86

Barnett, G. & H., Co..... 67
Barton Netting Co., Ltd., The.. 22
Beaver Board Co. 30
Belleville Lock Co. 20
Berry Bros. 57
Boeckh Bros. 59
Bowser, S. F. 12
Brandram-Henderson Co. 55
Brown, Boggs 14
Buck Bros. 20

Cameron & Campbell 77
Canada Foundries & Forg. Co. 10
Canada Glue Co. 79
Canada Metal Co. 59
Canada Steel Goods Co. 6
Canadian Carbon Co. 23
Can. Consolidated Rubber Co.. 28
Canadian Laco-Philips 10
Canadian Tube & Iron Co..... 75
Canadian Tungsten Lamp Co.. 83
Canadian Warren Axe & Tool. 8
Cartwright, C. C. 81
Caverhill, Learmont 5
Chatillon & Sons, John 16

Chicago Spring Butt Co. 25
Climax Baler Co. 83
Coghlin, B. J., Co., Ltd. 75
Collette Mfg. Co. 22
Collins Mfg. Co. 83
Crookes, Jonathan 79
Cummer-Dowswell, Ltd. 23

Davidson, Thos. 4
Delta File Works 77
Dominion Cartridge Co. 17
Dominion Sheet Metal Co. .... Front cover
Dougall Varnish Co., Ltd., The. 67

Excelsior Plate Glass Co. 16

Factory Products 23
Financial Post 18

Gipe-Hazard Mfg. Co. 79
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 83
Hutton, Jas. 79
Hygienic Products 25

International Nickel Co., The. 77

James Bros. 83
Jamieson & Co., R. C. 53

Kinzinger, Bruce & Co., Ltd... 83

Laidlaw Bale Tie Co. 24
Lamplough, F. W., & Co..... 83
Landers, Frary & Clark..... 2

Leslie, A. C. 30
Lewis Bros., Ltd. 3
London Bolt & Hinge Works.. 79
London Foundry Co. 25
London Rolling Mills Co. 77
Lufkin Rule Co...Inside back cover

MacLean's Magazine 73
Manitoba Bridge & Iron Works 69
Manitoba Engines 24
Martin, The L., Co. 79
McComb, J. H. 75
McDougall, R., Co. 25
Meakins & Sons 53
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 63
Morin, J. H. 81
Morrison, James, Brass Co..... 8
Myers, F. E., & Bros. 81

National Hardware Co. 83
Newman, Wm., & Sons 16
Nicholson File Co. 12
Northern Bolt, Screw & Wire Co., Ltd. .....Inside back cover
Nova Scotia Steel & Coal Co.. 81

Oakey, John, & Sons 57
Otterville Mfg. Co. 81
Owl Metal Co., Ltd. 81

Parmenter, Bulloch Co., The... 83
Penn, A. C. 21
Pink, Thos., & Co.Inside back cover
Plewes, Ltd. 88
Plymouth Cordage Co. 7

Port Hope File Mfg. Co. 24
Powerlight Co. 86
Prairie City Oil Co. 24
Progressive Mfg. Co. 75

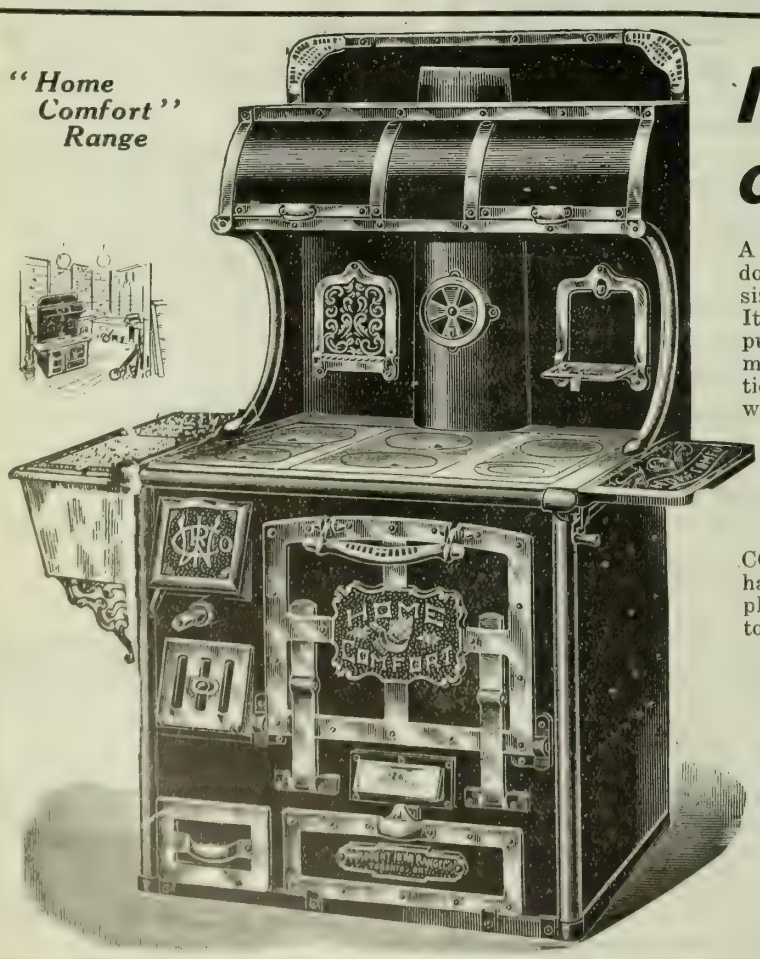
Ramsay, A., & Son 63
Renfrew Machinery Co. 27
Rideau Specialty Co. 83
Russell-Jennings Co. 79

Samuels, J. 27
Scythes, Ltd. 65
Sharratt & Newth 77
Sherwin-Williams Co. 61
Simonds (Canada) Saw Works. 27
Spielmann Agencies 83
Stanley Rule & Level Co..... 20
Stanley Works 21
St. Mary's Wood Specialty Co. 57
Starrett, L. S., & Co. 15
Steel Bending Brake Works.... 81
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine 83
Stevenson, W. H. 83
Stevens-Hepner 11
Still Mfg. Co., J. H. 26

Tallman Brass & Metal Co.... 81
Taylor-Forbes Mfg. Co. 57
Toronto Plate Glass Importing Co. 67
Townsend, S. P. 11
Trees, Samuel, & Co..... 75
Trimont Mfg. Co. 13

Ward & Payne 14
Watson, John, Mfg. Co. 83
Western Clock Co. 19
Wheeler & Bain 57
White Mop Wringer Mfg. Co.. 26
Wilckes-Martin-Wilckes Co. ... 83
Wilkinson & Kompass 75
Woods, Walter, & Co. 20
Wrought Iron Range 84
Wrought Washer Co. 26

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, ONT. Factory: 22 Orillia St.

Wanted

SITUATIONS VACANT

WANTED — EXPERIENCED HARDWARE salesman; good position. Box 381, Galt.

WANTED — HARDWARE CLERK, TWO OR three years' experience. Watts & Bate, Limited, St. Catharines.

FOR SALE

FOR SALE—NEARLY NEW SET TINSMITHS' tools. Frank Kell, Port Rowan, Ont.

FOR SALE—ONE 6 FT. HEAVY BRAKE FOR sheet metal up to 16 gauge, for hand power. 119 Church St., Toronto.

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

ONE FIVE AND ONE TEN-BARREL BOWSER gasoline tank and pump, in A1 condition; one fifty and two hundred dollars respectively, f.o.b. Toronto. Noden's Hardware, West Toronto.

SIX THOUSAND DOLLAR HARDWARE stock, in western town. Property for sale or rent. Investigate this splendid opportunity. Must sell quick owing to health. Box 489, Hardware and Metal.

A LIMITED AMOUNT OF 28 AND 26 GAUGE galvanized iron, also eavetrough, conductor pipe and ridge roll. Will sell all or part to cash buyer at right price. Rundle & Chambers, Alvinston, Ontario.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10,000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

EXPERIENCED HARDWARE AND PAINT salesman desires position as traveling salesman with a good hardware or specialty house. A hustler and can produce results. Best references. Box 484. Hardware and Metal.

YOU MAY BE ENLARGING YOUR STORE and probably have some fixture which will be of no further use to you, but could be used by someone else. Do not let the value of them be lost to you. Describe the article you have for sale as condensed ad. in Canadian Grocer. Rates, payable in advance, 2 cents per word first insertion and 1 cent per word for each subsequent insertion with 5 cents per insertion extra for box number.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

LINES TO OFFER WHOLESALE OR RETAIL hardware trade—have 25 years' experience with the B.C. trade; have large warehouse and could store stocks if desired; would also undertake collections. References can be given and correspondence invited. W. E. Drake, 234 Cambie St., Vancouver.

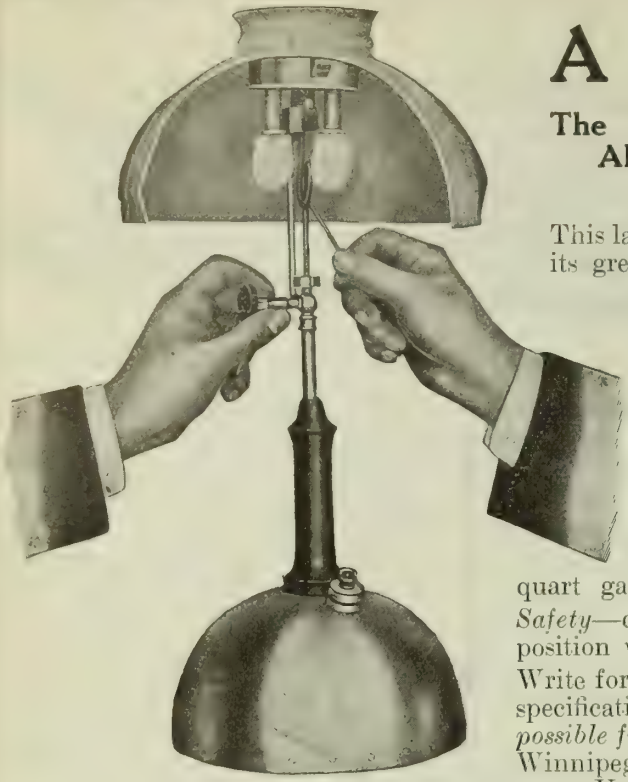
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

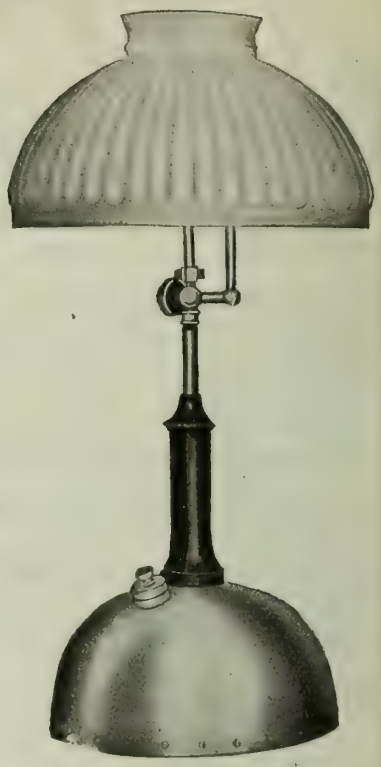
Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

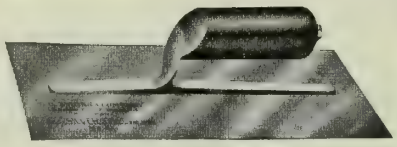
Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

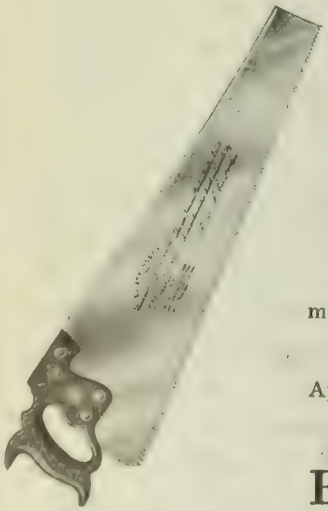
POWERLIGHT CO., 52 Gertie Street, Winnipeg

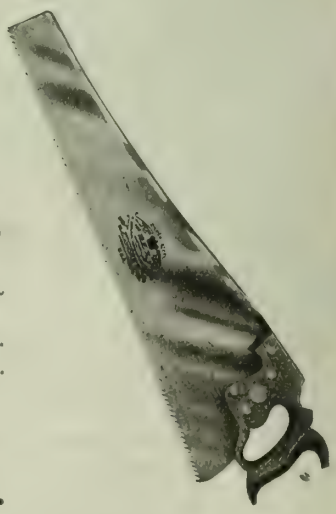
Material, Workmanship and Complete Satisfaction guaranteed.



A line backed by over sixty years' experience.

ATKINS





STERLING STEEL
Hand Saws and Trowels

A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. VANCOUVER BRANCH: 109 Powell St.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

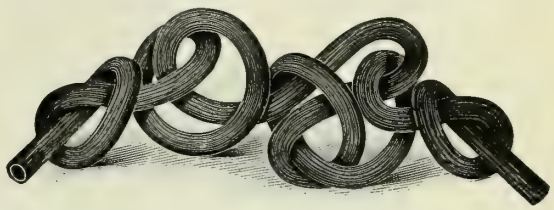
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

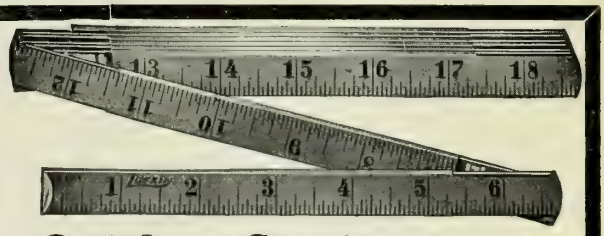


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules



MADE IN CANADA

The Best Rules

OPEN

CLOSED

The Quickest Service

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Stocked by the Jobbers

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

MADE IN CANADA

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

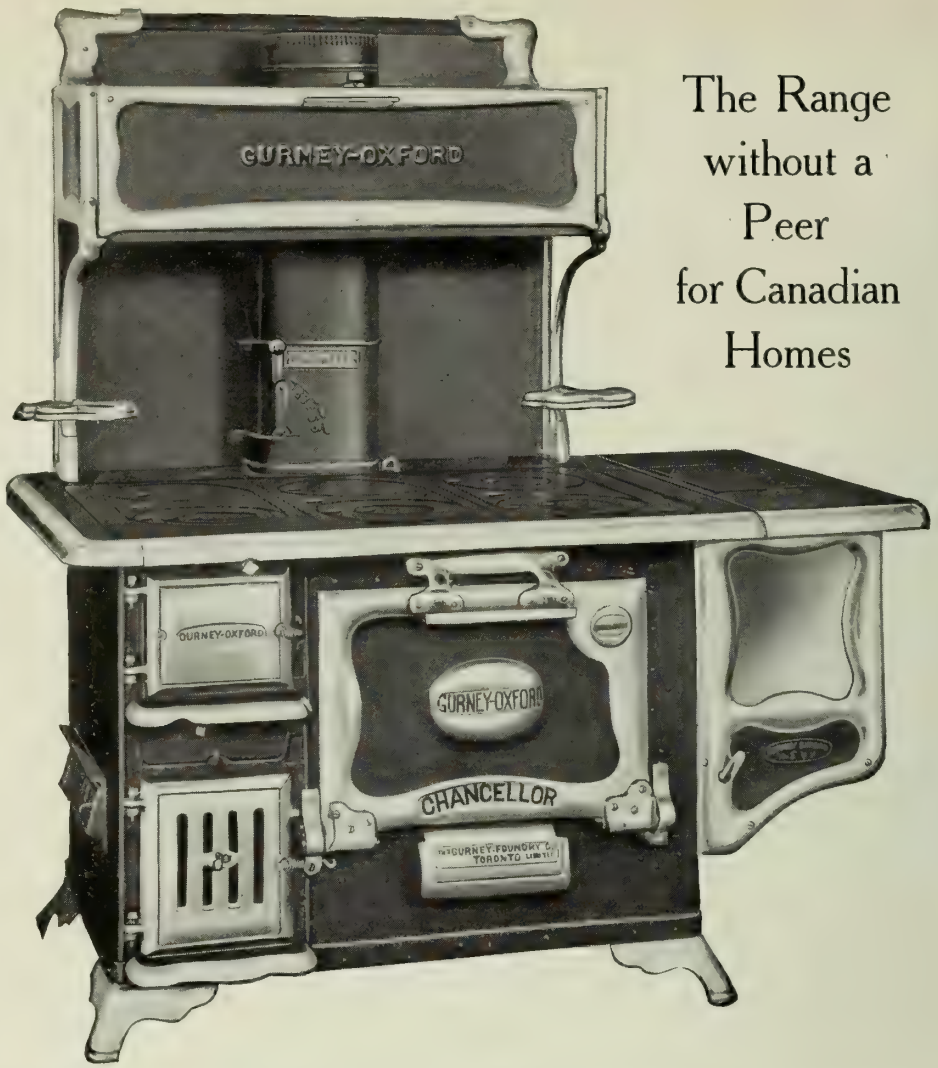
THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

The Range without a Peer for Canadian Homes

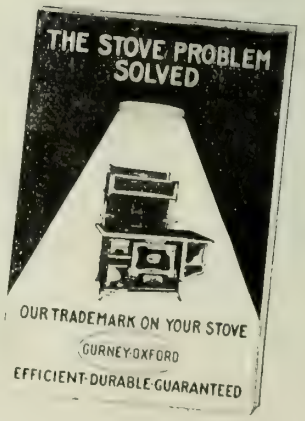
The Gurney-Oxford "Chancellor" — the supreme effort of the largest makers of stoves, ranges and heating apparatus, etc., under the British Flag,

It is bound to give you and your customers absolute satisfaction.



Good Advice: Take Your Stove Deliveries NOW—Don't Wait

Dealers who have secured allotments of Gurney-Oxford stoves, etc., will be performing a real service all round—to themselves included —by asking us to ship their goods forthwith. We are not alarmists nor are we anticipating trouble, but transportation, labor and other conditions are by no means normal and your goods will be better on your floors ready to be turned into ready money—than elsewhere. "Getting the goods while the getting is good," as the fellow on the street says, is good advice right now.



GURNEY FOUNDRY CO., LIMITED

476-538 West King Street, Toronto

ALSO AT MONTREAL WINNIPEG VANCOUVER

FEATURING C. N. E. EXHIBITS

HARDWARE AND METAL

Vol. XXIX No. 37 | PUBLISHED EVERY SATURDAY SINCE 1888 | September 15 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

MARTIN-SENOUR
PAINTS AND VARNISHES

MADE IN CANADA—SOLD ON MERIT

Your Ambition
FOR A
Bigger Paint Business
MAY BE REALIZED

Increased business comes from handling *Quality Goods* and giving to your customers *Full Value* for every dollar they spend over your counter.

Martin-Senour 100% Pure Paint affords you every opportunity for giving *Full Quality Value.* Every can carries our absolute guarantee for purity, making every sale a satisfactory sale.

Isn't a paint proposition of this kind worth investigating?

Let us present to you our exclusive agency plan at once. A request by mail does not obligate you to buy, but merely expresses your desire to be shown.

MARTIN-SENOUR 100% PURE PAINT

is absolutely guaranteed, and is sold subject to chemical analysis. Our guarantee protects the dealer-agent as well as his customer.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

AUTOSTROP SAFETY RAZOR

Military Service Outfits

Black Leather No. 7 ***Suede Leather No. 8***

$5.00 **$5.00**

Size 3½ x 4¼ inches
¾ inch thick
when folded up

Light to carry—
weighs only 5 ozs.

$5.00 **$5.00**

Contains: Silver plated self stropping razor, 12 blades, best quality strop in pocket edition leather case. Price $5.00.

The first time the AutoStrop Razor has ever been presented in knockdown form.

With over 400,000 men overseas to whom gifts will be sent from Canada, it is unnecessary for us to dwell upon the sales possibilities of this item.

Sets will come packed in individual cardboard boxes properly numbered on outside flap.

Same discounts as on regular items in catalogue.

Meet your requirements now when prompt delivery is assured.

Order direct, specifying your jobber's name, and we will see that you are supplied.

Deliveries September 22nd—First come, first served.

AUTOSTROP SAFETY RAZOR CO., Ltd., 83-87 Duke St., Toronto, Ont.

MADE IN CANADA

Priest's Toilet Clippers

Making Clippers for fifty years has given us an experience that reflects in the quality of our line. Ask your jobber about Priest's Clippers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd.
New York City

Selling Agents

"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

Yale Products made in Canada

Padlocks *Door Closers*

Night Latches *Builders' Hardware*

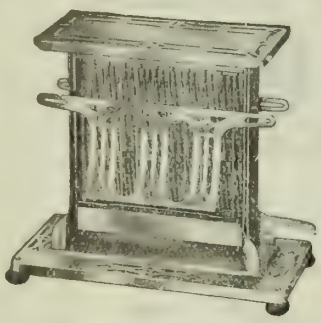
The name "Yale" helps make the first sale and assures repeat sales. Yale quality and Yale service-giving are a part of every Yale product. And the name Yale is put on them as a visible guarantee.

The name "Yale" helps make the sale.

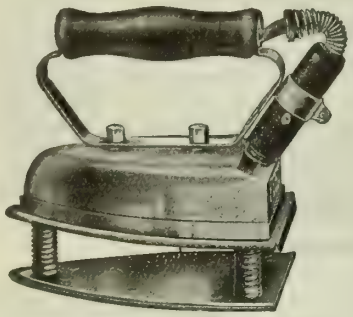
Canadian Yale & Towne Limited, St. Catharines, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

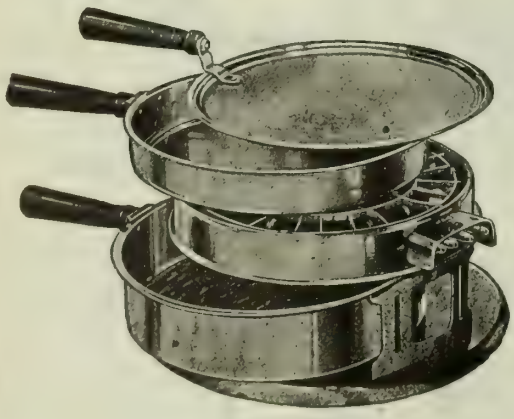
UNIVERSAL
Electric Home Needs



UNIVERSAL
Electric Toaster No. E944.



UNIVERSAL
Electric Iron, No. E9051
With Snap Switch.



UNIVERSAL
Four Heat Electric Grill No. E984.

EVERY Universal product that is sold nets some dealer a good profit. We are forever helping to make this happen often. Help us to help you make more money by pushing Universal Electric Goods.

Let your customers know that you handle the well known Universal Electric Home Needs. Show them the advantage of making coffee the Universal way. Not by boiling, but by pumping—thus securing a delicious aromatic beverage, without the bitter tannin which comes from boiling.

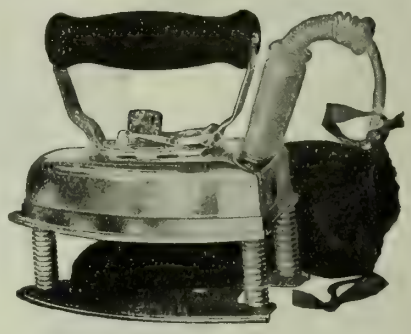
Demonstrate the wonderful Universal Electric Toaster. Connect it up. Toast a slice of bread. Call attention to the evenly browned toast produced.

Impress the fact that with a Universal Electric Iron any woman can materially lessen her housework. One Universal Electric Iron will do the work of a myriad of the old-fashioned type—no danger—no dirt.

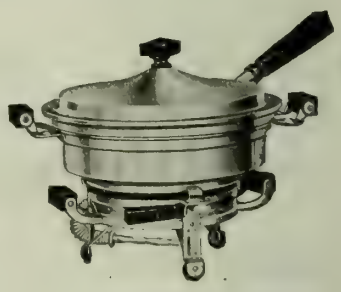
Get out a Universal Electric Grill, the acme of an assorted quick meal. It boils, fries, stews and toasts—cooks a whole meal right on the table. Explain this great advantage, show its wonderful construction and clinch sales.

The Universal Electric Chafing Dish will not only prepare an almost endless variety of dishes, but is beautiful in line and design and will add distinction to any dining room.

UNIVERSAL
Electric Coffee Percolator
No. E9637.



UNIVERSAL
Tourist's Electric Iron
No. E9021.



UNIVERSAL
Electric Chafing Dish
No. E9890.

UNIVERSAL

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN., U. S. A.

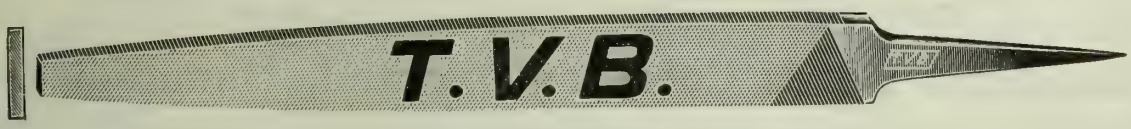
Canadian Representatives: A. MacFarlane & Company, Montreal

T V B

THE VERY BEST

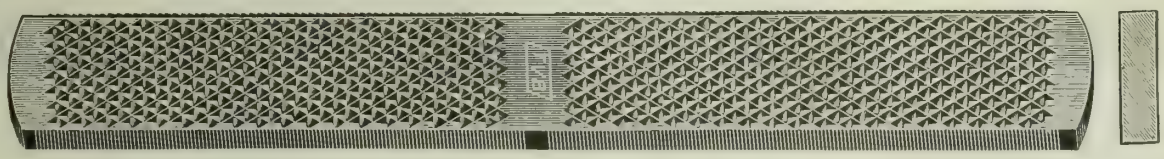
Files and Rasps

THEY ARE ALL THAT THE BRAND IMPLIES



THE VERY BEST

All file stocks are lighter to-day than they have been in the history of this country, but we are in a position to make prompt shipments of all staple lines with the exception of smooth cuts. If you have not tried ***T.V.B.*** brand satisfy yourself by sending us a mail order.



For further particulars please refer to No. 50 Catalogue

LEWIS BROS., LIMITED, MONTREAL

WHOLESALE DISTRIBUTORS **EVERYTHING IN HARDWARE**

RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES

SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

Place Me Where I Can Be Seen

Place this model in a conspicuous place where your customers can roll the door back and forth, then notice the sales-producing effect that it has.

The "National" Flexible Door Hanger is one of the biggest selling items of our hanger line and we commend it to your attention.

Suitable for any thickness of door, fitted with Anti-Friction Steel Roller Bearings, and cannot jump the track.

Baked japan finish, packed one pair in a box.

MANUFACTURED BY **HAVE YOU A MODEL? IF NOT, LET US KNOW.**

Canada Steel Goods Company, Limited, Hamilton, Ont.

UNIFORMITY — USED THE WORLD OVER — SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL **ATLAS**

TENAXAS **TIN-TOUGHENED** **MASCOT** **W. E. W. BABBITT**

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED — Large Stocks

THEY MAKE GOOD EVERYWHERE — Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal — Works: Riverside Street, Montreal

—just calipers

The Calipers You Sell

The Starrett Calipers you sell are more than "—just calipers." They have many valuable talking points.

Machinists and toolmakers buy them because they are stiff and enduring, the tempered and hardened contacts are reliable and the joints are of even tension and adjustable to personal tastes. These little things count when calipering many pieces to a size or in transferring measurements from a scale or micrometer.

Starrett Calipers

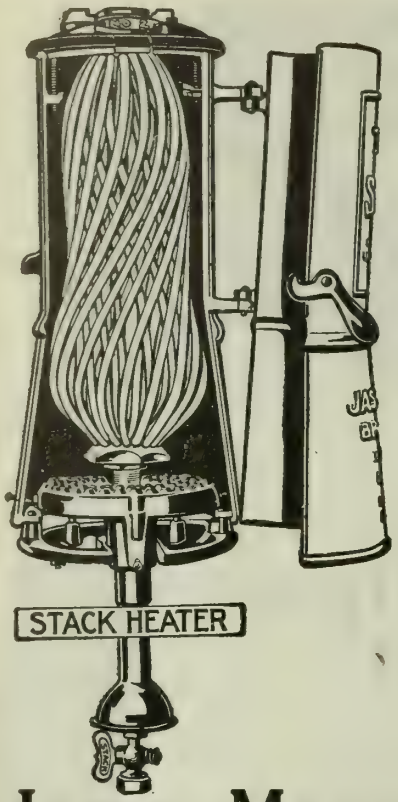
are also chosen because of the sensitive adjustment on the firm joint calipers and the spring nut on the Fay, toolmaker's and other spring calipers and dividers. These advantages speed up work and make accuracy certain.

Our Catalog describes the complete line from the 2½ inch Yankee to the 24 inch Lock Joint Transfer Caliper. In addition it describes the 2,100 styles and sizes of micrometer calipers, vernier height gages, vernier caliper squares, rules, tapes, combination sets, and other tools.

Ask for catalog No. 21MA.

The L. S. Starrett Company
THE WORLD'S GREATEST TOOLMAKERS
ATHOL, MASS. 42-732
NEW YORK LONDON CHICAGO

If any advertisement interests you, tear it out now and place with letters to be answered.



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

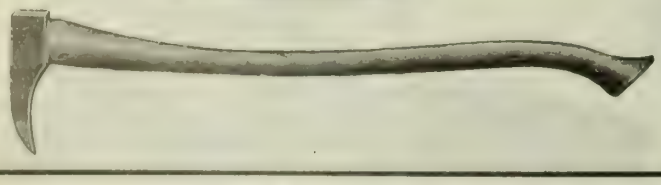
James Morrison Brass Mfg. Co., Limited

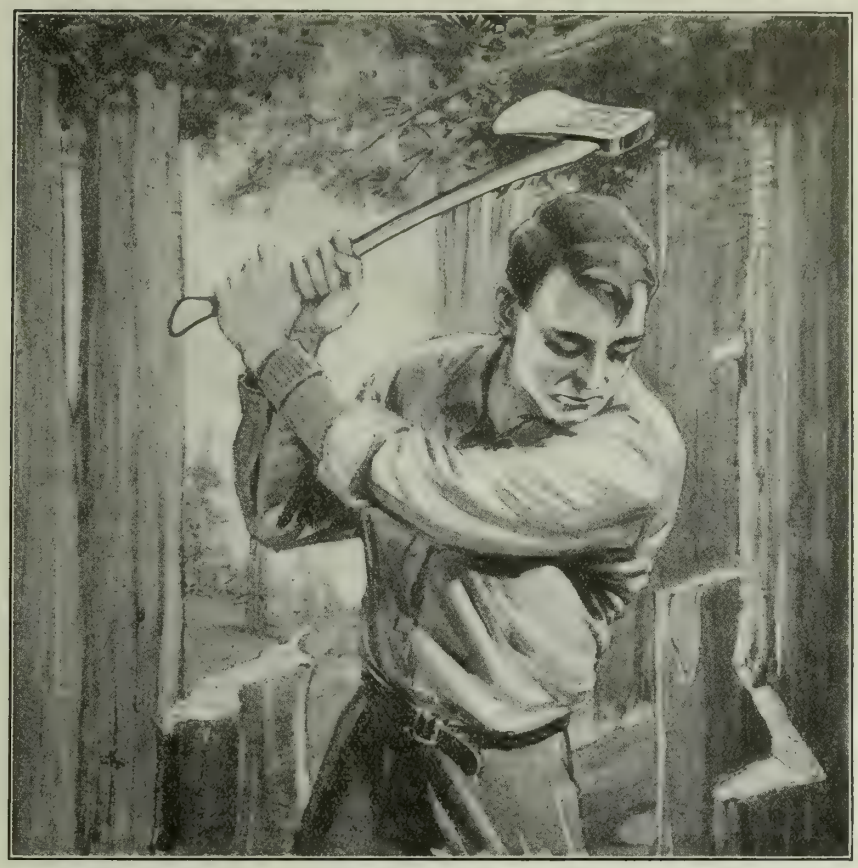
93-97 Adelaide Street West, TORONTO

SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario





SAMSON SUCCESS

The prestige of the success of SAMSON Axes stands behind your judgment in selecting this brand.

It is the success that only belongs to a product made up to a rigidly maintained standard and not down to a price.

Its superior for good service is not to be found.

The initial cost of SAMSON Axes may be slightly more than the ordinary axes, but the greater value in added service will prove from first to last that they cost less in the end.

ABSOLUTELY GUARANTEED

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

H. S. HOWLAND, SONS & CO.

Limited

WHOLESALE HARDWARE

TORONTO

HOWLAND'S SAMSON QUALITY H.S. HOWLAND SONS & CO. TORONTO

If any advertisement interests you, tear it out now and place with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

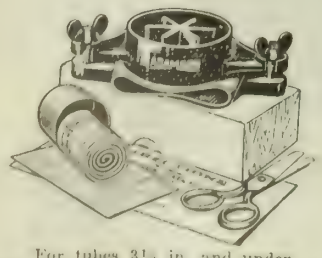
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in and under.
Model "M" $1.75

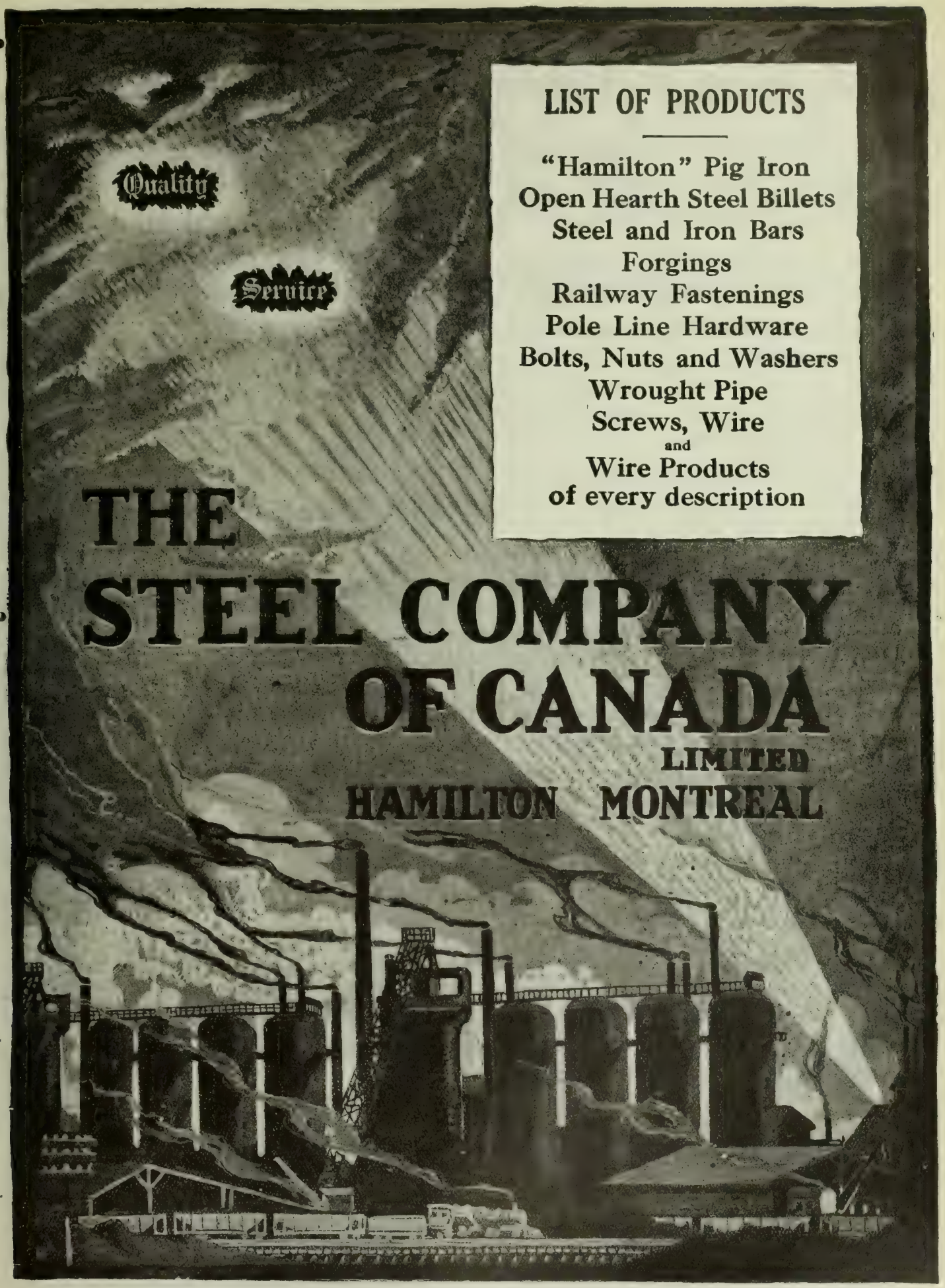
Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY
Hamilton, Canada

REPAIR GUM. No cement is required.

Adamson Repair Gum.

If any advertisement interests you, tear it out now and place with letters to be answered.



If any advertisement interests you, tear it out now and place with letters to be answered.

"To Sell Files You Must Know Them"

We were impressed when reading this sentence recently.

The truth of it explains why some hardwaremen hold their tool trade against all comers.

They know the good qualities of every tool they handle.

To them "Famous Five" Files bristle with good points (figuratively as well as literally). They will tell you of their fine balance; of the hardness of the steel and the accuracy and sharpness of their teeth. The advice of these men is absolutely sound in regard to the best file to use for a job.

We are proud of the fact that all such hardwaremen sell "Famous Five" Files. They know them and specify them when ordering.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

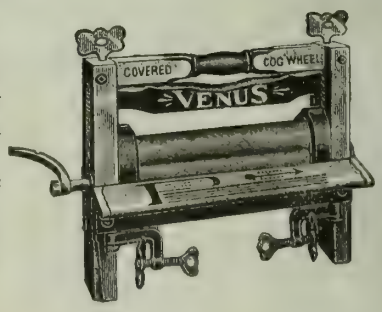
Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

Have You Seen This Line of ARROW BRAND Wringers

Embracing a machine for every need and which every live dealer in Canada handles and



recommends.

—

Built in a large variety of Styles for Hand and Power use.

To the DEALER:—

Complete trade information on request.

CUMMER-DOWSWELL
LIMITED

HAMILTON - - CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

LOOK ON THE TOP WAD FOR "INFALLIBLE"

HERCULES
Smokeless Shotgun
POWDER

When you buy loaded shotgun shells you order by name. You ask for the makes most popular among your customers.

But if this is all you do you omit an important detail. You overlook the matter of powder.

It is just as easy and important to obtain a powder with which your customers are familiar, a powder in which they have full confidence, as it is to obtain their favorite make of shell. You order the powder by name just as you order the shell.

Hercules Infallible Smokeless Shotgun Powders, may be obtained in the standard makes of shells given at the left. The shells you sell are among them. You can obtain a Hercules powder in those shells by asking for it when you order.

On the top wad of every shell, and on the side of the box in which the shells are sold, is printed the name of the powder with which the shell is loaded. Look for the name when buying. See that it is Infallible.

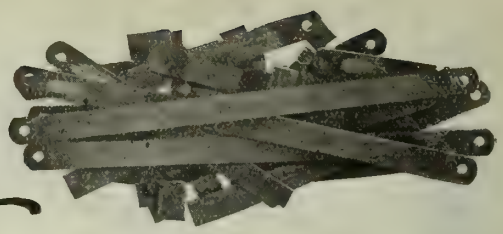
This powder is of high quality and uniform quality. It gives light recoil, even patterns, and high velocity. Write for a free booklet which describes it fully.

HERCULES POWDER CO.

7 W. 10th Street

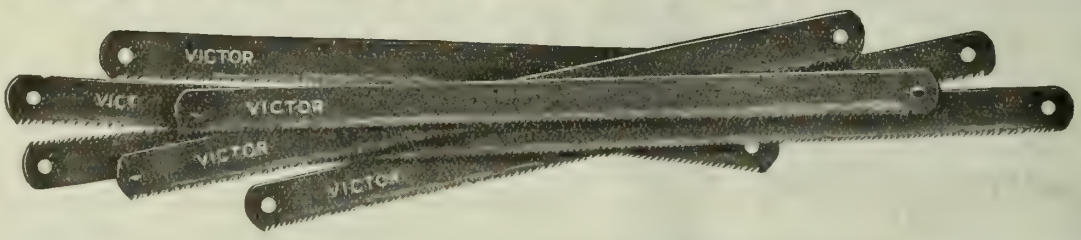
Wilmington Delaware

Cut the High Cost of Cutting



9 out of 12 all-hards break before worn out. Full service from ONLY 3 blades.

VICTOR Flexibles



7 VICTOR Flexibles—you can't break em—will do the work of 12 all-hards. FULL service from EVERY blade.

The high cost of all tools and supplies demands every economy possible — rapid and increased production demands speeding up in all departments.

Apply this to hack saw blades.

VICTOR flexibles reduce consumption and increase production — they will give you 100% service.

In actual use day-in and day-out, seven to nine VICTOR flexible blades under average shop conditions will do as much cutting in hand work as twelve of any All-Hard blades, barring none, because a large percentage of the All-Hard break before worn out — you get full service from only a small portion.

VICTOR flexible blades will not break in use except through intentional abuse — you get full service from every one, saving the cost of from three to five blades — and no time is wasted in replacing broken saws.

VICTOR flexibles have equally as good cutting qualities as the finest All-Hard. Prove this for yourself.

GET A BOX AND TRY 'EM

VICTOR SAW WORKS LTD - HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

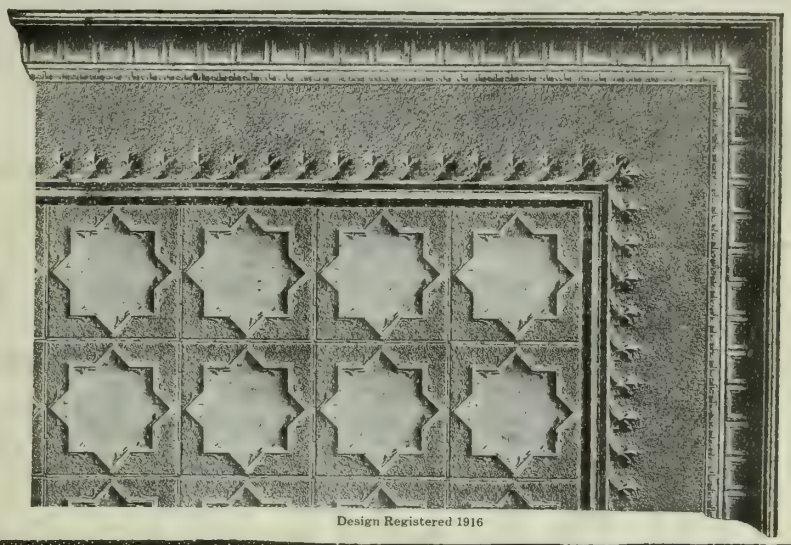
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

They Sell Themselves!

Keep some of our snappy, illustrated, printed matter handy on your counter and you'll find good, profitable business in "M-R Co." Ceilings and Walls come to you with very little trouble.

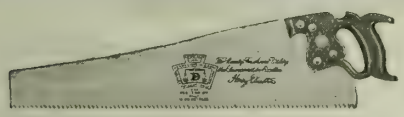
Let us send you selling helps and suggestions — To-day.



Design Registered 1916

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG



How about the "Handy-man-about-the-house"?

Almost every home can use and really needs tools of some kind and this is a field which many dealers neglect to cultivate. But in many of these homes are potential amateur mechanics who would, if assisted and encouraged, develop into regular purchasers of not only a variety of tools, but also other hardware. Almost every man has some mechanical ability and we all like to see the results of our own skill. All that lots of them need is a start. **Cultivate this field.**

Encourage the "home-mechanic" in your newspaper advertising and window displays. Show good samples of home-made cabinet work. Suggest it in various ways that your local conditions offer and you will have opened up a field of large possibilities.

Sell them only high-grade tools. Enquire what kind of work they intend doing and give them the particular style suitable for that work. Many a customer has been lost because a clerk was not sufficiently interested in the customer's needs. For instance, no better saw is made than the DISSTON, but a 6 point hand saw is not suitable for cabinet work in hardwood. The amateur is consequently discouraged at the outset. See that he has the right quality and type of tools at the start and his enthusiasm will bring him back to add to his kit and equipment as his skill and requirements expand.

A fine foundation is a set of

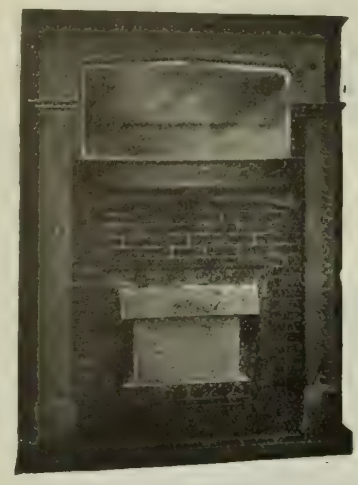
DISSTON SAWS

Other Disston Tools are of the same high standard

HENRY DISSTON & SONS, Limited

TORONTO, CANADA

REG. U.S. PAT. OFF.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

ELECTRICAL SUPPLIES

MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED

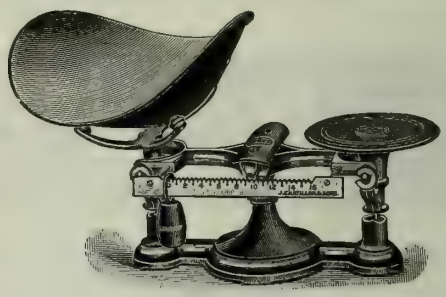
TORONTO CANADA

A Timely Suggestion

Preserving Time Is Scale Time

Secure the appreciation of your customers by selling

CHATILLON SCALES



We guarantee their accuracy, strength, reliability, durability, high-grade construction. Used by the largest scale users, recommended by the best retailers, carried in stock by the best jobbers, O-K-ed by all weighing commissions, adapted to the standards of all nations.

All we can do here is to call your attention to these facts. The proof lies with the thousands of satisfied users throughout the Dominion.

Write to us for illustrated catalogue, or ask your jobber.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Scale Makers Since 1835.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

Well Pumps

EXTRA LARGE

For Wells 30 Feet Deep and Under

Fig. 60

For Stock Farms or any Service where a specially large supply of water and rapid lifting are desired

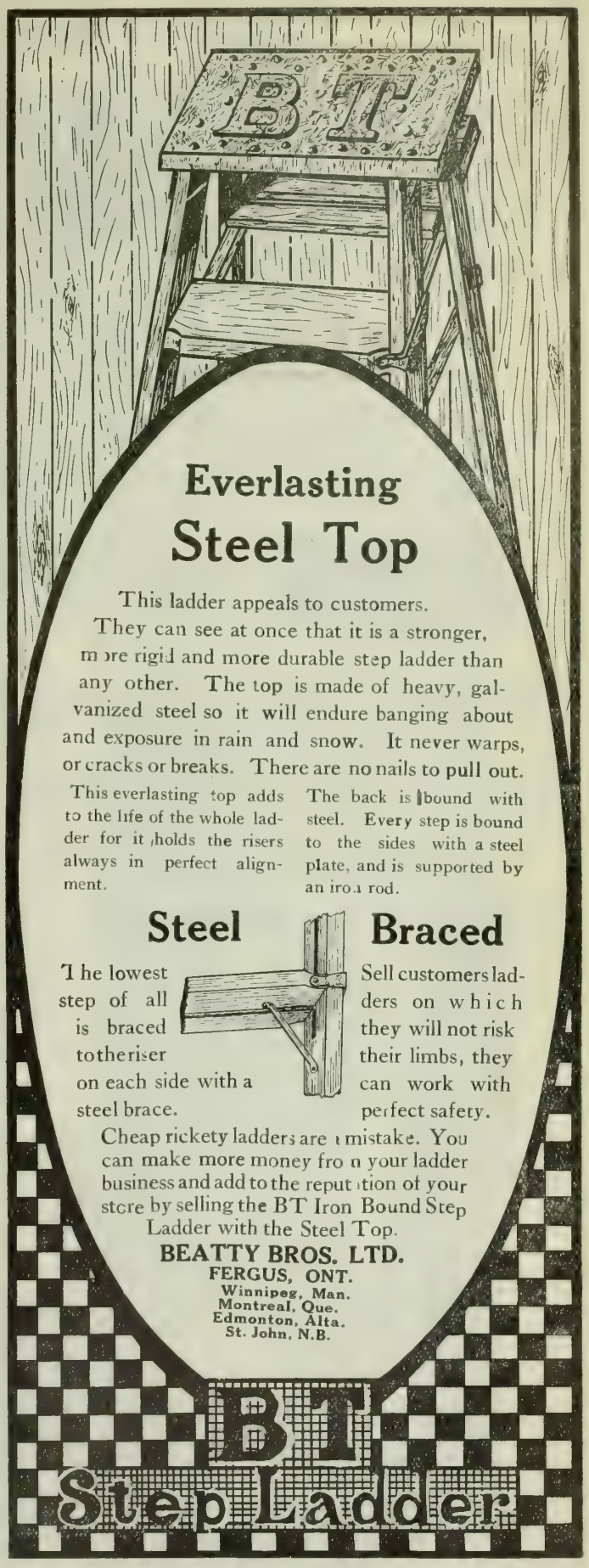
Our Fig. 60

We have a full line of well and cistern pumps.

Write for catalogue and prices.

Canada Foundries & Forgings
LIMITED

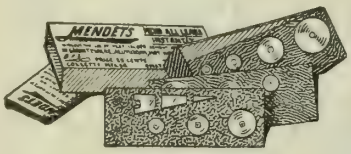
JAS. SMART MFG. CO., BRANCH
BROCKVILLE and WINNIPEG



Every Housewife is a Sure Buyer of

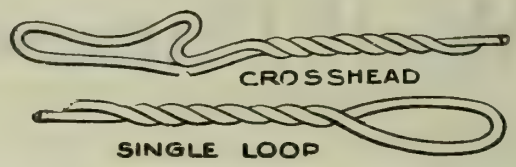
MENDETS
A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company
Collingwood, Ont., Canada



Wire Bale Ties

Harvest Season Calls for Big Supply

Are you prepared to meet the extra demand of harvest time with the best and most profitable line—LAIDLAW'S?

THE MAKING OF WIRE BALE TIES IS OUR SPECIALTY. CARRY LARGEST STOCK. MAKE QUICK DELIVERY. SELL AT BEST PRICE.

Wire nails and staples, all sizes. Every quality of fine wire and all sizes heavy wire.

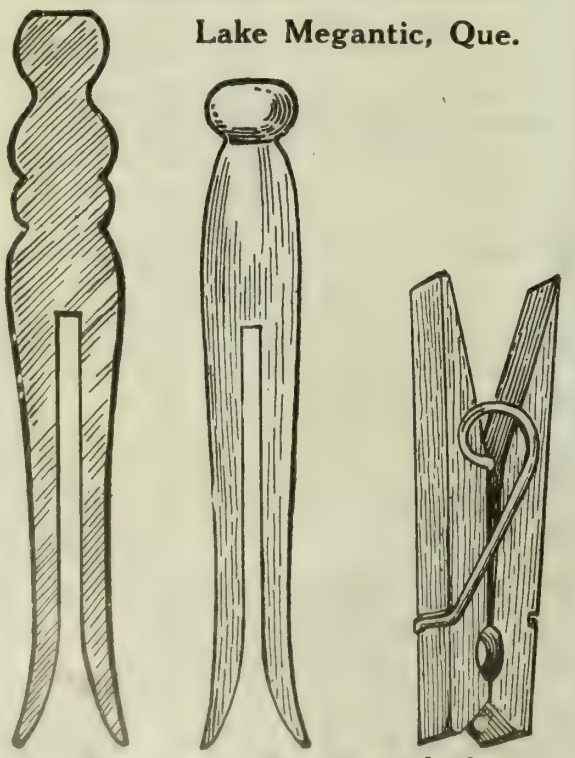
Get in touch with us.

The Laidlaw Bale-Tie Co., Ltd.
HAMILTON, CANADA

A. T. Diggins, Stair Bldg., Toronto, Ont.; Harry F. Moulden, Winnipeg, Man.; H. E. O. Bull, Montreal, Que.; Geo. W. Laidlaw, Vancouver, B.C.; London, Eng., M. Bryan, 24 Aldgate.

The Megantic Broom Mfg., Co., Ltd.
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

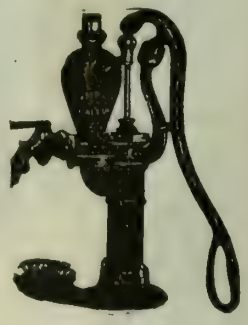


Write to us when in need of Clothes Pins.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



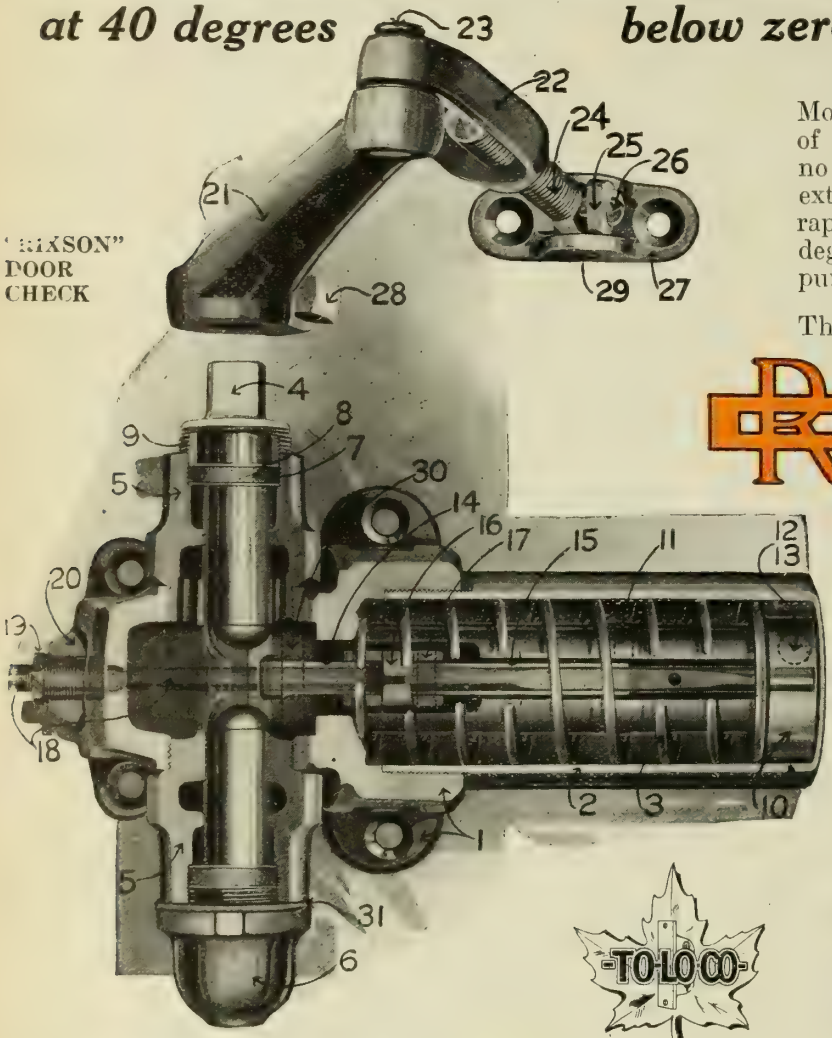
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Your Customers Want Duck Loads
Give them the best and keep their good-will. It builds business for you. Sell them
Dominion Loads
and tell them about the big "D" and all that it stands for in Ammunition reliability. Stock the full line.
This illustration is one of a series which is being published in our newspaper advertising—to get you more business.
Dominion Cartridge Co. Limited
120 St James Street, Montreal

Professor D. Hector, Trowbridge, Instructor in Chemistry in Lewis Institute, states that Rixson Checking Oil remains fluid at 40 degrees below zero.



"RIXSON" DOOR CHECK

Most door checks are filled with equal parts of alcohol and glycerine. The alcohol is of no value whatever as a lubricant and being extremely volatile, will evaporate with great rapidity, leaving the mixture so thick at 18 degrees below zero as to be unfit for checking purposes.

The oil used in the

RIXSON

DOOR CHECK

contains no alcohol, but another medium which is of great value as a lubricant, and which will not evaporate, even in the open air. Extensive tests have proven it to remain fluid at 40 degrees below zero.

This fact alone is a strong recommendation to the Canadian hardware trade, for the extreme temperature of the Canadian Winter must be taken into consideration in the use of any door check in which a checking oil is employed.

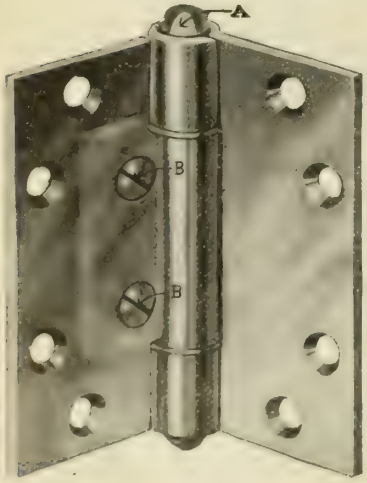
This is only one of the many features which are fast popularizing the "Rixson" door check, chief among which are: Absolutely non-leakable, no rights and lefts, simplicity of construction.

Write for descriptive circular.

TO-LO-CO

Two "TO-LO-CO" Hardware Specialties

FRICTION HINGE



FRICTION HINGE

For use on hinged windows swinging in, bedroom doors, etc. The friction is adjustable by simply turning the screws, shown in illustration to the left, with a screw driver.

FRICTION STAY

(Shown to the right) when applied to doors, hinged windows swinging in, or transoms, holds them open in any position and when they are closed keeps them from rattling.

Send for circular and price list of the above lines.

FRICTION STAY

Toronto Lock Mfg. Co. *Factories: PATTERSON PLACE* Toronto

MANUFACTURERS OF BUILDERS' CABINET AND STRUCTURAL HARDWARE

BLUE BARRELS

Send in your orders for Livingston Brand Linseed Oil so that delivery can be made before the closing of Navigation.

There are many districts in Canada which are easier of access through navigable waters than by rail. It is the merchants in these localities we advise to place orders as early as possible so that delivery can be made before Canada's great waterways are gripped by "Jack Frost."

There is one feature about Livingston Service which is worth calling attention to here—there is no need for us to delay orders for pre-navigation closing shipment, as the Livingston facilities for curing, storing and shipping are ample to take care of your requirements on short notice without lowering the high standard quality of Livingston Brand Linseed Oil.

Order from your jobber.

The Dominion Linseed Oil Company, Limited

BADEN TORONTO MONTREAL

BLUE BARRELS

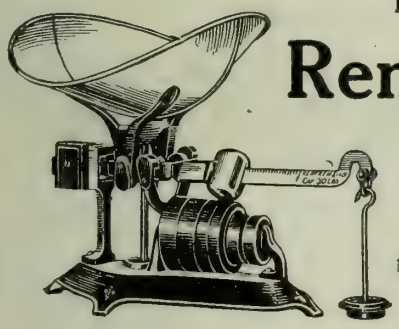
The

Renfrew

Household Scale

Capacity

½oz. to 30 lbs.



Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

METALS · CHEMICALS · GLASS
B.&S.H. Established 1790

Red Lead
Litharge
Orange Mineral
Lithophone
Barytes.

Stock or Import

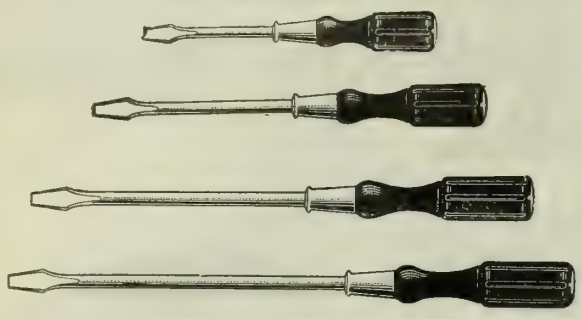
Prompt attention to all enquiries

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

If any advertisement interests you, tear it out now and place with letters to be answered.

Stanley Tools



"HURWOOD" SCREW DRIVERS

Unsurpassed for strength and durability. Blade, Shank and Head are of one piece of steel.
The Blades are finely tempered and well finished.
The Handles are polished and stained black.
Many styles and sizes from which to select your stock.
"HURWOOD" SCREW DRIVERS ARE MADE IN OUR CANADIAN WORKS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Write us for samples of

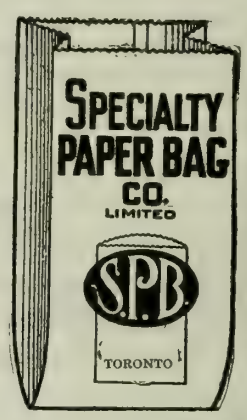
S.P.B. BAGS

and CENTRE SEAM open end

ENVELOPES

for mailing Catalogues

Confectionery Bags
Spice Bags
Peanut Bags
Jelly Bags
Lard Bags



We Specialize in Transparent Glassine Bags and Envelopes Made the Only Reliable Way

Heavy Kraft Bags with Centre Seam

We make Bags to line any size Carton

SPECIALTY PAPER BAG CO., Ltd.
Department G
247-255 CARLAW AVE., TORONTO, CAN.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

HARDWARE BUSINESS WANTED — IN good Ontario town or city. Replies treated strictly confidential. Box 167, Hardware and Metal, Toronto.

This little advertisement inserted in HARDWARE AND METAL not long ago immediately brought eleven replies to the advertiser. And the cost was only 47 cents, including 5 cents for Box Number.

USE THE WANT AD PAGE

The File With A Smile

P H

TRADE MARK

Quality Files

The Maker Smiles—because he knows he is producing an honest article, made by Experts from Crucible Cast Steel only.
The Dealer Smiles—because he knows that each sale of P.H. Files means a satisfied customer who will come back for more.
The Mechanic Smiles—because he knows there is service and satisfaction in every P.H. File.
And so—EVERYBODY'S HAPPY.
Have YOU a stock of this rapid-selling, customer-satisfying line?

Ask Your Jobber.

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

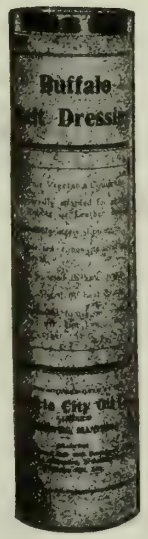
THE L. MARTIN CO.

New York Montreal Philadelphia
London, Eng.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Sell The Roofing That Always Satisfies

Even though the price of metal is still ascending, a properly designed steel roof is the cheapest, when you consider its fireproof qualities and supreme durability.

PEDLAR'S

"George" Shingles for barns and "Oshawa" Shingles for the house, are the roofing material that will make friends of all people to whom you sell them. Easy to put on; lightning and rainproof; cannot burn; heavily galvanized to prevent rusting; they are ideal in every way.

Write For Prices And
Dealers' Discounts

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ontario
Branches at: Montreal, Ottawa, Toronto, London, Winnipeg and Vancouver

If any advertisement interests you, tear it out now and place with letters to be answered.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Service First

Nothing can impress a purchaser more favorably toward any article than the assurance that it will give satisfactory service. That explains why the Dominion Rubber System has gained such a strong hold among purchasers of rubber supplies.

Each Dominion Rubber System product, no matter what its use, is made to "stand up" under the severest tests. A half century's experience in manufacturing everything in rubber has taught us to know "what's what" in rubber and how to make a finished product that will give satisfactory service.

The surest way to prove our claims is to put us to the test. Our nearest branch will give your requirements prompt and intelligent attention.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, SEPTEMBER 15, 1917 No. 37

CONTENTS

Get After Credit Accounts Now 25-6

Suggestion For Fall Window 25

Tires Advance in United States 27

Relief for Gasoline Shortage 27

What Hardwaremen Are Doing 29

Editorial Comment:—Canada's National Exhibition—Red Tape Causes Delay—Unsettled Conditions a Warning Word—One Year of Prohibition—A Comparison 30-1

Events in the Trade 32

Letter Box 33

New Officers for Sanderson-Pearcy 33

Martin-Senour Plant at Vancouver 34

The Clerks' Page 35-6

New Hardware Goods 37

What Other Papers Say 38

Markets at a Glance 39

Weekly Market Reports 39-40-41-51-53

Exhibition Section 43-50

Weekly Paint Department 54

Weekly Paint Markets 56-8

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

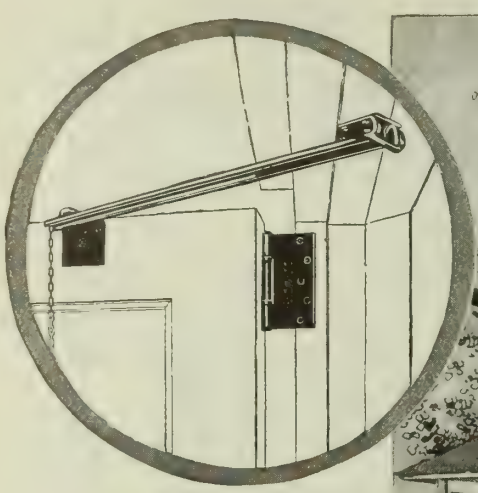
CHIEF OFFICES:

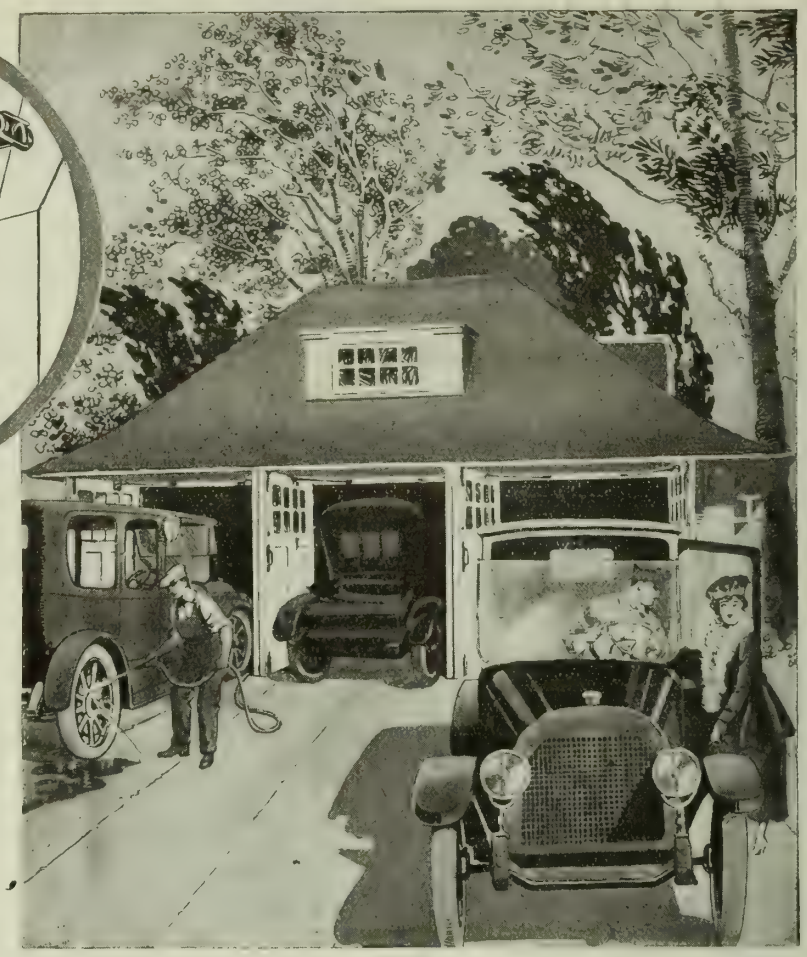
CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.





Swinging doors permit all the garage doors to be open at the same time—a great convenience. The doors here illustrated are locked open by Stanley Garage Door Holders, as illustrated above.

THE fact that a mechanical device is *especially made* for a certain purpose is usually a deciding factor with your customer. Because it is expressly designed for garage use, meeting the severest requirements perfectly, you should have in stock

Stanley Garage Hardware

Made by the largest manufacturer of wrought steel hardware in the world, STANLEY Garage Hardware, because of its excellence and suitability, is in strong and steady demand.

The line consists of:

STANLEY GARAGE DOOR HOLDER No. 1774, which fastens the door open, preventing it from slamming shut and injuring the car which is entering or leaving.

STANLEY GARAGE HINGES AND BUTTS. Strong, durable, well made.

STANLEY GARAGE BOLTS which lock the door securely shut.

STANLEY GARAGE DOOR PULLS and HANDLES. Comfortable, easy to operate.

To-day send for the interesting booklet "Selling More STANLEY GARAGE HARDWARE."

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives: A. MacFarlane & Company, Coristine Building, Montreal

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, SEPTEMBER 15, 1917 No. 37

Get After Credit Accounts--Now

Present is Most Opportune Time to Settle Long-standing Credit Accounts—Farmers Thriving on Good Crops and High Prices—Loosening of Capital Benefits All Branches of Trade.

WHAT more opportune time could there be than the weeks from now until winter for the hardware dealers throughout the country to get after their credit customers and urge the settling up of old accounts which have been standing on the books for months, and perhaps even years? Throughout the country places the farmer is enjoying a period of prosperity much greater than any in the past. His crops are generally reported as abundant this season, and high prices are secured for all his products, either agricultural or stock. Good crops were predicted early in the summer, but harvests are now being gathered in, the crops are being turned into cash, and what is more logical than that the farmer should first wish to clear himself of long standing debts, and rearrange his credit with his neighbors. The hardware dealer has been long-suffering in many cases, and his generosity has been the basis of much of the success with which the farmer has met. He has indirectly helped the farmer to the success by carrying him along, but now it is up to the farmer to do his part.

There is no doubt whatever that the intentions of the farmer are good, and that he entertains no other idea but to straighten up his credit when he secures the cash, but oftentimes a little reminder brings the desired response and does no injury to trade. In hard cases an explanation of the situation will oftentimes facilitate settlement.

Vigorous Treatment Urged by Expert.

In talking with W. H. Lamont, vice-president of the Canadian Credit Men's Association, a HARDWARE & METAL representative was impressed with the emphasis with which Mr. Lamont indicated that NOW is the time to collect old accounts and to use vigorous treatment in pursuing the work of the collection department. In this connection such slogans as "Get After the Money" or "Now is the Time to Collect" might prove effective stimulants.

Some accounts have been standing on the books of hardware dealers throughout the country until they have now become an eyesore. Such accounts should be pursued without a moment of delay; the farmer has the money and can make settlement if the matter is put squarely up to him.

Some hardware dealers are inclined to let matters go rather than do the least bit of pushing for settlement, fearing the loss of trade. Has it ever occurred that it might pay to lose some accounts for an immediate settlement of outstanding cash? Are not the benefits accruing to the merchant from having the cash sufficient to warant vigorous action in such cases which are suffering from stag-

The above display by Kingan Hardware Co., Peterboro, will furnish the window trimmer with some excellent ideas for a fall window trim. Note large pile of game traps in right hand corner.

nation merely because the dealer does not go after them? These are some of the questions the merchant should ask himself.

Paying Unnecesary Interest

While he has accounts outstanding, the merchant is often paying interest to the banks or wholesalers. The outstanding cash may prevent him from earning his cash discount. The non-collection of cash due may affect very seriously the credit of the hardware merchant at his own bank and with neighboring tradesmen. All these have detrimental effects, the seriousness of which cannot be discounted.

The continuation of such elements as the foregoing in modern business will bring on the inevitable in the space of a very short time, and it is alarming to note the large number of merchants who will follow this road, when a little extra shove would place them where no such dangerous elements would threaten. This little extra shove should be applied between now and winter time in order that the winter season can be commenced with a clean sheet, or at least with a more definite understanding of the position of his credit customers than the merchant has to-day.

In some cases where cash is not yet available, owing to the fact that cash is sometimes slow in being returned to the farmer for his crops, it would pay the hardware dealer to get 30 to 60 day notes for his outstanding accounts, and place them in the bank for collection. Such action not only strengthens his credit with the local bank and other neighboring merchants, but it gives him a credit standing which is a valuable asset to any man.

A Patriotic Duty

Apart from the business element, the merchant should regard as a patriotic duty the bringing of more money into general circulation and preventing the stagnation of capital with its serious effects upon business conditions in general. He and his family may be stinting themselves on everyday living necessities because of the fact that much capital is tied up in outstanding accounts. The bringing in of money from this source will provide the necessary funds through which some items of clothing or furnishings might be secured for the family, and in this manner everyone affected benefits, and the buying power of the public is increased to a similar extent. From this standpoint it is evident that the merchant is benefiting a great number of people by urging the loosening up of invested capital and stopping the stagnation of credit accounts once and for all.

Individual credit, that is, the credit extended by the retailer to the consumer, is more rigid in character than any other form of credit and is subject to the greatest risk. Without any intention of hindering business, but rather to build up better business, it is urged that the grantors of commercial credit have the courage of their convictions and counsel with their retail customers to sell merchandise to the consumer on a basis that comports with present conditions, i.e., not tie up capital as freely as under usual conditions in rigid forms of credit.

Encourage Cash Sales

Daily necessities in the home should be sold for cash or practically cash, as far as possible. Ordinary home supplies should be as nearly as possible sold on the basis of semi-monthly payment, and supplies for the person or the extraordinary supplies should be sold on the basis of monthly payment, that is, accounts rendered paid on the first of each month for the supplies of the previous month.

The retailer should be especially cautious at the present time and should work for cash payments or shorter terms. All merchants should awaken to the responsibility which may mean the saving of distress in later days, for beyond question the consumer can be brought to recognize the economy of cash and short term payments, and that long terms mean inevitably higher cost of living. It behooves all merchants to do their part in keeping all forms of credit as liquid as possible.

When credit accounts have all been arranged satisfactorily and some form of settlement has been agreed upon, the merchant should commence a rigid study of those to whom he grants credit, in order that he will not again fall prey to the destructive element of having old credit accounts which are all but chalked up in the list of bad debts. He should endeavor to find out as much as possible regarding the financial position of his credit customers.

Three Classes of Credit Customers

Credit customers can roughly be divided into three classes. The first class consists of the customers whose earning power is not sufficient to grant much in the way of credit. A limit should be placed upon such customers, and they should be watched closely. Should there be any signs of their probable falling off in paying, further credit should not be granted, unless satisfactory reasons can be made for its continuation. The second class are the least risk. They represent the class which live comfortably, but are not included among the wealthy class. These customers are usually prompt in their payments and require little urging to meet their debts if their accounts are allowed to temporarily lag. Such customers should be watched for any indication of falling off in payment, however, though no drastic action should be taken unless warranted. Such things as any news of the day seriously affecting the business in which the man of the house is engaged would be justification for a closer scrutiny of the credit account book. The third class, generally speaking, consists of the wealthy set who likewise are little risk. Such accounts are usually let go for longer periods than is the case in the other two classes, but generally are promptly paid when a statement is submitted.

In some cases it has even been urged that a signed statement of the customer's financial worth should be secured by the retail merchant before he grants credit. The principle is that the merchant has a right to know the financial standing of an individual before he entrusts him with his money for any length of time. A bank will not loan money indiscriminately, and why should a merchant do so without any guarantee of the ability of the customer to settle up? Those to whom credit is extended should appreciate that credit grantors have the undoubted right to ask and to be given a full and accurate report, based on actual figures, realizing that he who loans money or its equivalent is entitled to be shown why confidence can safely be extended.

At the present time healthy business conditions are prevailing throughout the country, both in regard to agricultural and industrial pursuits. No one can foretell what the future may bring forth, and therefore, it behooves the retail merchant to accept the present as the most opportune time to get after his outstanding credit accounts and to thereby benefit not only himself, but the trade in general.

PRODUCE OIL FROM RUBBER TREE SEED

Steps have been taken to establish the commercial utilization of the seed of the rubber tree for oil production, by the agricultural authorities of the Federated Malay States.

From time to time suggestions have been made for the utilization for this purpose of the seeds of the cultivated Para rubber tree, as large quantities of the seed go to waste on the rubber plantations of the Middle East. Experiments have proved that not only is the oil extracted from the seed suitable for various purposes, but that the residue can be used for cattle food or as a fertilizer.

In his report on agriculture in the Federated Malay States the Director of Agriculture states that shipments aggregating twenty-five tons were sent to Hull, England, where a firm of oil-seed crushers has undertaken to advise on the economic possibilities of the oil and as to the plant necessary for its extraction. It is not considered that it will be economically possible to ship seed to the United Kingdom to be crushed there, but that one or more crushing plants might be established in the Federated Malay States, and the oil would be shipped to the United Kingdom, the residue being marketed locally.

In order to test this proposition a motor has been ordered to complete the oil-crushing plant which was installed by the department prior to the war, and it is hoped to carry out some experimental crushings on a commercial scale in the course of the present year.

Tires Advance in United States--Probably They May Do So in Canada

Strong Position of Sea Island Cotton is Dominating Factor in Market—Not Enough to Supply Enormous Demand.

MANUFACTURERS of automobile tires in the United States have advanced their prices effective on Sept. 1, to the extent of 15 per cent. on motor truck tires, and 10 per cent. on casings. Canadian manufacturers have not yet followed the upward trend of the American market, but there is strong probability that they may do so. Four advances have been made with the United States manufacturers since the first of the year, aggregating in all from 35 to 40 per cent. Canadian manufacturers say there has been approximately 30 per cent. increase in tires since the beginning of the war. Changes in prices and the dates are as follows: Feb. 15, 1915, 10 per cent. increase; Oct. 15, 1915, decrease of 10 per cent.; Jan. 19, 1916, increase of 10 per cent.; Dec. 18, 1916, increase 10 per cent.; April 27, 1917, increase 10 per cent. The net increase totals 30 per cent. Increases in Canada have as a general rule followed increases in the United States, although some little time may elapse before the revision is made in Canada. The advance of Canadian prices over American normally carry about 30 per cent. With the recent increase in the United States there would be a difference in the neighborhood of 20 per cent. Duty in tires coming into Canada from the United States amounts to 42½ per cent. Canadian manufacturers, therefore, do not take full advantage of the duty levied.

Raw Materials Show Advances

"On April 1, 1915, we paid 48c per pound of Sea Island cotton, which is the class of material used in the manufacture of automobile tires," stated C. H. Carlisle, general manager of the Goodyear Tire and Rubber Company of Canada. "To-day it is practically unobtainable. If any were obtainable the price would be in the neighborhod of $1.60 per pound. There is an enormous demand for this grade of cotton—greater in fact than the world's supply. This is the big item in the increase of the cost of tires. The increase in the price of crude rubber has not been as great. Normally rubber sold from 48c to 50c per pound, while to-day it costs in the neighborhood of 74c per pound. Perhaps the greatest increase has been in the price of the compound materials where an increase of 75 per cent. to 110 per cent. has been effected since the beginning of the war. Litharge, barytes, sulphur, gasoline and other similar materials have all greatly increased. Another very material item in increased cost is the price of coal. In 1914 we were paying at the mine 65c per ton for slack, while our contract price at the present time is $3.75 per ton at the mine.

"There is an increased cost of manufacture in Canada as compared with the United States. There is a higher overhead charge on account of the lower production. Furthermore there is a 5 per cent. tax on crude rubber from England coming in direct shipment, and 7½ per cent. tax if it comes from a non-British source. In the United States, rubber enters free of duty. In addition, all materials that enter into the manufacture of tires are dutiable when coming into Canada, whereas in the United States they are not. Cotton carries a duty of 27½ per cent. and machinery 35 per cent. when coming into Canada. This increase by way of the duty adds to the capital investment. Machinery which would cost in the United States say $100,000, would cost $135,000 in Canada. Another big factor in the increased cost of doing business is the comparatively sparse population of Canada as compared with the United States," said Mr. Carlisle.

Tripling Tire Capacity

The Goodyear Tire and Rubber Company has during the past week just started the operation of their new $1,500,000 plant at New Toronto, which has been built largely with a view to looking after the export business. This plant will triple their capacity and will be used entirely for the manufacture of pneumatic tires. Their plant at Bowmanville will take care of the manufacture of solid tires.

Mr. Carlisle stated to HARDWARE AND METAL that the cost of the finished product has not been advanced in the same proportion as the raw materials. Advantageous buying has enabled the companies to keep the prices at a lower level than the spot markets for the raw materials warranted. The earnings of the rubber companies in consequence during the past year will not be up to the average profit of the preceding five years.

Growing Fields for Tires

It is estimated there will be in the neighborhood of 200,000 cars in Canada by the end of the present year, which provides for an estimated increase in the number of cars for the present year of 80,000. In the United States it is estimated there will be 4,000,000 cars by the end of the present year. In the Republic it is estimated the number of tires used per car averages five. Those closely in touch with the tire situation in Canada estimate that the average number of tires used will be four tires per car per year. There is a shorter running season in Canada on the whole than in the United States, which acounts for a less mileage. Taken on the basis of 200,000 cars, at four tires per car per year, it will be seen without much effort at mental arithmetic that the consumption will be at least 800,000 tires. With each year there will be an added number of automobiles to care for. Tire manufacturers are looking forward with confidence to future business, which accounts for extensions to plants in at least two instances.

Relief for Gasoline Shortage

Discovery of U.S. Experts of New Process for Extracting Gasoline From Natural Gas by Absorption.

AN important announcement of the discovery of a new method of obtaining gasoline has recently been made by U. S. experts, and it is hoped that the new process will do much to relieve the acute situation in which the petroleum industry finds itself to-day.

In the opinion of authorities on the subject the situation has been growing worse as the consumption of gasoline increases and production remains at normal levels. One result of the situation will undoubtedly be some effort to curb the unnecessary use of gasoline. Great Britain took such steps some time ago, and no cars can be used now in the United Kingdom except for business and army purposes

In order that the public might appreciate the seriousness of the situation, the U.S. Government recently published figures showing that the country was producing crude oil at the rate of about 300 000,000 barrels, and consuming it at the rate of 335,000,000 barrels per year.

It is evident from these figures that reserve supplies have been drawn on for some considerable time. The amount of crude oil in storage in May of this year was 165,688,797 barrels, so that it is evident supplies cannot last much longer. The rapid development of the automobile industry in both Canada and the United States is responsible for the difficulty.

Another alarming phase of the situation is that even though there have been almost three times as many new wells drilled in 1917 as there were in 1915, there has been no increase in production over recent years. The meaning of the foregoing is that greater economy will have to be practised in the use of gasoline by motorists, and that pleasure riding will have to be greatly curtailed.

The new process which may do much toward relieving the situation, is the extraction of gasoline from natural gas by absorption methods. The extraction of gasoline from natural gas by compression and condensation has been an im-

portant and rapidly growing industry in recent years. In 1915 about 65,000,000 gallons were produced by such methods, while in 1916 the estimated production was 100,000,000 gallons.

This gasoline is of doubled importance in that it can be blended with napthas otherwise unsatisfactory for use in the automobile, and made into an acceptable motor spirit.

The absorption process is quite different from the older compression process and heretofore has not been described in literature. It is a method only recently commercially applied to natural gas yielding the same quality of gasoline and capable of being applied under conditions where the older process could not be employed profitably. By it the gasoline in natural gas, though extremely lean, can be absorbed in oil from which it is separated by distillation. Natural gases yielding less than 1 pint of gasoline from each thousand cubic feet of the gas have been treated with commercial success, where formerly this gasoline had gone to waste and had constituted a source of much trouble and expense in the pipe lines.

In view of the present needs of gasoline for war and industrial purposes, this additional quantity of gasoline, heretofore a waste and source of expense, is of tremendous importance.

While so far restricted in commercial use to the treatment of large volumes of gases too lean for profitable treatment by compression, it is not thought to be limited to that field, but is believed to be capable of extension into conditions where compressors are now being employed.

INDUSTRIAL RESTRICTIONS IN CANADA

Condition of British Industry May Force Restrictions on Canadian Manufacturers Similar to Australia

The great demands made in the conduct of the war upon the manufacturing resources of Great Britain, the military use of all her eligible manhood and the serious shortage of shipping have placed the manufacturers of the United Kingdom in the position that, even if they were allowed by the British Ministry of Munitions, they would be unable to supply more than an infinitestimal fraction of oversea orders. This state of affairs is having considerable effect upon the industrial concerns in the British colonies and other countries, and in Australia in particular it is stated that industrial concerns will require the utmost care and economy in management and distribution of their stocks, if they are to successfully tide themselves over the fast approaching crisis in the manufacturing world. In every branch of commercial and industrial activity and particularly in those branches involving the use of metal of any sort, economy is the watchword as far as Australia is concerned.

The British Board of Trade has advised the Commonwealth Government that aluminum, copper and brass sheet, copper and brass tubes, spelter, steel bars or ingots, steel sheet, galvanized iron sheets and steel weldless tubes are practically unobtainable and it is a waste of time asking for them. Tin plates and black plates, steel wire and plates steel shafting and constructional steel are all required for war purposes.

WEST PROTESTS RAISE OF ALL-RAIL TARIFF

The Boards of Trade of Winnipeg and Regina have entered strong protest against the new tariff, all rail, increasing the rates per 100 lbs. from poin east to Regina which has now become effective. The protest is being made to Sir Henry Drayton, chairman of the railway board, and it is urged that the tariff be not enforced until further hearing of the case can be had by the board.

The proposed tariff, all rail, increases the rates per 100 lbs. from points east to Regina, sixth class one cent per 100, fifth class 2 cents per 100 and first-class five cents per 100, other classes in proportion. While this is not considered a heavy increase, it is brought about to harmonize with the increased lake and rail rates which came into effect in July. The lake and rail increase, it is pointed out by L. T. McDonald, secretary of the Regina board of trade, was allowed largely on account of the shortage of bottoms, but this argument of course could not hold good with respect to the increase in tariffs, all rail.

TUNGSTENLESS MAGNET STEEL

In consequence of the scarcity and dearness of tungsten steel, states the *Ironmonger*, England permanent magnets are being manufactured without that alloy, chrome to the amount of 2 per cent. being used as a substitute. The new steel, which contains 0.90 per cent. carbon, is said to have 90 per cent. of the efficiency of the old type, containing from 5 to 10 per cent. or more tungsten. Not long after the war started and the price of tungsten advanced, efforts were made to find a steel for permanent magnets that would be cheaper and as efficient as the material hitherto used. There was an insistent demand from magneto makers and makers of electric meters, because the tungsten steel was reaching prohibitive prices. It was even stated that automobile builders were substituting batteries for magnetos. It is reported that the new chrome steel is equal to tungsten magnet steel in permanence and somewhat lower in residual density. Users have found it possible to substitute it for the older steel without making any change in their windings or in the cross sections of the magnets used. It is not as good as tungsten steel, however, because it requires oil hardening, which is less convenient than water hardening, and also because chrome steel in its natural state is much harder to drill or machine, and the steel itself must be handled with greater care and uniformity in heat treatment than is necessary with tungsten steel.

SCIENCE CLOSER TO FACTORY

Dr. R. F. Ruttan Tells Manufacturers of Relation of Science to Modern Industry

Addressing a recent meeting of the Winnipeg Manufacturers' Association, Dr. R. F. Ruttan, director of the department of chemistry of McGill University, and a member of the advisory council on industrial and scientific research stated that great importance attended the organization of the country for industrial research and the application of scientific methods to modern industry. Dr. Ruttan emphasized the point that with regard to the development of industries, that systematic, scientific method must lie at the foundation.

Dealing with what was being done along the lines of chemical research, Dr. Ruttan pointed out that industrial, chemical research may be carried on in a variety of ways. Almost all of the large industries were dependent more or less on chemistry in some particular part of their work and most of the large industries had their testing laboratories. In most cases these laboratories were not fitted to enable rapid progress and were not manned by skilled chemists. The new stage was described as control laboratories or efficiency laboratories where the progress of the work could be watched; the crude material carefully checked and standardized; the waste materials utilized wherever possible and the product that comes out is standardized. It was pointed out by Dr. Ruttan that if a skilled man is in charge of such a laboratory, the experiments will probably lead to rapid advance and an increase in production at lower cost.

A third type of laboratory was also dealt with in which researches of more fundamental character were carried on and which were really indirect experiments. There were few such cases in the United States, one or two in England and a vast number in Germany.

Dr. Ruttan suggested that the small manufacturer go to the laboratories of the university for help. Another method would be to encourage a large number of consulting chemists and specialists to whom the small manufacturer could go. Another effort would be by co-operative research, and Dr. Ruttan believed there would be a great future for the latter if manufacturers along one particular line would get together and have sufficient confidence in one another that trade secrecy would not be carried to an extreme.

Walkerville, Ont.—Canadian Coil Company, Limited, has been incorporated with a capital of $40,000 to manufacture spark and ignition coils and electrical goods.

What Hardwaremen are Doing

Interesting Advertising Matter Used by Hardware Dealers in Pushing Seasonable Lines in all Parts of Canada—Wide Range of Seasonable Commodities —Information That Draws Business Given to the Public.

COWAN'S COLOSSAL Hardware, London, Ont., recently emphasized particularly the sale of cutlery in their local newspaper advertisements. Under the heading, "Cutlery Rightness," the ad says "Our stock of table cutlery, carvers, pocket knives, etc., is right up to the minute. We have been extremely fortunate in having received a shipment of ———— famous cutlery direct from the Old Country. This has been on order for months." Pocket knives were quoted anywhere from 25c to $3.00. Carvers in the case were priced at $3.00 and up from $1.00 to $5.00 in pairs. Prices were also quoted on razors, dessert knives, scissors, etc.

"THE SHOOTING Season Opens September 1st" is the heading under which an effective ad for shooting accessories was recently run by the Day Hardware, of Red Deer, Alta. "The shooting this year promises to be even better than last. The country is alive with ducks and the sloughs are not too deep," says the ad. "Here you will find a complete line of hunters' supplies, including: Pump guns, single and double barrel shot guns, hunting coats, vests, gun cases, game carriers, recoil pads, gun oil, grease and gun cleaners." A complete stock of ammunition was also advertised.

"OH, HANG It All," was the catchy headline on a recent advertisement of Black Bros., Hardware, Minnedosa, Man., in advertising hay forks and other harvest supplies. "The 'Hang' is the main point in the handling of a hay fork," says the ad, "And no matter how good the material or finish, if it lacks the balance or hang, it will not give satisfaction. Our forks of all kinds have the hang and also the best of material and finish." Other lines advertised consisted of leather, rubber and canvas belting, valves, engine fittings of all kinds, grease cups, highest grade of oils and greases for harvesting and threshing.

THE POPULARITY of Dollar Day for boosting sales in the hardware line seems to be increasing for a number of merchants throughout the country have recently used considerable advertising space for drawing crowds on such special sale days. Among the recent firms to put on special sales were Cowan's Hardware, of London, Ont.; Purdom Hardware Co., of London, Ont.; and J. G. Steele & Company Hardware, of London. The combination of these hardware stores in the same city in a Dollar Day campaign is evidence of the value of such sales in any city. The advertised goods consisted of a wide range, including electrical goods, automobile accessories, stoves, paints and varnishes, sporting goods, cutlery, kitchenware and tools.

BOND HARDWARE Company, Limited, of Guelph, Ont., are featuring the sale of fireless cookers through their recent advertisements which effectively point out the advantages of the cooker. "You may place whatever is to be prepared in the cooker and leave it until meal time," says the ad. "when you will find it cooked to perfection, will not burn, no waste, flavor retained." The cookers were advertised at a price of $22.00.

UNDER THE heading "Our Hardware Measures Up," the Horne Hardware of Sudbury, Ont., recently featured the sale of builders' hardware in effective manner. The advertisement said in part, as follows: "It measures up in quality to the very best that is made. The importance of buying quality when you buy hardware is many times overlooked. The locks, hinges, etc., are a very small part of a building, but proper selection will repay you many times the cost and trouble. Cheap goods are the cause of a constant recurrence of trouble, and cost much more in the long run."

"ARE YOU Ready for the Shooting Season?" is the heading under which some recent advertising of James S. Neill & Sons, Ltd., Hardware, Fredericton, N.B., was run, in connection with the sale of shooting accessories. The ad. says "Our stock of guns, rifles, cartridges and other necessaries for a pleasant and successful trip, has been selected with the utmost care. Your requirements have been considered and we have the goods."

R. CHESTNUT & Sons, Hardware, Fredericton, N.B., recently featured flashlights and batteries in their advertising as a necessary requirement of farmers, mechanics, sportsmen and travelers. The flashlights were advertised in various sizes for varying requirements. It was stated that the use of flashlights "lessens the risk from fire and they can be carried anywhere with safety." The prices of the lamps complete ranged from 85c to $4.50 each.

UNDER THE heading "Home Defence" some effective advertising of roofing goods was recently done by Lawlor & Cain, hardware, of Fredericton, N.B. "Don't allow the weather man to get the drop on you this fall like he did last year by puting off fixing up that leaky roof," says the ad. "It's not only a nuisance but a great bill of expense by allowing the rain to destroy your property. A few dollars invested in our high grade roofing will pay excellent dividends by way of protection of your property. It's not only weatherproof but fireproof. We are supplying the roofing for many new buildings under construction. May we have the pleasure of figuring on your job?" "If you want quality and service at a moderate price, purchase this roofing at $1.75 per roll and upwards."

SOME RECENT advertising of the Fenn Hardware Co. of Galt, Ont., endeavored to impress readers with the idea that paint that is good paint is an investment and not an expense. Continuing to emphasize the point the ad. says, "It protects the materials of which your house, or barn, or other buildings are built, from the weather. It improves their appearance and so adds to their market value. When you buy paint buy the best. There is no economy in painting with cheap paint which soon means that you have the whole expense of repainting or the leaving of your buildings in a shabby unprotected condition."

ANNOUNCING the opening of the shooting season, a recent advertisement of the Mitchell Hardware Co., Ltd., Medicine Hat, Alta., featured the sale of shooting supplies. Warning sportsmen to secure their supplies early, a large stock of shells, rifles, shooting coats, shot guns, duck calls, gun cleaners, etc., were quoted. Shooting coats were priced from $1.50 to $10.00 and shot guns from $8.00 to $50.00. It was also noted that game licenses were issued by this firm.

EDITORIAL COMMENT

THERE is a commendable business-like foresight about the campaign of the War Production Club for increased agricultural output for 1918. Still it is not a day too soon to start.

* * *

LIKE a great engine with the power shut off, states the *Iron Trade Review* of Cleveland, the complicated mechanism of the iron and steel trade is moving along almost entirely by virtue of the momentum acquired in the tremendous buying movement of the past few months. That the absorption of energy, however, is appreciable, is attested by definite declines in prices of leading commodities.

* * *

CANADA is indebted to the *Wall Street Journal* for pointing out some features of our national position as regards production in relation to war obligations. Stating that even if only half the crop is shipped before the close of navigation the Government statement of March next should show a heavy increase over the exports of last year, the conclusion is drawn that with an estimated war debt of $1,200,000,000 it would be well within the financing capacity of the country to produce in one commodity alone the equivalent of one-third of its total liability.

* * *

NOW, more than ever before, it is the imperative duty of every retailer to pay strict attention to credits. The retailer should sell on credit only when investigation has proven to him that the debtor is quite able to pay the account at a specified date. A great many hardware firms are to-day doing a strictly cash business, but this is not possible with all merchants. The majority of merchants find it necessary to extend credit in some cases. Where credit is given a time limit for settlement should always be set. And when the date for settlement arrives the merchant should not hesitate to ask for payment.

* * *

IN THE report of Commissioner O'Connor on the fuel situation, he speaks of the future possibility of bringing coal from Alaska by airship. The government, no doubt, found great relief in this suggestion —perhaps, in fact, suggests *The Financial Post*, such a startling fore-view has been responsible for the recent weakness in railway stocks. We think we would be safe in making a little wager with Mr. O'Connor that before engineers have built an airship to economically bring coal from Alaska, scientists will have discovered a method of producing heat without coal. In any event the coal in Alaska won't help to keep Canadians warm during the coming winter, and we understand the investigation was ordered for the purpose of relieving the present serious situation.

CANADIAN NATIONAL EXHIBITION

CANADA'S National Exhibition which closed last week, was fittingly entitled the "Jubilee Year of Canadian Confederation," and the attendance, almost a record breaker can be taken as an adequate example of Canada's prosperity. The visitor to the Canadian National Exhibition this year was more than ever impressed with the increasing magnitude of Canada's wealth of industry and agriculture, which is evident on every hand, despite the war and its effect upon these elements. Signs of prosperity and abundance were by no means lacking, and this statement can be accepted as an indication of the general conditions throughout the country, for the Exhibition has been well referred to as "The Nation's Show Window." The Exhibition is the arena for the display of the strength and enterprise of the whole nation, and the testing grounds for the many products of industry and agriculture. It is a wonderful assemblage of exhibits and this year more than ever epitomizes Canadian progress and business prosperity in productive development and material achievement; and the emphasized impression left with the visitor is an appreciation of the tremendous possibilities of Canada's vast resources.

RED TAPE CAUSES DELAY

THE *Wall St. Journal*, New York, directs attention to the fact that the chief reason for the delay in shipping pig iron into Canada is due to red tape. Shipments to Canada came to a sudden end on Aug. 15.

The embargo placed by the Government went into effect over night. The only notification was sent to the railroads, which refused to accept shipments on August 16. Shippers have since found it impossible to satisfy the Government requirements as to export licenses for iron. According to *The Journal* the red tape mill at Washington has been in full blast. The forms for the export licenses have been changed three

times, and now the prescribed form calls for the answer of every conceivable question that might have anything to do with the matter. The application must be signed by the shipper, the consumer, the Washington authorities and the Canadian authorities, and the document must travel several hundred miles before finally being attached to the bill of lading. Even then if the shipment is not made all at once, additional applications must be sent around the circle.

The difficulty of doing business under these conditions is enormous. Meanwhile Canadian plants dependent on a supply of iron from the United States have been forced to go into the market to supply their needs or else shut down. How long the present condition will last is uncertain, but there are indications that iron will begin to go to Canada again in limited quantities soon.

UNSETTLED CONDITIONS A WARNING WORD

BRADSTREET'S weekly trade report for the week ending August 25, is fairly encouraging. In Canada it speaks of factories working at full time, of crop estimates being revised on an upward scale, of collections improving, of bank clearings for sixteen cities aggregating a gain of 1.6 per cent. over the previous week and 16.1 per cent. over the same week last year. Business failures were 18 as compared with 13 the previous week, but showed a marked improvement over the 37 of the corresponding period of last year.

Business all over the United States also was reported to be in a satisfactory condition, yet they report the state of the trade "unsettled." Business is good but it is unsettled, it is abnormal. Demands have grown up that were not known before, many of these represent only a temporary demand, and much of the apparent prosperity is based on war orders and on war time wages.

This is all very good and satisfactory, and the merchant who did not make the best of it, take his profit and boom his business as much as he could would be unwise and too timorous for the ordinary conflicts of life. At the same time it should never be forgotten that business is unsettled, that conditions are not normal, and that abnormal conditions in the nature of things can never last. In the end, sooner or later there must come a change. Therefore that merchant is wise who in these unsettled times has put his business on a firm footing, and is himself ready at any moment of any day to meet a change of conditions, whatever that change may be.

ONE YEAR OF PROHIBITION

THE past year in Toronto which has marked the first year of Prohibition under the Ontario Temperance Act, represents a period in which crime of all kinds in the city has greatly decreased in extent. The number of arrests for drunkenness have decreased practically sixty per cent., and assaults and other acts of violence have undergone a like decrease. The Toronto Chief of Police reports that arrests for drunkenness during the past year numbered 4,310 as compared with 11,463 in the previous year. The Ontario License Board reports that the amount of liquor being consumed is rapidly diminishing in quantity. Hotel men are becoming more settled to conditions and breweries and distilleries report a falling off in sales. The only phase of the situation which has been unaffected is the revenue to the Police Court for fines imposed, owing to the fact that the tariff has been greatly increased.

Representatives of all branches of business are unanimous in the opinion that Prohibition has greatly improved general business conditions from the standpoints of an increased and a better class of trade. Reports gathered by editors of trade papers also confirm this opinion, and investigations have substantiated the prediction that the great bulk of the money which formerly went for liquor, would be diverted into more worthy channels. This money is now largely being used for the purchase of living necessities and the reform has resulted in a betterment of living conditions among a certain class of the city's populace, and a corresponding betterment of business and trade conditions.

A COMPARISON

WE HAVE now an Order-in-Council forbidding the use of Wheat in the making of Alcohol. As the wheat used for this purpose is a practically negligible quantity compared with the enormous quantities of other grains so used, the people may be pardoned for a suspicion that this prohibition was merely a sop to public opinion, the intention being evidently that it should be taken at more than its face value. The red herring across the trail is a poor diplomatic device. If we cannot have effective legislation, let us be spared any legislation whatsoever.

We would not unduly exalt the United States. All their devices are as yet unproven in the actual crucible of war. But side by side with Mr. Hanna's prohibition against the use of wheat for the making of Alcohol let us put Mr. Hoover's prohibition, that on 11 o'clock of the night of September 8, all processes in the production of distilled spirits for beverages must stop. All efforts to construe the law to permit the use of wheat, corn, rye and other materials which have been hoarded after that time will be met with firm action. Even the grains actually owned by distillers may not be used for making spirits after the stipulated date. Mr. Hoover's restriction, restricts against all the grains, Mr. Hanna's against an almost unknown member of the liquor-making group. What is the answer? Are the liquor interests in Canada more powerful than those across the line?

EVENTS IN THE TRADE

BUSINESS CHANGES

Wiarton, Ont.—Geo. Eveleigh, hardware, has sold to H. Stumpf.

Woodslee, Ont.—W. J. Schooley, general store, is discontinuing.

Greenan, Sask.—J. Bone, general store, succeeded by J. Fullerton.

Bow Island, Alta.—Southern Alberta Hardware Co., Ltd., has sold out.

Chipman, Alta.—J. J. Wuetherick, hardware, sold to Painter & Brown.

Harris, Alta.—A. E. Jones, hardware, has been succeeded by J. F. Bradshaw.

Bideford, Alta.—John McLeod has commenced the hardware auto business.

Leslieville, Alta., McKinnon Bros., general store, sold to McKinnon Trading Co.

Strome, Alta.—H. W. Storey, hardware, has been succeeded by W. J. Brown.

Khedive, Sask., J. M. Fladager, general store, succeeded by Berthansky & Shterin.

Manyberries, Alta.—Hewitt & Black, Limited, have commenced the hardware business.

Vancouver, B.C., J. A. Kidd, hardware dealer, is advertising that he is discontinuing business.

Hamilton, Ont.—Hawkins, Ltd., drugs and hardware, have sold John St. business to L. R. Gatenby.

OBITUARY

Enterprise, Ont.—J. D. Wagar, general store, is dead.

Newcastle, N.B.—P. Hennessey, general store, is dead.

Toronto, Ont.—Oswald E. Fletcher, member of Fletcher Mfg. Co., is dead.

St. Thomas, Ont.—Henry C. King, who with his father commenced the business now known as the Canadian Iron Foundry Company, is dead.

TRADE NOTES

Weyburn, Sask.—Weyburn Hardware Company's store was broken into and a number of rifles and shells stolen.

Montreal, Que.—A. Levine's hardware store, 437 St. James St., was broken into in anti-conscription riots and a quantity of rifles stolen.

INDUSTRIAL NOTES

Sarnia, Ont. — Buildings valued at $200,000 are planned in connection with the location here of a new industry for the manufacture of auto accessories. Senator Lyman A. Holmes, president of the Romeo Foundry Company of Port Huron, is said to be behind the new industry. The new concern when opened will be the only one in Canada making high-grade semi-steel metal which is in big demand from automobile manufacturing companies.

INCORPORATIONS

Vancouver, B.C. — Mill Tire Company has been incorporated with a capital of $10,000 to manufacture automobile tires.

Victoria, B.C.—Galena Copper Company has been incorporated with a capital of $150,000 to develop copper mines.

Galt, Ont.—W. A. Hunter, Limited, has been incorporated with a capital of $40,000 to manufacture and deal in sporting goods, automobiles and auto accessories.

Montreal, Que. — Veneers & Panels, Limited, has been incorporated with a capital stock of $500,000 to manufacture and deal in timber, lumber, wood, veneers of wood, veneer preparations, fixtures vehicles.

ST. JOHN, N.B., NEWS

Francis Henry Murphy, employed with T. McAvity & Sons, St. John, before enlisting, was severely wounded on August 15.

John Ward, formerly employed in T. McAvity & Sons, Ltd., hardware store, St. John, has been reported killed in action. Private Ward, who had been overseas only ten months, is survived by his wife.

Harold Clyde Priddle, with Robertson, Foster & Smith, Ltd., St. John, until he enlisted, has been reported wounded. He had been rejected for overseas service half a dozen times, but succeeded in passing the tests after voluntarily undergoing an operation.

James Fleming, Ltd., of St. John, will meet the situation arising from the cancellation of munition orders by transferring their activities to the manufacture of ships' machinery, for which the demand is heavy. They expect to be able to keep their plant and entire staff busy.

T. McAvity & Sons are continuing day and night work in their plant for the manufacture of heavy shells, but have discontinued night work on the small shells. The latter plant was in temporary quarters, and probably will be dismantled, but the big shell plant will be used for other work when the shell orders are concluded.

W. L. CUMMER RETIRES FROM BUSINESS

W. L. Cummer, managing director, Cummer-Dowswell, Ltd., Hamilton, has sold out his interest in the business and will retire. So far as HARDWARE AND METAL could learn at the time of going to press no changes will be made in the name or policy of the Company. Geo. B. Dowswell is President of the Company, and Fred Dowswell, Vice-President.

PERSONAL

Jas. A. Hossack, sales manager, Lufkin Rule Co. of Canada, called on the trade in Montreal during the week.

ARSENIC FOUND IN BORAX SAMPLES

A recent report upon fifty-five samples of Borax after examination by the Inland Revenue Department, indicated that twenty-one samples were found genuine and without excess of arsenic; nineteen were found genuine but with excess arsenic; two were found to contain carbonate of soda declared, and thirteen were found to contain carbonate of soda without declaration and were therefore adulterated.

While Borax is largely employed for laundry purposes, it is also extensively used as a food preservative and also as a general antiseptic. For the last two uses it should be free from more than traces of arsenic and should be true to name. A considerable portion of the samples were found to contain much more arsenic than 4 parts per million as provided by Order in Council, in fact some were as high as 50 to 100 parts per million. The report advocated that borax to be used as a food preservative should be distinguished by its purity from that used for laundry purposes, which does not require to be so free from arsenic.

CORRECTION

In the advertisement of the Northland Ski Manufacturing Co., on page 76, of the Annual Fall Number, an underline of one of the cuts was inadvertently repeated in a paragraph which referred to the world's record jump. The paragraph should have read as follows:

"World's record jump of 203 feet made on a pair of Northland Skis by Henry Hall, March 22nd, 1917, at Steamboat Springs, Colo.—another evidence of the superiority of Northland Skis."

HARDWARE LETTER BOX

The Vacuum Washer

J. B. Crawford Estate, Dutton, Ont.—Kindly advise us through the columns of your paper the manufacturers of the Vacuum Washer.

Easy Washer Co., 14 Clinton Place, Toronto.—Ed.

Dentist Engines

Lumsden Trading Co., Lumsden, Sask. —Could you favor us with the address of the manufacturer of dentist engines bearing the letters N. R. C.

National Refining Co., Ltd., 69 Grosvenor St., Toronto.—Ed.

Enamelled Window Letters

Cochrane Hardware, Ltd., Sudbury, Ont.—Will you please advise us where we can procure enamelled window letters.

J. E. Richardson & Co., 147 Church street, Toronto, and G. A. Bowerbank & Co., 12 Teraulay street Toronto.—Ed.

Cushion Frame Bicycles

The R. S. Piper Co., West Fort William, Ont.—Kindly give us the addresss of a manufacturer of cushion frame bicycles.

These are manufactured by Canada Cycle and Motor Co., who have now discontinued this line, but a few can be procured from R. G. McLeod, 181 King St. W., Toronto, who still has some twenty of these machines—(frames 22" and 24") —on hand.—Ed.

Heavy Draught Canvas Tugs

A. F. Heyworth, Hearst, Ont.—Would you give me the address of a firm from whom I could purchase heavy draught canvas tugs.

Adams Harness Mfg. Co., 781 King W., Toronto.—Ed.

CORRECTIONS

In the annual fall number of HARDWARE AND METAL, a number of names and headings were inadvertently omitted from the classified list of advertisers. The name of the L. Martin Co., 81-83 Fulton St., New York, should have appeared under the following headings: Paint and Varnish, Rubber, Leather, Paper, Cement Concrete. This company has been manufacturing blacks for 69 years, and has had steadily growing business relations with Canada.

Taylor-Forbes Headings

The name of the Taylor-Forbes Co., Guelph, Ont., should also have appeared under the following headings: Lawn Mowers, Clothes Mangles, Builders' Hardware, Hangers and Track, Shelf Hardware, Radiators and Boilers, Brass Goods, Heating Specialties.

New Officers for Sanderson Pearcy Co.

C. N. Holdenby Has Been Elected President, H. P. Porter Vice-President, and J. D. Craig Managing Director—All Men Who Have Been Associated With Company For Many Years.

FOLLOWING the recent death of Sanderson Pearcy, president of the Sanderson Pearcy Company, Limited, wholesale paints and oils, Toronto, a reorganization of the company has been effected at a recent meeting of the board of directors. C. N. Holdenby, who for a number of years has held the position of managing director, has been elected president of the company, and H. P. Porter vice-president. J. D. Craig, who formerly was secretary-treasurer, has been appointed managing director and will still retain the office of secretary-treasurer of the company. With the passing of Sanderson Pearcy one of the interesting figures in the business life of Toronto has gone out. After a venturesome career for a time as miner in British Columbia in the early 60's in which he was accredited one of the most successful pioneers in the mining industry, he returned to Toronto and in 1874 established a wholesale paint and oil business. In 1905 it was turned into a limited company and a number of his trusted employees were taken in as partners. Some of those taken into the concern at that time are now the present officers. Mr. Holdenby has been with the concern since starting as a boy to learn the wholesale business. He has worked his way up through the various stages until he now occupies the chief executive position. Mr. Porter, the new vice-president, has been connected with the company for several years. Mr. Craig, the new managing director, has been connected with the concern for the past fifteen years. His efficient and painstaking care of the detail connected with his position as secretary-treasurer has well fitted him for the duties he has now been asked to assume as managing director. The new officers have plans for the further development of the company in its constantly expanding trade.

C. N. HOLDENBY,

Newly elected President of Sanderson Pearcy Co., Limited

STANDARD STAMPING CO. MOVED

The Standard Stamping Company, formerly of Marysville, is sending out notices of removal to a new location in Huntington, W. Va.

The new plant is a thoroughly modern brick and steel building, 110 by 200 feet, two storeys high, a "day-light" plant, equipped with every convenience for manufacturing. The location is three acres in extent, situated on the main line of the C. & O. Railway in the heart of the City of Huntington.

The Standard Stamping Company has attained some prominence as manufacturers of hardware and electrical specialties, among which are "Fountain" lawn sprinklers, "Standard" spray pumps, "Standard" (electric) table stoves, a splendid line of gas burners, bond, cash, mail and fishing tackle boxes.

INCREASED EXPORTS OF FARM IMPLEMENTS

On a recent visit to the West, Thomas Findley, new manager of the Massey-Harris Co., Ltd., stated that the demands of the western Canada farmers for agricultural implements would be met next year. He stated that there had been a substantial increase in the exportation of Canadian implements to Great Britain, France asd Russia had treated agricultural implements as munitions of war, providing means of transportation for them on the same basis as war materials.

He also stated that for some time labor has been scarce for manufacturing purposes in the east and the companies had to rely largely upon inexperienced labor, with the resultant decrease in production of fully one-third for the same number of men, but he believed that the next two or three months would see the labor situation solved, not only for the implement firms but for manufacturers generally in the east. He believed that arrangements would be made between this government and that of the United States which would allow the necessary materials for the construction of implements to come into this country without hindrance.

Martin Senour Plant at Vancouver

Paint Company Announces Opening of a New Paint and Varnish Factory at Vancouver, B.C.—Rapid Growth of Company in Recent Years —Record of Twelve Years.

A. T. BLACK

General Manager of the Martin-Senour Co., Limited, who announces another move of progress and expansion in the establishment by this company of a new paint and varnish factory at Vancouver, B.C.

AN announcement of interest to the trade generally, and more especially so to those located in British Columbia and the far Western territory, comes from the Martin-Senour Co., Limited, to the effect that they are establishing a complete new and up-to-date paint and varnish factory at Vancouver, to take care of a rapidly growing trade out there.

Twelve years ago the Martin-Senour Co., Limited, broke ground in Canada, and at that time the most optimistic could scarcely have foreseen the progress and development which has taken place during these few short years. Prior to that period the company had occupied a prominent place among the leading manufacturers of paints and varnishes in the United States. In January, 1906, the Canadian Company was organized, and the business of the William Hill Co., of Montreal, purchased. After disposing of the stock and assets of the Wm. Hill Company, the Martin-Senour Co., Limited, established a factory located on Inspector St., Montreal, where the manufacture of the principal lines was carried on, and those on which the sale was limited were for the time being imported into Canada from the Chicago factory. In July, 1909, these premises were found to be too small, and the factory was moved to larger quarters at Mount Royal Avenue and Drolet Street, where about double the old floor space was available. Here the manufacture of the complete line of Martin-Senour paints, stains, enamels, fillers, etc., was carried on. Since that time on all the products of the company have been made in Canada.

In March, 1910, the opening was announced of a branch warehouse at Toronto, situated at 215 Victoria Street, where a large stock of goods could be carried to adequately serve a fast growing Ontario trade.

In 1912 the assets of the Maritime Paint and Varnish Co. of Halifax, who were then jobbing Martin-Senour products, were purchased, and the business is now conducted as a branch distributing warehouse for the Maritime Provinces and Newfoundland.

In the same year, a large tract of land was purchased in Montreal and a new and up-to-date varnish factory was immediately erected.

In 1913, owing to the growth of the business west of Fort William, a factory was erected in the City of Winnipeg, in order to relieve the Montreal plant, which was being worked to its capacity limit, and also enabling the company to render better service to the trade in the Prairie Provinces.

In 1914, just prior to the beginning of the war, plans were completed for the erection of an entirely new and up-to-date paint factory at Greenshields and Beaumont street on the site of the varnish factory. Despite the war and the unsettled conditions, business uncertainty, these plans were gone ahead with, and a few months later the company moved into their fine, new, modern, manufacturing home, where the floor space was more than double that of the two factories previously occupied.

Already this fine, new plant has been found none too large and is being crowded to capacity, and a substantial addition to same is being contemplated. The establishment of a new factory at Vancouver will at least temporarily relieve the other plants, and also place the company in a splendid position to adequately serve the far Western trade.

The urgent need of manufacturing facilities in British Columbia, led the company to secure a building quite suitable for the purpose, where at the present time machinery is being installed, and in a short time the full Martin-Senour line will be manufactured at Vancouver.

This latest move of progress and expansion on the part of this company completes the chain of factories and distributing warehouses from coast to coast, and places the company in a position second to none to serve the trade from one end of the country to the other.

TERNE AND TIN PLATE RESTRICTED

The British Minister of Munition has prohibited dealings in tin plates and terne plates except under special license.

JAPAN WANTS STEEL EMBARGO LIFTED

At a large mass meeting recently held in Kobe, Japan, resolutions were adopted declaring that the American embargo on steel products used in shipbuilding, menaced the prosperity of the country and urged that the embargo be lifted as it affects Japan. A request for relief was cabled to President Wilson.

L. C. DE MERRALL.

The new branch of the Martin-Senour Company being established at Vancouver will be in charge of Mr. L. C. De Merrall. Mr. De Merrall has been Western manager of the Martin-Senour Company at Winnipeg for the past five years. He is a most thoroughly posted and competent paint man, knowing the business from all angles. Besides having a thorough manufacturing experience, he has also had charge of the sales development in the West, and a great deal of the success of this company is due to his aggressiveness while occupying the position of manager at Winnipeg. Mr. De Merrall will still retain the management of the Winnipeg branch of the company, as well as assuming the management of the new branch at Vancouver.

THE CLERKS' DEPARTMENT

BARUCH---WALL ST. PLUNGER ON A BIG JOB

Wilson Appreciates the Qualities of Foresight and Insight Which Make for Successful Speculation.

A Napoleon of speculative finance —the coolest and keenest plunger since James R. Keene—that is one view of Bernard M. Baruch, who made half a million dollars on Wall street in the developments coincidental with the famous "leak" about which Thomas W. Lawson made his sensational charges. But there is another view of Bernard Baruch. Those who know Wall street, know that successful operations are not "plunges" in the usual sense, but are transactions based upon astute deductions as to the effect of passing and prospective events, deductions which can only be reached by a thorough knowledge of business conditions and of the public attitude as well as an understanding of individual enterprises.

The second view of Bernard Baruch is quite evidently the one held by President Wilson, who has appointed the astute operator as chairman of the metals and materials purchasing committee of the Advisory Commission of the Council of National Defence—a job controlling the spending of several billions. The choice, no doubt, brought surprise to those who do not know both men intimately. Of their relations and of the career of Baruch, we print the following from the pen of Edwin C. Hill in Munsey's Magazine.

Understanding Mr. Wilson fairly well, the knowing ones saw that he was making a characteristically short cut to efficiency, with small regard for what anybody cared so long as he got the man who could secure the results desired—which were a swift mobilization of the metal resources of the country; and at prices suited to Uncle Sam's war purse. Reversing his attitude that nothing good could come out of Wall Street meant nothing to the President, who had found good reason on other occasions for complete about-facing.

Understanding Mr. Baruch sufficiently well, they realized that the President had discovered in him the following cardinal merits—a devotion to Wilson and Wilsonism which approached the idolatrous; a singularly developed faculty for striking through a maze of unessential facts to get at the essential heart of a proposition; a technical understanding of the mining and marketing of metals which had been attained by brokerage experience, by personal inspection of big mining properties, and by long and close study of the industries involved; unswerving integrity, and most agreeable personal qualities.

Unquestionably there are hundreds of men in the United States who know more about mines and mining than Baruch knows, but Mr. Wilson could find only one man who combined all the qualifications he desired to see brought to the job of spending billions of governmental money in a very hectic period of the country's history. He understood Baruch, and Baruch understood him. Therefore the appointment was duly gazetted, and Mr. Wilson took an afternoon off to play golf, while he smiled that inscrutable smile of his. The smile that day might possibly have been due to his recollection of Baruch's expressed opinion of Secretary Josephus Daniels—a really great man whom the country doesn't understand."

Behind the famous speculator's undeniable equipment for public service stands the appreciative friendship which has existed between him and Woodrow Wilson since before Wilson's first election. In those days Baruch found himself strangely interested in the Southern college professor, about whose head destiny was already flicking its lightnings. With the uncanny prescience which has marked his Wall Street operations, he perceived that Woodrow Wilson was headed for the top. But he hadn't met Wilson, and probably hadn't a notion that he was soon to become one of the President's few intimate friends.

Baruch's Friendship With Mr. Wilson.

It happened just at that time that the College of the City of New York, Mr. Baruch's *alma mater*, invited him to become a trustee. Flinching from any form of public life, he had about made up his mind to decline the honor when his father, Dr. Simon Baruch, counseled him to accept, on the principle that it was a duty which ought not be evaded; and duty is a passion in the Baruch family.

When he came to sit with the trustees of the City College, he got to know William F. McCombs, soon to be the chairman of the National Democratic Committee, and then in the hot flush of devotion to Professor Wilson's fortunes. To Baruch McCombs talked little else than Wilson, who seemed to him, at that time, to combine the grace and wisdom of all the ages.

Mr. McComb's enthusiasm seems to have moderated subsequently, but that is of no consequence in the present narration. Mr. Baruch's did not. He contributed liberally and without advertisement to the first Wilson campaign fund. When the second campaign came along he cheerfully handed over thirty-five thousand dollars as an original contribution, and then added fifteen thousand to make up the deficit.

In the four years between 1913 and 1917 the friendship between the President and the plunger ripened like wheat under the sun of Kansas. They were mutually appreciative and complimentary. I believe the President has not been definitely quoted in so many words as to his opinion of Baruch, but Baruch has said this of the President:—

"I believe he is the most Christlike man in America."

The admiring comparison seems fairly startling as proceeding from a Hebrew, but it is comprehensive and complete when one is told that Mr. Baruch regards Jesus Christ as having been the perfect man, all question of His divinity aside. Mr. Baruch holds that Woodrow Wilson comes nearer to doing the right thing, the wise thing, at all times, than any mortal man has done since Jesus.

And so Baruch is on the job of locating and buying as cheaply as may be whatever metals the United States of America may need in the world's greatest market operation, which is to bull the common stock of democracy up to one hundred per cent., and at the same time to bear the preferred stock of Hohenzollern, Krupp & Co. to a point where that concern must go into the hands of receivers. Considered in that light, the appointment of Mr. Baruch, who has at times been both bear and bull in cyclonic Wall Street operations, may have been an inspired choice. He is at work buying copper, steel, zinc, and all sorts of common and uncommon metals with the all-powerful backing of the President and with every chance to make a record for intelligent and patriotic service. Taking his orders are the great men of the mining and metal world—gentlemen who possess, it may be said in all truth, a very high admiration for Mr. Baruch's character and abilities.

The Baruch Family.

It is certainly worth while to note from what sort of family our Uncle Samuel's boss buyer springs. It is an interesting family. The personality of its members catches the attention.

Its founder in this country, Dr. Simon Baruch, diagnosed the first recorded case of perforating appendicitis successfully operated on. He will probably go down in medical history as author of the epigram, "If in doubt about appendicitis, operate!" His wife, mother of four able sons, a daughter of the Southern Confederacy and a lady of winning charm, is the author of another epigram, which may have been the basis of the success of the Baruch brothers.' When Bernard, not yet having found himself, was threshing about and getting nowhere in an effort to become a plain business man, she yanked him out of a wholesale glass house and put him into a brokerage office, saying:

"Bernie must go where the money is!"

Bernie's speed thereafter was so satisfactory to his astute mother and to the entire family that there never arose the slightest question as to her good judgment. He not only got rich himself,

but he made all the rest of the family rich. He took one of his brothers from the stage and another from the practice of medicine, united them in a brokerage business, and gave them the necessary shove forward to financial success. Meanwhile he found a place for his youngest brother in the brokerage concern which he had outgrown, and thereby paved the way for that young man's well-earned triumphs.

Behind Bernard Baruch's traditionally Hebraic sense of loyalty and duty to his family, and behind his shrewd trail-blazing in their behalf, there lay, of course, the potential talent for finance possessed by all the Baruchs. They simply had it in them. The mother got Bernie started on the right track, and Bernie switched his four brothers to the main line. They all went where the money was.

A "Bear" is Born.

The big man of the Advisory Commission of the Council of National Defense opened his eyes for the first time in Camden, on August 19, 1870, so that he will be just forty-seven when this reaches the reader. The records of Wall Street transactions for that day are not available, but surely something out of the common must have occurred in the neighborhood of Broad and Wall at about the hour when the Baruchs' family physician informed Dr. Simon that considerable of a boy had been brought into the world. In the light of what was to happen in the years to come, when Bernie "went where the money was," some portent must have been perceptible in that sensitive company. The bears had the greater reason to take joy, for Bernie has been of their persuasion in most of his bigger deals.

From his very start in life Bernie was a model boy—a definite and living proof that it is actually possible for model boys to make a success in life. His father and mother aver, and are probably correct in averring, that they detected in Bernie very early indications of an unusually keen and direct mind of marked analytical powers. The boy never said much, but what he did say was squarely to the point of any discussion. At ten years of age his faculty for brushing aside the clogging unessentials and for getting swiftly at the facts was perceptible to his elders.

In those days, too, Dr. and Mrs. Baruch laid upon him the injunction of duty to be done, and admonished him that scrupulous honesty was the only worthwhile guiding principle for an American citizen. In later years, when Bernie set up as a broker, he put upon his desk in sight of all customers a photograph of his father, upon which was inscribed:

Let unswerving integrity always be your guide.

That photograph, with the admonition from a wise father, remains the principal ornament of Mr. Baruch's working-desk, wherever he may be.

Bernard Baruch's Early Life.

Young Baruch's college career was one triumph after another. He varied his academic study by pondering at home over books on finance, industrial organization, and railroad statistics. Dr. Simon used to wonder what on earth there was in "Poor's Manual" to interest so absorbingly a boy of eighteen. Subsequently, as destiny had planned, of course, the facts and figures gleaned from those hard-headed volumes were extremely useful to Bernie Baruch. Guided by impulses he could not always understand, he had thoroughly saturated himself with the facts of business and finance.

When he was graduated from the City College, Dr. Simon got him a job with the Whitall Tatum Company, dealers in druggists' supplies, at the attractive salary of three dollars per week. Bernie worked for three or four months, getting nowhere, and displaying no promise of ever getting anywhere. Thereupon his ambitious mother stepped in, informed the family conclave that it was time to send him into the places where money was to be got, and made it possible for Bernie to meet Colonel DeFries, financial editor of the *Mail and Express*. It was through DeFries that Bernie got a job as clerk in the brokerage house of A. A. Housman & Co.

The young man hadn't been with the Housmans a month before they perceived his extraordinary bent for brokerage and for speculation. He showed instant talent for winning the regard and confidence of the firm's most notable customers, such men as James R. Keene, Edwin Hawley, and the Guggenheims. He worked his head off, and always with winning smile. His salary of fifteen dollars a week jumped to twenty-five dollars within a few weeks, and then started climbing rapidly.

Presently the Housmans gave him a desk of his own, and he became virtually a member of the firm. As such he conducted big market operations for Keene and other heavy operators of that day, which was in the late nineties. He never revealed a secret. He never took personal advantage of private market information from which his clients did not desire him personally to benefit. It was a time when big deals were frequent—things that might easily have prompted a young man to confidences with the members of his own family; but few persons know less about Bernard M. Baruch's market operations, or how he worked for his large clients, than do his father, mother, and brothers.

His Career in Finance.

Finally he grew too big for the Housmans and branched out for himself. On September 7, 1899, he bought a seat on the Stock Exchange and really began his remarkable career as a speculator—a career marked all through its course by his weird intuition, his uncanny insight as to what investors were most likely to do in certain given circumstances.

No better example of that faculty could be adduced than his selling operations in Wall Street last December, simultaneously with the issue of President Wilson's so-called peace note. Seemingly anticipating what other speculators couldn't grasp, he sold thousands of shares of United States Steel and of other concerns, and profited, by his own testimony, in the sum of $476,168.47.

When Tom Lawson, of Boston, stirred up the animals with accusations that insiders had benefited by advance knowledge of the peace note, and Congress summoned him to Washington to present his evidence—or, rather, his total lack of evidence—it naturally followed that Baruch, as the biggest plunger of the times, was summoned also, although Lawson had not charged him with deliberately benefiting by a "leak." So Baruch went on the stand for two sessions of extremely interesting testimony, the heart of which was his statement that he didn't "pay much attention to rumors," and that it was his habit to read the newspapers thoroughly and to "grasp the psychological effect of the news."

By correctly analyzing the probable effect of the talk about the possibility of peace, he had sensed such public uneasiness over stocks as would inevitably send the market down. Therefore, he sold, and cleaned up almost half a million dollars. The humor that lies in him prompted his reply to the inquisitor's comment that it was popularly supposed that he had made six million dollars:

"Well, somebody got my share!"

For many years previous to this operation Baruch had startled the Street by his faculty of guessing accurately, or, more properly put, by his talent for accurate analysis of obvious facts. Back in 1901, when Amalgamated Copper, the pet of vast interests, was selling up around 130 and the company was paying annual dividends of seven or eight per cent. Baruch decided that the state of the copper industry did not warrant the Amalagamated in paying such dividends, and that a break was sure to come.

He began to pound the stock, and within three years it was down to 33, paying an annual dividend of only two per cent. Nobody but himself knows how much he made out of that gigantic bear operation. The guess has always been from two to three millions. Nobody but himself knows what his fortune amounts to to-day. The estimate is anywhere from five to fifteen millions, with most people opining that ten millions wouldn't be far from the correct figure.

In the following years he transacted big deals for Keene, Ryan, Harriman, Hawley, and the Guggenheims. Baruch became the "go-getter" for these captains of finance. It was the era of great consolidation, when the big men of Wall Street were organizing a series of huge trusts and corporations. Because of his intelligence and dependability, the Guggenheims sent him to the West to buy copper-mines, Thomas F. Ryan commissioned him to acquire tobacco companies. Hawley to investigate or purchase railroad properties. He was trusted with hundreds of millions of dollars in these highly responsible tasks. These men were his personal friends, admiring him as well as trusting him.

It was the late Jim Keene who gave him his nickname of "Barney"—a name which he dislikes, but which has fastened itself upon Wall Street habit. His family and friends call him "Bernie," a natural diminutive of Bernard.

About 1912 he practically retired as a day-by-day speculator and became a capitalist, maintaining his office at 111 Broadway; but on occassion, as in the little panic of last December, he has plunged again into the market and hit hard. He quit with the reputation of never having been any man's man.

So little has been known of the personality of Bernard M. Baruch that many persons may not be aware of his fondness for athletic sports and his excellence in several of them. He is a first-rate horseman and a crack shot, and knows how to handle the gloves with the best of the amateur heavyweights. Moreover, he is a fighter when people annoy him excessively. Once in St. Louis, where he went to buy a tobacco company, he was striding through the old Union Station when he happened to tread upon the foot of a burly fellow. Baruch apologized instantly, but the man cursed him roundly. Baruch dropped his hand-bag and punched his abuser so powerfully that the burly one lost all interest in the subsequent proceedings. A friend butted in, as they say in Wall Street, and went down before a swift left hook. Baruch surveyed the two victims of an unsuccessful bull operation, smiled pleasantly, and went on about his business.

His family and friends know him for a perfectly human person, as likable as you please, with a delightful smile, a quick sense of humor, a talent for mimicry that would make him a living on the stage, and a perfectly idealistic devotion to his father, mother, and brothers. Whatever he has is theirs—literally. His generosity knows no bounds.

His philanthropies include large gifts known to none save the beneficiaries and to the members of the Baruch family, large contributions to war sufferers' funds and to the Red Cross, and a hospital given to the City of Camden, South Carolina, in memory of his father.

He is a big chap physically, standing six feet three inches, and possessing the chest of a blacksmith. His hair, very

(Continued on page 53.)

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

RIE NIE AUTOR PATCH

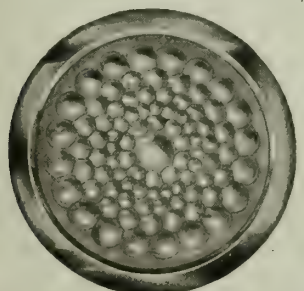
A new Rie Nie product being marketed by the Durkee-Atwood Company, Minneapolis, Minn., is an Auto Patch for use on casings, rubber hose, rubber boots, coats, water bottles, auto tops, etc. The Auto Patch is used without preparation and without heat or tools. It consists of three ply rubber and fabric, and is claimed to be a quick and everlasting repair. Rie Nie Patches are guaranteed

Self-Vulcanizing Auto Patch

to mend satisfactorily the smallest puncture or the largest blowout. The layer of best cured rubber placed between the two layers of raw rubber are claimed to make the Rie Nie Auto Patch absolutely leak proof, and the fabric adds to the strength of the patch and gives the best wearing qualities. The adhesive power of the Rie Nie Self Vulcanizing Auto Patch is claimed to be such that after a tube is repaired, it may be immediately replaced in the casing, pumped hard, and the tire put to any speed and the hardest use. Auto Patch sells in 36 inch square patches at 50c to $5 for shop size patches of 648 sq. inches.

FLEXLUME AUTO LENS

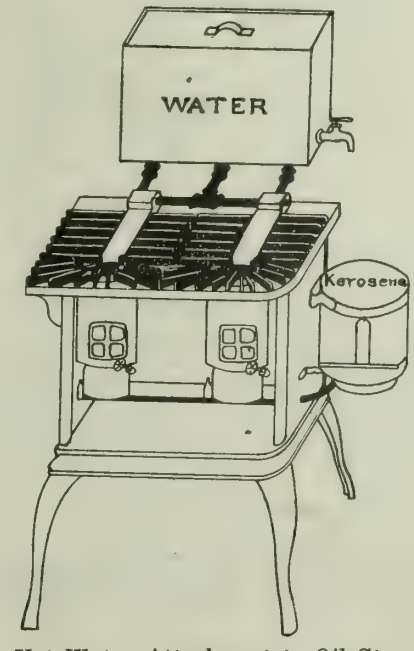
A new automobile headlight lens is being made and marketed in Canada by The Flexlume Sign Co., Ltd., of St. Catharines, Ont., which is claimed to be the last word in light-projecting perfection. The new lens was designed with the purpose of supplying a light of the highest efficiency from the drivers' standpoint, and at the same time a light which is not objectionable to other motorists. The lens is claimed to give a well diffused driving light, thus taking the danger out of dark turns, as well as effectively reducing the headlight glare. The lenses are made to fit any car of standard make and are made by a patented process held by the Flexlume Sign Company. The lens, it is claimed, embodies all the features of the imported lenses, and more is claimed for it, while the price is reasonable owing to the fact that the lens is a Canadian product. The Flexlume Lenses are made in one-quarter inch sizes only and are priced from $2 per pair in 8-inch size, to $4 per pair in 10 and 10½-inch sizes. Quotations and descriptive matter will be supplied upon request.



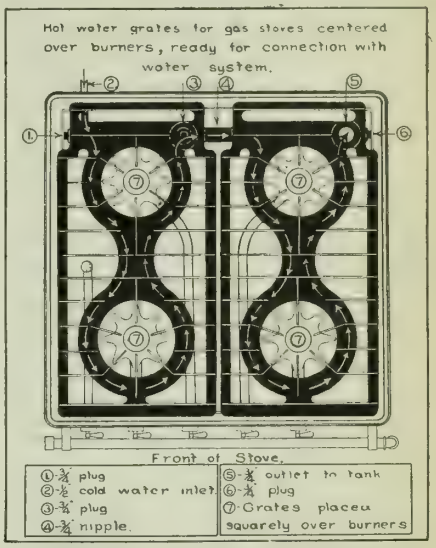
Flexlume "Made in Canada" Headlight Lens

HOT WATER GRATES

Minneapolis Hot Water Grate Company, Minneapolis, Minn., is marketing a hot water grate attachment to gas or oil stoves, which is claimed to heat water with no additional expense while cooking meals. The grates take the place of ordinary grates on any cook stove; they are hollow, and are connected with the hot water tank. The water circulates through the coils around the burners and is heated while using the stove for cooking purposes. The heat used is that thrown off from the bottom on the cooking utensil and is waste heat. If it is desired to heat the water in the tank during the day for a bath or for other purposes, when the stove would not otherwise be used for cooking purposes, a pan of water or asbestos covering over the burners will have the same result. One illustration shows the hot water grates on gas stoves centred over the burners and ready for connection with



Hot Water Attachment to Oil Stove



Hot Water Grates on Gas Burners

the water system. If there is no hot water tank in connection with the system a small seven-gallon tank is furnished for attachment to the oil stove as shown in the other illustration.

AUTO FUEL GENERATOR

A new hydro-pneumatic gas generator which, the makers state, is guaranteed to save over 50 per cent. in automobile fuel cost, is being marketed by Canadian Pneumatic Tool Co., Ltd., 379 Craig St. W., Montreal, Que. The generator is claimed to produce a powerful gas from equal parts of kerosene and gasoline mixed in the automobile tank. The carburetor measures and atomizes the fuel into the gas generator. The function of the generator is to prevent raw fuel from entering and destroying the engine, and to prevent waste by forming a gas mixture which is entirely consumed, thus giving, it is claimed, 100 per cent. efficiency. This completely gasified mixture is the expanded product of the fuel, producing hydro-pneumatic gas, which, it is said, the company guarantees to effect a saving of more than 50 per cent., using a mixture of half and half kerosene and gasoline. The device, it is claimed, will generate gas from other cheap fuel mixtures, and it can be installed in 30 minutes. The device is also claimed to prolong the life of the motor, increase mileage and power, and is claimed to be carbonless, smokeless and odorless.

WHAT OTHER PAPERS SAY

NERO A SAINT COMPARED WITH SOME WHO LIVE IN AMERICA

From *Manufacturers' Record* (U.S.)

A tremendous issue is before us. We have been pleading with the country for many months to realize it. But, with eyes bandaged in order to prevent seeing the truth, with ears stopped in order that they might not hear it, the politicians in Washington have, for the last two years, been wasting the most priceless time in human history; deaf to the call of the world for the rescue from barbarism, and blind to the certain destruction of our own country unless, standing with the Allies, we save them from ruin.

Washington has been filled with pro-Germans, the Congress of the nation has listened to the speeches of traitors guilty of treason to a degree which ought to have sent them before the firing squad; the country at large has refused to awaken, and so we have gone on day after day, week after week, month after month and year after year, until now we have reached a point where the danger which confronts us is the greatest in its terrific possibilities ever confronted in the world's history by such a nation.

Nero fiddling while Rome burned was a patriotic saint, worthy of the highest admiration of his own generation and of all the generations that have followed, as compared with many of the men in Washington, whose work has not been merely to fiddle in pleasure, but who have been engaged in throwing on the fuel and lighting the torch with which to burn the nation's life at the stake. And these men are not only the pro-Germans and the traitors whose presence disgraces Congress, but there have been many others whose narrow vision, whose inability to comprehend facts, has made them, sometimes unintentionally, it is true, co-partners with the traitors and with those who have tried to nail the nation to the cross and around it pile the fagots and help to put the torch that they might around this martyred national pyre dance with fiendish glee and prepare to welcome Kaiser Wilhelm and his co-workers fresh from Hell.

WHEN THE GETTING IS GOOD

From *National Bulletin* (U.S.)

The city department stores taking their cue perhaps from the success of mail order interests in securing a postal subsidy are also looking for a handout.

It is not pleasant to think of, but when we consider just how certain mail classifications were "interpreted" so as to bring an enormous saving in postage to mail order houses, and at the same time effectually excluding the small merchants of the country from the same benefits, it is readily conceivable that the postal officials may contrive some way to "fix it" for the department stores also.

In brief the scheme of the department stores seems to be to induce the Post Office Department to so revise and expand the parcel post system that they can largely discontinue their delivery service and have all packages, bundles, boxes, etc., delivered through the mails.

In urging their scheme, the representatives of these stores point out that they all maintain costly delivery systems all covering the same territory, and that this duplication of equipment and service entails an enormous expense which could be greatly reduced if the business was handled by a single system. The inference then is that this saving would be passed along to the consumer.

This of course is absurd; department stores are business institutions and it is a sure bet that any new scheme they push is certain to be one that means more money for them.

There is nothing to hinder their organizing co-operative delivery systems, just as has been done successfully in so many small towns and so themselves eliminate this duplication of service.

The fact of their ignoring this point while striving to unload their delivery service on to the parcel post system, notoriously operated at a loss from the very first, goes to show that they see here a chance to get an increase in their profits at the expense of the tax-payer.

SAUCE FOR THE GOOSE VS. GRAVY FOR THE GANDER

From *Printer's Ink* (U.S.)

When manufacturers and wholesalers calculate their own margins they work from the retailers' cost basis by a system of trade discounts which insures the correct statement of their earnings on the total volume of their sales; but when they address retailers they almost universally succumb to the temptation to measure by the more liberal-appearing rule of calculating from cost.

Under this dual system of figuring margins are swelled amazingly; 20 per cent. becoming 25 per cent.; 25 per cent. grows to 33 1-3 per cent.; 33 1-3 per cent. swells to 50 per cent.; 50 per cent. leaps to 100 per cent.—and so on with almost geometrical progression. This system of playing both ends against the middle has become completely familiar to well-informed retailers, who capably analyze and reduce it to correct terms before they buy. Thus nothing is gained by drawing the long bow when dealing with enlightened retailers, except, perhaps, a tolerant smile at the seller's expense. But less adroit retailers who lack ability to figure accurately are subject to the common human weakness of suspecting more evil than exists, hence they discount more liberally than the facts warrant. Perhaps we might say that the effort of the manufacturer to make them believe that 2×2 makes 4.10 results in their gaining the firm conviction that the "answer" is 3.90—and the conviction of an ignorant man is very difficult to alter. Hence, in this case, the manufacturer not only is denied the credit he claims, but gets less than he is really entitled to receive.

Inasmuch as this obsolescent scheme of juggling with arithmetic gets nothin' for nobody, why not just drop it Why not simplify matters by preparing one kind of sauce for both the goose and the gander?

THE BUSINESS OF PRODUCTION

From *Financial Post*

Let us again give emphasis to the necessity for immediate and aggressive action in the campaign for increased agricultural production in 1918. Now is the time to lay the foundation for that effort which will help Canada to fulfill her duty to the Empire and to the Allies—a duty in which she has failed in 1917. And not only is this a duty, but it is good business. That agricultural production is the foundation of our national prosperity was the keynote of the address of Dr. Rutherford, Superintendent of the Department of Natural Resources of the C.P.R. at the National Exhibition luncheon on Farmers' Day.

Dr. Rutherford declared that it was time that Canadian people woke to the necessity of putting the best agricultural brains in charge of our departments of agriculture. We agree with him that the best agricultural brains should be serving these departments, but we do not believe that they should necessarily be in charge.

Agriculture is an industry which is closely related to science. But in securing production we believe that the principles of science are secondary to the principles of business. We believe, as we have previously declared, that our departments of agriculture should have the services of our best agricultural scientists, but also that they should be directed by executives who have proven their capacity for effective organization to productive ends.

Agriculture is a business. When we put business methods on the farm—when we show the farmer that there is big profit in increased production despite certain increases in the cost—then we will have increasing rather than decreasing crop areas. If the prices do not encourage the larger operations, then they should be raised by regulation rather than lowered. The world demands more food. Price is a secondary consideration for the time being.

CO-OPERATION.

From *American Artisan*

If one would take time to figure out what is the most important factor in the progress of the world, what it was in the past and will be in the future, the answer would be undoubtedly, co-operation. It has raised man from the ape stage to his present position. It has developed culture and built up that intricate structure which for convenience we will call "society."

Every movement which is started for the furtherance of co-operation should receive the endorsement of every intelligent business man or woman so that anything he or she can do for the general good should be deemed a duty. Co-operation is the association of a number of persons for their common benefit. It is what is needed to secure for each and every merchant a sure foundation for his business. It is, or should be, the objective point of every Business Man's Association. These organizations, whether it be in large cities or country towns, are formed for the good of every merchant in the district in which they are established and each should deem it a privilege to be numbered among its membership. The fundamental constituent of such an organization ought to be "fair play and reciprocity," which means progress to the entire community. It should therefore be the aim of every retailer to give not only his moral but active support to any such association so long as it is trying to carry out these principles.

(Continued on page 53.)

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

IN the majority of instances where price changes were recorded during the week they were in an upward direction. In two instances there were declines, notably in lead pipe, lead waste pipe and in soldering coppers. Advances were made effective on whip stocks, whip lashes, farriers' knives, chandelier hooks, steel squares, sleigh bells, lace leather, push pins, pushless hangers, expansive bits. Low price quotations on galvanized sheets may again be moved up to the point where they were when decline took place some two weeks ago. A recent ruling with respect to payment of duty may make higher prices necessary. There was a much firmer tone in the market for ingot copper and tin during the week. Pig lead remains unchanged in a somewhat easier market. There is an acute situation on Canada plates, there being practically no stocks available either in the Toronto or Montreal markets. Prices are purely nominal. Stocks are on order from the manufacturers, but there is no assurance when they can be shipped. Business in hardware lines continues seasonably good.

MONTREAL MARKETS

MONTREAL, Sept. 12. — Practically undisturbed by any price change of importance the hardware markets have shown fair business, with future delivery orders considered quite satisfactory. Glue and size have advanced. Shovels have gone up $1. in the States but this has not yet affected Canada.

Ingot metals and allied lines are more interesting. The elements of uncertainty as to the attitude of the United States Government toward fixing pig iron prices is still disturbing Canadian users. Since the embargo on August 15 United States shippers have found it almost impossible to satisfy the Government requirements as expressed by the export licenses. The form of license has been changed three times, and now the last form calls for the answer of every conceivable question that might have anything to do with the matter. The application must be signed by the shipper, the consumer, the Washington authorities, and the Canadian authorities, and the document must travel several hundred miles before finally being attached to the bill of lading. Even then if the shipment is not made all at once additional applications must be sent around the circle. The difficulty of doing business under these conditions is enormous. Meanwhile Canadian plants dependent upon a supply of iron from the United States have been placed in a very awkward position. How long the present condition will last is uncertain, but there are indications that iron will shortly be exported again in limited quantities. In sheets and plates the market is equally disturbed. No firm prices can be recorded in standard wrought pipe as orders are only accepted at the price fixed by the shipper at time of consignment, and standard lapweld is practically off the market so far as any firm quotations are concerned. Sheets and plates have firmed up. Lead pipe, etc., under a weakening raw metal market has declined 1c. The advance in copper in New York owing to large orders by the Allies, resulted in an advance locally. It is interesting to note that the mine of the Canada Copper Company situated near Princetown, B.C., which is shortly to be opened up, has some 10,000,000 tons of ore in sight. It is announced that the Granby management has rounded up some more excellent copper prospects in B.C. It looks as if Canada's copper industry will play a very important part in the world's supply in the near future.

Nails And Wire Demand Is Slow

Montreal.

NAILS AND WIRE.—There is no change in nails and wire. Supplies from manufacturers are slow, and there is little margin for any strong demand. Orders at present are of the small jobbing kind, and they can be met in part if not wholly.

Coal Oil Demand Is Much Heavier

Montreal.

GASOLINE, COAL OIL.—With the colder weather the demand for gasoline has fallen off somewhat, while that for coal oil is much heavier. In fact there has been quite a rush for coal oil the last few days, but the weather conditions have been somewhat unusual and the demand is expected to get back to normal when the weather changes. The market is firm and unchanged.

Licensing System Causes Much Delay

Montreal.

IRON AND STEEL.—Nothing spectacular has occurred, and the mills are still waiting on the course to be pursued by the United States. Nothing seems definitely settled there, and what with licenses and congested freight the situation is none too bright. Orders are of a seasonable character, but are of a hand-to-mouth character .

MONTREAL—	
Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 18-0 19
Black Diamond tool steel, per lb	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0 18-0 19

Lead Products Are Down 1c Pound

Montreal.

LEAD PRODUCTS. — Consequent upon easier conditions in the lead market, all lines of lead products have been cut 1c with the exception of lead sheets, 4 to 6 lbs., which have declined ½c. Fair seasonable demand is showing, and while users are keeping fairly well up to requirements there is no stocking up offered. The present decline may induce brisker buying, but it is doubtful unless in the case where a big contract is concerned. We quote:

MONTREAL—	
Lead pipe, lb.	$0 18
Lead waste pipe, lb.	0 19
Lead traps and bends	20% on list
Lead wool, lb.	0 18
Lead sheets, 3 lbs. sq. ft.	0 16¾
Lead sheets, 3½ lbs. sq. ft.	0 16¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 17

Restrictions On Sheets Playing Havoc

Montreal.

SHEETS AND PLATES.—The license restrictions of the United States Government are playing havoc with the trade in sheets and plates for not many

jobbers can certify that these lines are wanted for munition work only. Inquiries are good, and if supply were anything like good, business would be brisk as there are no stocks about. We quote the one price of $11.50 for 10 gauge and other gauges proportionate, but do so with the reservation that prices are in a very unstable position.

MONTREAL—	Montreal, 100 lbs.
10 gauge	$11 50
12 gauge	11 60
14 gauge	11 65
16 gauge	11 75
18-20 gauge	11 80
20-22 gauge	11 85
26 gauge	11 90
28 gauge	12 00

Demand For Scrap Materials Is Light

Montreal.

OLD MATERIALS.—There is no change in this market. Naturally there is not so much scrap material about as there used to be in the old pre-war days. On the other hand the demand is light, and under these conditions the market keeps fairly steady.

MONTREAL—		
Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 24	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06½	.....
Bicycle tires	0 08½	.....
Auto tires	0 06	.....

Oil Heaters Have Been In Fine Demand

Montreal.

STOVES AND RANGES.—The cold weather has brought quite a flurry in the oil heater demand, and storekeepers have been unable to meet it in many cases. This has resulted in a hurry-up call on the wholesalers who in turn have light stocks owing to inability of manufactures to supply them. This means that a good many buyers have to be content with, "We have none now, but plenty on order."' Prices are on the firm side. Ranges are showing seasonable call. Enameled ware and galvanized goods are in fair demand.

Copper Is Firmer; Lead Prices Decline

Montreal.

TIN.—There is no change in the tin market and we continue to quote 64c to 64½c per pound.

COPPER.—With copper stronger in New York, local prices have firmed up again and we quote 33c to 33½c. The Allies have been buying copper heavily which no doubt accounts for the increase of price strength. Local orders are fair for small jobbing lots.

LEAD.—Owing to a lack of strength in the primary markets, lead has fallen back to the quotations of two weeks ago, and we now quote 13½c to 14c. Trade is fair, with good inquiries.

SPELTER.—There is no change, and we quote 10½c to 11½c.

ANTIMONY.—No change. We quote 20c.

TORONTO MARKETS

TORONTO, Sept. 13.—While there is a continued upward trend to manufactured articles, the number of changes have been fewer than within recent weeks. A decline was registered on one line, that of soldering coppers. Lead pipe and lead waste pipe have also been moved to lower levels. Advances have been recorded on whip stocks, whip lashes, farriers' knives, chandelier hooks, steel squares, sleighbells, lace leather, push pins, expansive bits. Business continues seasonably good. Fall and winter goods are being shipped out freely, with practically no cancellations on lines for fall and winter use. In some lines additional goods have been ordered, which to wholesalers indicates that retailers' stocks are low. There has been no indication of any reductions in staple lines, such as wire, wire nails, screws, tacks, bolts and other lines, prices remaining steady.

Whip Stocks And Whip Lashes Up 7½%

Toronto.

WHIP STOCKS, LASHES.—Higher prices have been made effective during the week on whip stocks and whip lashes, the increase amounting to approximately 7½ per cent. On whip stocks, for No. 361 by 3-foot length, the price is $1.35 per dozen, while on No. 365 the price is $7.50 per dozen for 3-foot length. On whip lashes, No. 503½ by 3½ feet, the price is $2.45 per dozen, and on No. 503½ by 4½-foot at $3.15 per dozen.

Farriers' Knives And Chandelier Hooks Up

Toronto.

KNIVES, CHANDELIER HOOKS.—Higher prices have been made effective on farriers' knives, the increase amounting to 10 per cent. No. 4,979 is now quoted at $5.50 per dozen. Another line to advance in price during the week was chandelier hooks, on which the increase amounts to approximately 12 per cent. No. 410 by 3 inch is quoted at $1.25 per dozen, No. 410 by 4 in. is quoted at $1.30 per dozen, and No. 410 by 6 in. is quoted at $1.45 per dozen.

Steel Squares Have Been Increased 10%

Toronto.

SQUARES.—An advance of approximately 10 per cent. has been made in the price of Eagle steel squares, which now makes the following net prices effective on some of the popular sizes: No. 1, $21.50 per dozen; No. 2, $19.35 per doz.; No. 3, $18.30 per dozen; No. 5, $17.20 per dozen; No. 7, $16.20 per dozen; No. 11, $11.25 per dozen; No. 12, $13.45 per doz.; No. 14, $16.20 per dozen; No. 34, $12.60 per dozen; No. 100, $22.55 per dozen. The usual extras are charged for nickel-plated and blued finish.

Broom Shortage Looms A Possibility

Toronto.

BROOMS.—Manufacturers of brooms assert that there is an acute situation developing in the industry owing to the very high prices of first-crop broom corn. Brokers in the United States advise holding out of the market until the later crop corn comes, which they expect will be lower in price. This will be some two month in the future. Local manufacturers point out that it is unsafe to get into the market on the present basis of broom corn, and that a shortage of brooms may result from holding out of the market until new stocks of corn arrive. The demand may be so great at that time that it will be hard to meet owing to the present cessation of making.

Lace Leather Shows Wider Range Of Prices

Toronto.

LACE LEATHER, BELTING.—The range of prices on lace leather has been widened during the week by the increase of 10c per pound in the higher level of prices. The advance recorded in this respect is from $1.65 to the new price of $1.75 per pound on side lace leather and to $1.95 per pound on cut lace leather. Belting remains unchanged at recent discounts, extra quality being quoted at 30 and 5 per cent. off list, and cut lace leather at 40 per cent. off list. There is a firm situation in the market for these commodities, due to the heavy demand for leather for army purposes. Belting manufacturers report a continued good demand.

Soldering Coppers Register A Decline

Toronto.

SOLDERING COPPERS.—A decline of 4c per pound has been put into effect on soldering coppers, which now makes the base price of 3 to 8 pounds 66c per pound. For the 2½-lb. size the price is 67c per pound; 2-lb., 69c per pound; 1½-lb., 70c per pound, and 1-lb. at 73c per pound. This is one of the few lines that has registered a price movement in the downward direction, and is due to the easier situation in the copper market, where declines have been recorded owing to the possibility of regulation of prices by the United States Government.

Push Pins And Pushless Hangers Up

Toronto.

PUSH PINS.—An increase of 5 per cent. has been put into effect on Moore's push pins and pushless hangers. Nos. 1 and 2 push pins are now quoted at $1.05 per dozen, the former price being $1. On style C pushless hangers there has been a similar increase on Nos. 24, 25 and 27, the new price being $1.05 per dozen. There have been few articles to escape

the advancing tendency within recent months, and push pins and hangers have this week joined in the upward trend.

Expansive Bits And Sleigh Bells Higher

Toronto.

BITS, SLEIGH BELLS.—An increase of approximately 7½ per cent. has been made effective on the price of sleigh bells of all kinds, prices having advanced from 5c to 10c per dozen. Clark's expansive bits is another of the lines on which advances have been made during the week, the increase amounting to approximately 10 per cent. Small size expansive bits are now quoted at $11.40 per dozen and large at $16.40 per dozen.

Electric Irons And Clothes Lines Higher

Toronto.

SAD IRONS, CLOTHES LINES.—Princess electric irons have been advanced 15c each, making the price now $3.35. Prices on other sad irons remain unchanged from the quotations of last week, as given in current quotations. Galvanized clothes lines is another line that has recorded an advance during the week; No. 19, six-strand, in 100-foot lengths, is now quoted at $4.75 per 1,000 feet, an increase of 15c; No. 19, six-strand, in 50-foot lengths, is quoted at $5, which is also an advance of 15c.

Nails And Wire Are Holding Steady

Toronto.

NAILS, WIRE.—The position with respect to wire and nails can be characterized as one of steadiness. There has been a reduction of $5 per ton in the price of wire rods in the United States, but this is not of sufficient amount to make any material difference in the price of wire or nails. It was pointed out by one wholesaler hardwareman that the price of wire rods in the United States is still at $90, and that before any material difference would be made the price would have to reach somewhere in the neighborhood of $75 per ton. It was pointed out that present prices of wire and nails were not based on recent costs of wire rods, and that consequently there would have to be a considerable reduction in price before the point is reached where a decline is warranted. There has been a fairly good demand for nails. Prices remain unchanged at those given in current quotations.

Gasoline And Coal Oil Hold Without Change

Toronto.

GASOLINE, COAL OIL.—There was little change in the situation in gasoline and coal oil during the week, continued firmness being characteristic. Demand for gasoline has been good, with excellent weather for motoring. Consumption of coal oil is mounting now that the cooler days have been here, when oil heaters are brought into service before furnace fires are started. The crude oil situation remains unchanged at the recent high levels for mid-continent. Gasoline is quoted at 31½c and 32c per gallon, and benzine at 1c per gallon less than these prices. Prices on coal oil and lubricating oil will be found in current quotations.

Galvanized Sheets May Go Up Again

Toronto.

SHEETS, PLATES.—The decline of 75c per 100 pounds in certain quarters on galvanized sheets seems in fair way to be short-lived, judging from intimations made by dealers during the week. The Customs Department has recently made a decree that the payment of duty on 25 per cent. excess value at the date of purchase applies from the time when the specifications for order were sent to mills. In other words, contracts that were made last October with mills, and on which specifications for shipment were not made until March or April of this year, will be considered as dutiable according to the price obtaining at the date of specification. This is sufficient to cause the dealers to lose the advantage which they formerly apparently had under the rule of duty payable at the time of purchase, which is understood to be the time of contract. Dealers have been to Ottawa to interview the authorities with respect to the new ruling, and if the powers there are implacable, it is possible those concerns who reduced their price will return to the base of $12 for 10¾ oz. Some stocks of both galvanized and black sheets continue to accumulate.

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Suspense Has Caused Unsettled Conditions

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—There is an unsettled condition in the market for corrugated sheets, as buyers have been holding off awaiting developments in the United States. Dealers anticipate that stocks in retailers' hands are low, and that when something definite turns up there may be a rush of buying. There has been some buying of a hand-to-mouth nature, but only immediate needs are looked after. Prices remained unchanged for corrugated sheets, eavetrough and conductor pipe, the two latter commodities being quoted at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Higher Levels On Mining Tool Steel

Toronto.

IRON AND STEEL.—The low quotations of $5 per 100 pounds on bar iron disappeared during the week, and the general quotations is now $5.25. Concerns making the quotation recently at $5 have advanced 25c. Spring steel shows a higher range, being quoted up as high as $11.50. Mining tool steel is also in slightly firmer position, an advance of ½c per pound having been recorded, making the low quotation now $18. Sheet cast steel in the lower range has been advanced to $30 per hundred. Nothing definite as yet has been announced by the price-fixing committee of the United States Government. There is a fair demand locally for iron and steel. With the shutting off of shell orders to the munition plants dealers anticipate there will be plenty of steel available for the merchant trade in the near future.

TORONTO—	Per 100 lbs.	
Common bar iron	....	$ 5 25
Common bar steel	....	5 50
Refined iron	....	5 65
Angle base	....	5 75
Horseshoe iron	....	5 50
Tire steel	....	5 70
Norway iron	9 00	11 00
Mild steel	....	5 50
Toe chalk steel	....	6 25
Sleigh shoe steel	....	5 50
Band steel, No. 10	....	5 75
Do., No. 12	....	6 00
Spring steel	8 00	11 50
Mining tool steel	18 00	26 00
Sheet cast steel	30 00	35 00

Boiler Tube Stocks Are Getting Lower

Toronto.

BOILER TUBES.—With the recent demand for boiler tubes there has been a noticeable diminution of stocks owing to the failure of dealers to get additional supplies from the manufacturers in the United States. However, it is anticipated there will be sufficient stocks on spot to see the needs of the trade through the present calendar year. There have been fairly heavy demands for boiler tubes within recent weeks both for repair work and on new installations. Prices held unchanged during the week.

TORONTO—	Per 100 feet. Cold Drawn	Lapweld
1-inch	$33 00	$ ....
1¼-inch	36 00	....
1½inch	38 00	32 00
1¾-inch	38 00	32 00
2-inch	45 00	33 00
2¼-inch	48 00	35 00
2½-inch	50 00	38 00
3-inch	58 00	45 00
3¼-inch	....	53 00
3½-inch	70 00	55 00
4-inch	82 00	67 00

Lead Pipe And Waste Pipe Decline 1c Pound

Toronto.

LEAD AND ZINC PRODUCTS.—Following the easier tendency in the pig lead market a reduction in the price of lead pipe and lead waste pipe has been made effective during the week to the extent of 1c per pound. Lead pipe is now quoted at 18c per pound, and lead waste pipe at 19c per pound. Lead traps and bends remain unchanged at 20 per cent. advance on list. Lead wool and lead

sheets, together with solder, remain unchanged. Demand for lead and zinc products is only fair.

TORONTO—

Lead pipe, lb.	$ 0 18	....
Lead waste pipe, lb.	0 19	....
Lead traps and bends	20% on list	
Lead wool, lb.	0 18	....
Lead sheets, 3 lbs. sq. ft.	0 17¾	....
Lead sheets, 3½ lbs. sq. ft.	0 17¾	....
Lead sheets, 4 to 6 lbs. sq. ft.	0 17½	....
Cut sheets, ¾c lb. extra and cut sheets to size, 1c lb. extra.		
Solder, guaranteed, lb.	0 40	....
Solder, strictly, lb.	0 37½	....
Solder, commercial, lb.	0 36	....
Solder, wiping, lb.	0 37½	....
Solder, wire, lb.	0 46	....
Zinc sheets, per lb.	0 26	....

Heavy Zinc Lower; Heavy Copper Up ½c

Toronto.

OLD MATERIALS.—Old heavy zinc declined 1c per pound during the week, making the quotations now from 5½c to 6c per pound. Lower prices were induced from the easier condition in the primary market and the lack of demand on the part of consuming mills. Old heavy copper, on the other hand, was up ½c per pound, making the quotation 22½c. No. 1 railroad wrought iron was lower by $1 per ton at $21. No. 2 railroad wrought was also easier, being quoted from $9.50 to $10 per ton. There is very little anxiety to buy on the part of consuming mills, and collectors on the other hand show a disposition to hold their stocks.

TORONTO—

Tea lead	$ 0.07¼	.....
Heavy lead pipe	0.09¼	.....
Yellow brass	0.14¾	0.15
Red brass	0.20	.....
Light brass	0.09½	0.10
Heavy zinc	0.05½	0.06
Heavy copper	0.22½	....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	21 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00
Country mixed scrap	....	12 00
Country No. 1 wrought iron	....	18 00

Canada Plate Is Very Scarce Article

Toronto.

STOVES, ENAMELWARE.—There has been a good shipping business on stoves of all kinds for the fall trade, as retailers have evinced a desire to get their stocks in store as soon as possible. Manufacturers have been unable to get sufficient stocks of raw materials to take care of the entire demand that was existent, and they have accordingly been compelled to short-order in some instances. There is great difficulty being experienced in getting supplies of coke at the present time, transportation facilities evidently are working under stress. Some manufacturers state they have been running from day to day, not knowing whether they would have sufficient supplies to keep their plants running for any length of time. They anticipate an acute shortage this winter if arrivals are so meagre at this stage of the proceeding. Enamelware held in steady market without change in prices. A very acute situation has developed in Canada plate, from which stovepipes are made. There is practically none obtainable in the local market. Stocks are on order, but dealers have no assurance when they will be shipped or when they can expect to get them. Prices on this line of goods are purely nominal.

Quiet Time In Cordage Industry

Toronto.

CORDAGE, TWINE.—There was a quiet week in the cordage industry during the week. The heavy demand for binder twine is over, and new business in cordage lines has been of a routine nature. Shipments have been sent out for the most part on fall orders. There is a continued firmness in the market, with no price changes to record. Sisal rope is in a strong position. Orders are not being booked ahead for any length of time owing to the uncertainty of the market. Retailers are taking stocks largely for immediate requirements. Prices will be found in current quotations.

Lead Shows Still Easier Tendency

Toronto.

INGOT METALS.—There was a sagging tendency in lead in the primary market during the week but tin and copper on the other hand gave evidence of greater firmness. Business locally in ingot metals continues to be light, as there is only a hand-to-mouth buying. Wholesale dealers report that where they would formerly make one sale to a concern in a week they are now making three. Orders are light owing to the unsettled condition in the markets generally.

COPPER.—Prices were unchanged in the local market for casting copper at 30c to 32c per pound and demand was of a hand-to-mouth nature with more inquiry noted. In the primary market at New York and advance of 1c per pound was recorded during the first of the week. Copper has been gathering strength owing to the announcement that a considerable quantity of copper had been taken by the United States Government on behalf of Allied Governments and that 25c had been paid.

TIN.—A more active demand was noted in the primary market for tin and prices in that quarter were higher in accordance. Locally the demand is showing improvement and prices held firm at 64c per pound.

LEAD.—There was a disposition to quote easier prices on lead in the local market, the range being from 13c to 13½c per pound, representing a decline of ½c in some instance. Easier conditions followed the trend in the primary market where a decline of ⅛c was recorded on the part of smaller producers. Demand locally is quiet.

SPELTER.—A slightly firmer tendency is noted in the spelter market during the week, quotations locally in certain instances ranging ½c up. In the primary market there was more inquiry and apparent better demand in sight and prices showed a greater measure of firmness.

ANTIMONY.—Quotations remained unchanged at 18c per pound. Demand is still light and interest in this metal is lagging.

ALUMINUM.—There was only a light trade in aluminum during the week, quietness being the prevailing characteristic of this metal. Prices remained unchanged at 60c to 64c per pound.

PIG IRON.—Inability to get supplies of coke owing to car shortage is causing the manufacturers of pig iron considerable concern. Production of coke in the United States is also reported to be declining owing to a shortage of labor. The market is in a waiting mood in the United States pending announcement with respect to price-fixing. Locally the condition is unchanged but car shortage is causing uneasiness.

LONDON MARKETS

LONDON, Sept. 11.—Business during the past week has been good with a steadily increasing sale for Fall lines, brought on by the cooler weather. Tinsmiths, stove and furnace men are busy. Prices continue firm with several advances. Large crowds are in the city this week attending the Western Fair.

Disston Products Up 10 Per Cent.

London.

DISSTON SAWS AND TROWELS. — An advance of 10 per cent has been made in prices on Disston saws and trowels during the week, bringing new prices on D8 hand saws to the following: D8 x 18", $24.54 per doz.; 20", $27.39 per doz.; 22", $30.16; 24", $32.32; 26", $33.96 per doz.

3 in 1 Oil Advances

An advance has also been recorded on small size bottles of three in one oil during the week, bringing new prices to $1.15 per doz. This size is now a 15c line in place of the previous price of 10c. Other sized bottles are unchanged in price.

Nails

Nail prices continue to remain firm at $5.45 base for wire nails, and $5.75 base for cut nails.

Sleigh Bells and Snaths Advance

London.

SLEIGH BELLS. — An advance of about 10 per cent. in the price of sleigh bells, as compared with last year, is evident in the new quotations. New prices on some lines are as follows:

		Per doz.
No. 7 Bronze Team Bell		$1.30
No. 2 Rough Team Bell		3.35
No. 3 " " "		3.85
No. 4 " " "		5.50
No. 5 " " "		6.50
No. 2 Collar Bells (on strap)		$1.30
No. 3 " " "		1.45
		Each
Swedish Chimes (on strap)	$14.00	$2.10
" " "	15.00	2.50
" " "	17.00	3.35

(Continued on page 51.)

The Value of C.N.E. to Canadian Trade

Concentration of Exhibits of Canadian Manufacturers of Great Value to Retail Merchants—Fall Fairs and Store Displays Should Continue to Impress Customers With Features Emphasized at the C. N. E.

THE value of the Canadian National Exhibition as a help to merchants throughout the country from many standpoints of retail trade was indicated this year in equal measure to any in the past. It was the "Jubilee of Canadian Confederation" year and marked the concentration of Canada's products of industry and agriculture in the most impressive array yet seen; and indicating the manner in which interest is still running high despite war conditions, the thousands who visited the great Fair were equal in enthusiasm and nearly equal in numbers to the Exhibition's record year of 1913, when over one million people passed through its gates. That record was established one year prior to the war, and in view of this fact the enthusiasm displayed this year is highly significant.

Government Building and Entrance Gates

The effect of such an exhibition of Canadian products of all kinds can hardly be appreciated by the ordinary visitor to the Fair at the time, but in the weeks and months which intervened between the sessions of the Exhibition, the value of such a display becomes more evident. The booths representing the product of practically all branches of Canadian industry are arranged at great cost and necessitate the expenditure of considerable time. For this reason they are well nigh models of display and indicate the highest achievements of experts in this sphere of trade.

The display value of the exhibits at the Canadian National Exhibition should mean much to the dealer. The exhibits by manufacturers of lines handled by the hardware manufacturers were this year the equal in value of the best at the Fair, and should be of big help to the hardware dealer in connection with campaigns for increasing sales through the medium of display and more effective sales talk. Very nearly one million people visited the Fair, and much interest was displayed in the industrial branch of the Process exhibits. Some proportion of this number of visitors are the customers of hardware dealers in all parts of the country, and the merchant should consider it his duty to back up the Exhibition with better displays and turn into his own profit and advantage the impressions gained by his customers who visited the Exhibition.

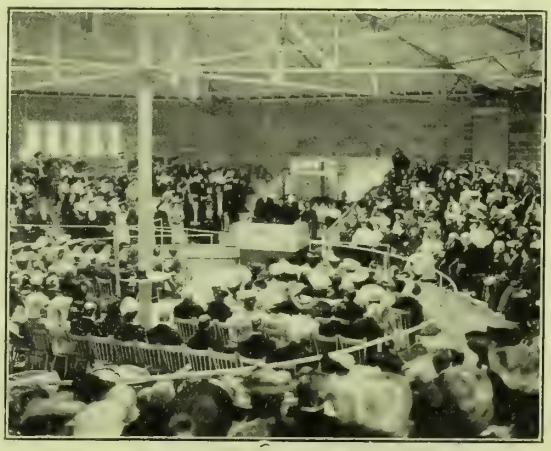
General View of Grounds from Midway Entrance

Paving Way for the Dealer

The exhibits of hardware lines at the Fair prepares the way for the dealer, and he should push to the greatest possible extent, lines which were on display at the Exhibition. In this manner the effectiveness of the displays at the Exhibition is impressed upon the customer, and his mind is unconsciously returned to the Fair. These lines should be emphasized by means of window displays, unit displays in the interior and other ways in which the value of closer co-operation between the retailer and the manufacturer might be turned to greater effect.

The Canadian National Exhibition has been aptly described as "The Show Window of the Nation," and truly lives up to one of its aims, namely, "to acclaim the greatness of Canada by advertising the advantages of the Dominion by placing on exhibition the very best of her products and methods that there may arise before the emulous minds of visitors new visions of accomplishment."

The Exhibition is the arena for the display of the strength and enterprise of the whole nation and the testing ground for many products of other countries. It is a wonder assemblage of exhibits, epitomizing Canadian progress in productive development and material achievement, shown in a manner to impress the imagination and to emphasize the tremendous possibilities of our vast resources. And as such it is of undoubted value in furthering the interests of the retail merchant. One of the keynotes of the great Exhibition is co-operation, everywhere is the effect of co-operation evident, and the hardware dealer can profitably benefit by the lesson if he enlarges the element of co-operation between the manufacturer and himself.



Opening ceremonies of the C.N.E. in the Dairy Building

It is more and more becoming the practice of retail merchants to follow up the nation-wide advertising campaigns carried on by large manufacturers, with local efforts along the same lines, and great benefit has been derived by such practice. The value of the Canadian National Exhibition as an advertising medium is, however, not recognized to the extent it should be. An exhibit at the Fair is seen by many thousands of people, and the impression is great and lasting. Why then should not the Exhibition be followed up by an extensive effort on the part of local retail merchants throughout the country to obtain the maximum results of the impression on the minds of customers who visited the Fair?

The Art Gallery at the "Canadian National"

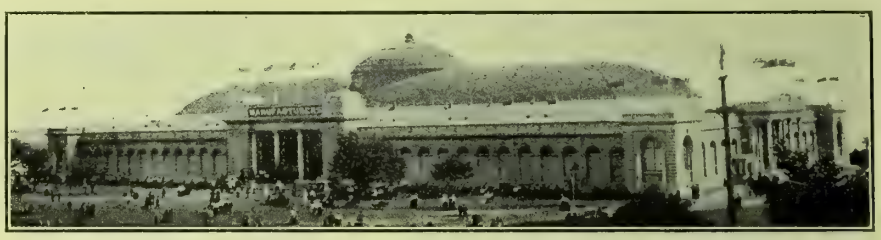
Participate in Local Fairs

Not only should the Canadian National Exhibition strengthen the hands of the hardware merchant through the medium of display in the store, but it should impress upon him the value of taking more active participation in the local Fall Fairs. Here is a great field which holds undoubted advantages for the retailer, but one which, unfortunately, is yet in the embyonic stage.

The Canadian National Exhibition owes much of its success to the manner in which Canadian industries take hold of the opportunities offered and arrange attractive displays which are fitting backgrounds for the goods they manufacture or handle. And the varying degree of successfulness with which the Exhibition is met, reflects in similar degree to the value of the firms occupying the booths. Salesmen and demonstrators of ability are on hand to impress upon the visitors the advantages of the particular class of goods being handled. This represents the ideal value of Fairs to manufacturers and to retailers, and should be the ideal aspired to by local dealers through the medium of the local Fall Fair. In this respect the value of co-operation again is evident, for the co-operation of the local merchants in making the local Fair a success will reflect back in double value to the merchants themselves.

Impressive Industrial Exhibits Command Attention

Many Fall Fairs are only in progress a few days, but during that time interest runs high, and usually the local Fair is regarded as the social event of the season, when old acquaintances are renewed and the annual visit between friends of a very large district is made. It also offers the opportunity for the hardware merchant to renew acquaintances with customers and win new ones. Visitors to the big Toronto Exhibition are chiefly interested in the exhibits of Canadian products owing to the attractiveness of them. The sideshows have their place, but by no means command the attention directed towards the industrial exhibits, and a similar condition will result when the exhibitors at the local Fall Fairs realize that it is up to them to arrange effective displays and do some effective sales talking to keep interest from drifting towards the fakirs and the amusements provided.



The Manufacturers' Building.

Interior View of Manufacturers' Building.

New goods and new methods of doing things are always of interest to all members of the community, and for this reason the industrial exhibits at the Fall Fair should be of great interest.

In arranging local exhibits at the Fall Fair, the plan followed by large exhibitors at the Canadian National Exhibition might well be referred to, for they combine the most potent elements of display arranged by experts and reflecting the features to be impressed upon the visitor in the most effective manner. For this reason there are reproduced herewith several displays which appeared at this year's session of the "Canadian Na-

tional," and which were the centre of considerable interest.

Points to Emphasize in Arranging Exhibits

There are a number of features which experience has taught large exhibitors at the Exhibition to emphasize, and others which are better eliminated, and their experience can be used by the local dealers contemplating participation in the local Fall Fair.

A stove exhibit is always a good drawing card, and special attention should be paid to the arrangement of such exhibits. The best plan is to follow closely some of the booths arranged by exhibitors of stoves at the "Canadian National," for they embraced the features to be desired by the local dealer in arranging his booth at the Fall Fair. In order to arrange the most attractive display, the stoves should be so arranged on little individual platforms, and there should be no railing to keep visitors from investigating them. A demonstration of the cooking qualities of the stove on exhibiton is also effective, and the use of show cards voicing the message of the salesman, make a strong combination. A good salesman should always be on hand to handle the inquiries of visitors. Other little novelties can be arranged locally to further the interests of the local stove dealer, such as serving of toast and coffee to adult visitors.

Crowds Enjoying Band Music

A Typical Midway Crowd

The main features to be emphasized in arranging the exhibit are: First, to select a good location, and secondly, to give prominence to the name of the firm and the brand of goods carried. The exhibit should at all times be kept clean, and its attractiveness might be added to by the use of palms and ferns.

Paints, electrical goods, bathroom fittings and other lines carried in the hardware trade are all goods to be featured in such exhibits at Fall Fairs, and effective arrangements of such lines will long be remembered by visitors to the Fair. Attention concentrated upon one line will oftentimes be more fruitful in results than a combination of a number of different lines.

The better and the more impressive the exhibits at the Fall Fair, the more permanent will be the results, and constant reference to the effectively arranged booths at the "Canadian National" will be of great value in aiding the local hardware merchant in his efforts both at the local Fall Fair and in his efforts to follow up the advertising value of the Toronto Exhibition by store display and sales talk.

The excellent showing made at the big exhibition was sufficient indication of the healthy condition of business and should inspire the hardware merchant to better things from the standpoint of publicity and value of display, and also inspire him to a realization of the benefits obtainable from intelligent co-operation between himself and the manufacturer.

Victoria, B.C. — Pacific Sheet Metal Works has been incorporated with a capital of $25,000 to operate the plant, etc., of the Pacific Sheet Metal Works in British Columbia.

The Exhibition from the Waterfront

Description of Stoves and Ranges Exhibited by The Thos. Davidson Mfg. Company, Limited, Toronto, Montreal, Winnipeg

THE exhibit of The Thos. Davidson Mfg. Co., Montreal, Toronto, Winnipeg, consisted largely of ranges, both steel and cast. These all go under the celebrated name of Premier, which has come to be a household word with hardware dealers from coast to coast.

"Premier Marathon"

"The range that has stood the test of time."

This fine range is constructed of heavy polished steel. The heaviest used in any range. The body is all hand-riveted with cone-headed rivets, which gives it a neat appearance and ensures perfectly tight joints.

The Oven is made of heavy steel, the bottom braced with cast iron bars. Buckling or warping is rendered impossible. The ventilation system carries away all cooking odors.

With special wood linings in use, the Fire Box will take a 28-inch stick of wood. When Duplex Grates are used, the range burns either coal or wood. The grates may be changed very easily, no tools being required. The Duplex Draft which supplies air to both ends of the fire box, gives an evenly-burning fire at all times.

The top and all covers are extra heavy and practically indestructible. The Reservoir has heat circulating all around it, so that the water will heat quickly.

This range can be supplied in several sizes, square or with reservoir, and with tea shelf, high closet or with the attractive Persian Closet.

"Premier Leader"

This is a moderately priced range, and was greatly admired.

With its special patented air-admitting pipe-damper by which the heat is controlled, dealers and users acclaim this all-steel range as the best value on the market.

The material used in making it is of the highest grade. The extra-large steel oven is strongly braced to prevent buckling or warping. The Fire Box is deep and wide, with heavy linings and Duplex Grates, special linings for burning wood can be supplied.

This range can be supplied square or with reservoir attached to back or front with steel high shelf, or with steel high closet, (roll door) or with the attractive Persian Closet.

"Premier Argus"

This is a neat all steel range without any nickel work, strongly built of good material throughout. Body extra lined with sheet asbestos to prevent loss of heat; fire box is extra large and burns either wood or coal. Made in two sizes 9—16 or 9—18 with removable reservoir, which can be attached to side or back.

Camp Hotel Range

Is specially constructed to meet the demand for a strong substantial range for use in mining construction camps, hotels, large boarding houses, etc. Body is made of extra heavy specially prepared steel, which is hand-riveted throughout with cone-headed rivets. The oven is very large, baking for fifty men can easily be done with this range. Made in one size only No. 10—27, with reservoir of planished copper, which is set next to fire box.

Premier Royal

In cast ranges is one which will last a life-time. Is made of exceptionally good material. The oven is specially ventilated, and carries away all odors of cooking. This range is certainly the very best in a cast range. Can be supplied in several sizes, square or with reservoir. Cast tea or high shelf, or steel high closet (roll door) or with Persian Closet.

Premier Chieftain

Is a very neat and desirable cast range, especially desirable for those with limited kitchen space. The fire box is extra large with duplex grates and two-piece fire back. Oven is square and roomy tops and covers are strongly ribbed, and will stand any amount of heat and handling. Can be supplied square or with reservoir with cast tea or high shelf, high closet or Persian Closet.

Heaters

The line of heaters exhibited are the well-known "Beaver" Brand.

Tiger Heater

The Tiger Heater is a splendid heater for all fuels and made in three sizes. The body is made of heavy polished steel, and the nickel trimmings make the heater very attractive to look at.

Beaver Heaters

Are made in five sizes No. 2 to No. 6; can be had plain or with nickel trimmings as desired, with or without grates.

Square Top Heaters are made in two sizes No. 3 and No. 4, with or without grates, has two 8-inch pot holes and loose centres.

Otter Heater

Is a splendid heater and very moderately priced, made in four sizes, No. 2 to 5, nickel-plated band and feet, with swing top and cover.

Marathon Oak Heaters

Made in four sizes; has blue steel body, draw centre grate, and deep fire box. This is a moderately priced heater and attractively nickeled.

Exhibit at Canadian National Exhibition.

Dust Intolerance

Throughout the ages there has been and will be dust. This necessitates continual cleaning.

The Housewives of to-day are in quest of the most convenient and modern means of combating this evil. Dust is easily and effectively banished by using—

O-Cedar Polish & O-Cedar Polish Mop

The merits of O-Cedar Products were explained and demonstrated to the housewife at our exhibit at the Canadian National Exhibition. They were shown with what ease a home could be kept clean, bright and sparkling.

According to Exhibition reports a million people saw the Exhibition—some from your town. Get the benefit of this advertising by displaying our signs along with goods in your window—**Display O-Cedar at Your Fall Fair**—we will supply signs and circulars, and are anxious to advise or be of service to you. Ask your jobber's salesman about Special Assortments and Profit Deals.

CHANNELL CHEMICAL COMPANY, LIMITED, TORONTO.

CANADIAN CARBON CO. LIMITED.

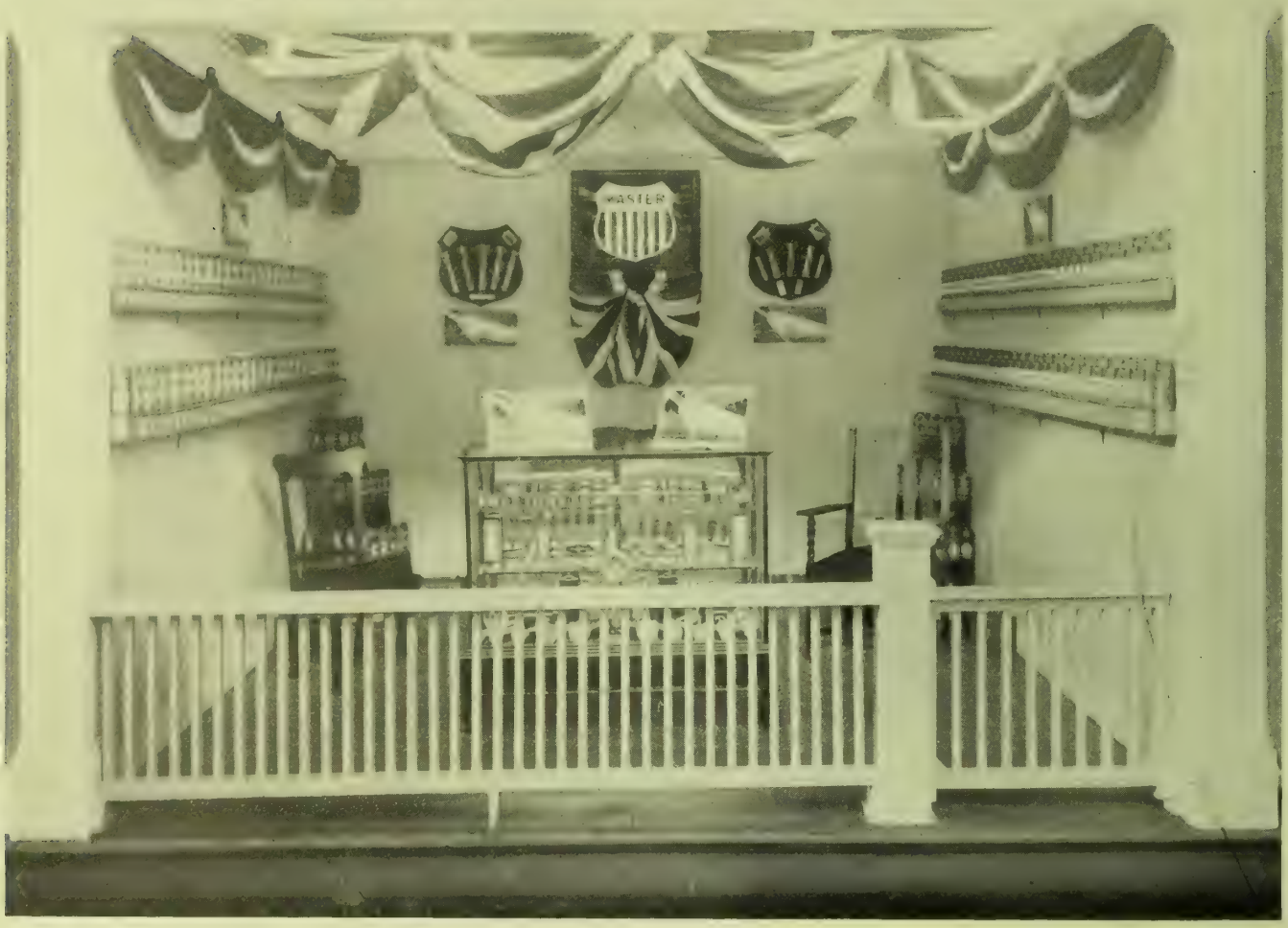


EXHIBIT OF "THE LIGHT THAT NEVER FAILED"

THE Canadian Carbon Company's exhibit at the Canadian National Exhibition embraced an adequate combination of all those features which co-operate to establish the most permanent and telling impression on visitors. The effectively arranged exhibit of "Master," "Green Seal" and "Xcel" batteries, combined with the showing of flashlights, multiple batteries, hot sparkers, motorcycle lamps, spark plugs and other accessories, called forth much favorable comment. Illuminated signs and the liberal use of shields on which were displayed various types of flashlights from the portable searchlight down to the minute vest pocket flashlight, were ample testimony to the popularity which "Master" products have attained. An attractive arrangement of motorcycle lamps, searchlights and other kindred accessories were shown in a showcase located in full view of visitors to the booth. Along the walls were long shelves bearing an impressive array of the famous "Master" and other batteries, in various sizes, according to their use for ordinary use or for flash or searchlights.

Thousands of visitors to the Fair displayed a keen interest in the exhibit of the Canadian Carbon Company, and it is up to hardware merchants throughout the country to keep up the interest which has been created. The efforts of hardware dealers should be linked up with the efforts of the company at the "Canadian National," and through the medium of effective window and store displays and the use of local Fall Fairs, the hardware merchant should be able to cash in handsomely for his trouble.

A dealer's prosperity depends upon the good-will of customers, and this good-will can come to dealers only when they handle products which give permanent satisfaction. The production of good, dry batteries which the public may buy with confidence is the result of a process of evolution, and the more steadily this process grows the more satisfactory are the results. To-day the culmination of dry battery manufacture is shown everywhere in Canada under the name "Master," which represents the leading battery product of the Canadian Carbon Company, with the "Green Seal" and "Xcel" batteries following closely.

The "Master" battery has attained much of its extensive popularity through its outstanding features which place it in a class by itself. This battery is the only one provided with a safety cap. It is both water and weather-proof. "Master" ignition batteries being equipped with the safety cap, are rendered "fool-proof," proof against short-circuiting from carelessness or from the degenerating effects of atmospheric short-circuiting. Other "Master" products, including the flashlight known as "The Light That Never Failed," are enjoying an equal run of popularity, and judging from the unbounded enthusiasm and interest with which visitors to the Fair investigated the "Master" products at the Canadian Carbon Company's exhibit, seasons of bigger business are bound to mark the future operations of the company.

Booth-Coulter Copper & Brass Company's Exhibit

AN exhibit truly representative of every branch of the manufacture of copper and brass products was the Booth-Coulter Copper & Brass Company's booth at the "Canadian National." The exhibit was the centre of much interest on the part of hardware dealers and the public in general, much of which must be accredited to the effective arrangement of the products. One of the outstanding features of the booth was the arrangement around the walls of one hundred Imperial fire extinguishers, which line is being specialized on to some extent by this company and is stated to be a rapidly growing industry. Special stands were arranged in the booth displaying brass and copper products, such as rods, sheets, tubes, castings, finishings in all branches, nickel-plated ware, copper boilers, closet tanks, fire department supplies, brass rails, etc.

The Booth-Coulter Company is one of the oldest established businesses of this kind in Canada and has exhibited at the Exhibition for a great number of years. It is significant that Mr. Geo. Booth, president of the company, is also vice-president of the Exhibition, and the only one of its original founders now living.

As represented in the exhibit, the Booth-Coulter Company manufactures complete lines of copper apparatus for industrial works. The manufacturing plant consists of a large brass foundry, copper shop, brass shop, nickel and plating plant. Ammunition plant is also operated by the company.

Some literature giving descriptions of some of the Booth-Coulter products and specially emphasizing the Imperial fire extinguishers, was distributed to interested parties. From exhibits of past years the company has been able to trace considerable business to the interest aroused in visitors to the Fair by the exhibit of brass and copper products. The booth always receives considerable attention from hardware dealers, though the chief point of contact between the company and the hardware trade is in supplying copper and brass cut to order, and supplying orders from a large assortment of tubes, rods, etc.

Some of the products on exhibition which drew much attention consisted of rough brass castings direct from the foundry, nickel-plated ware, finished brass work of all kinds, copper kettles and spun work, all attractively arranged on specially constructed display stands. The brass and copper products and brass railings, all highly polished, attracted the attention of many thousands of visitors to the Industrial branch of the Process Building, and this interest increased as a more detailed study was made of the Booth-Coulter Company's exhibit.

The Door That Will Not Warp or Sag

THE Kasement Skrene Dore Company exhibit at the Canadian National Exhibition, was one of the chief centres of genuine interest in the Industrial Section. The combined strength and lightness of the Kasement doors, in addition to the ease with which they are put up and taken down, were the chief features which evoked considerable comment from the interested visitors, and the general attitude of the onlookers might best be expressed in the words of one party, who stated that he was "surprised to think so many improvements could be made in so small a thing as a screen door."

The Kasement exhibit was effectively arranged, with sample doors hung on both brick front and frame doorways, and small model doors of the various sizes and finishes liberally distributed throughout the booth. One door was used for demonstrating its strength of construction, and after being swung on by men weighing up to 225 lbs. showing no signs of sagging—truly an adequate testimony to the rigid construction and strength of the mortise and tenon joints of the door.

As an indication of the interest displayed in the exhibit there were five thousand pamphlets, describing the product of the company, given out to interested visitors within the first week and a half of the Fair. Many dealers displayed a keen interest in the door and acclaimed it to be the very thing they required. Such dealers are supplied with model doors such as were on exhibition in the booth.

Judging from the expression on the faces of interested parties, it was evident that the people were literally "hungry" for such a product combining good appearance, durability, strength, lightness and ease of attachment, in addition to the reasonable selling prices of from $2.50 to $4 per door. The fitting of the door to the outside of the casement thereby avoiding the necessity of planing sides, and the ledge on the inner face of the stiles and top rail providing an easy means of fitting to warped or irregular door casings, were also outstanding features responsible for much of the interest which the exhibit commanded.

The main features combined in the door were impressed on the visitor to the exhibit by means of bold printed statements on the walls of the booth. "Guaranteed not to sag"; "Guaranteed not to warp" were some of the statements which impressed visitors.

The Kasement doors are supplied complete with hardware, including special coil spring and chain, "Kasement" hinges with wrench for turning them in, door pull, door hook and eye. The doors are bored for hinges and spring hook, so that they may be hung right or left hand. The doors are made in three stock sizes: 2′ 8″ x 6′ 8″; 2′ 10″ x 6′ 10″; and 3′ x 7′. The doors actually measure ⅞ of an inch wider and one inch longer to allow for the lap. The doors are finished in oak stain, varnished or unvarnished; green stain and natural finish varnished.

The Kasement Skrene Dore Company reported good business last season, but judging from the outlook at present, the number of orders from dealers, and the keen display of interest on the part of visitors to the Fair, a much better year and bigger business is being experienced, and there is no limit to the development which this business will reach within the next few years.

Kasement Screne Door Company
98 Kingswood Road, Toronto

Distributors for Manitoba and Saskatchewan
Pease Western Foundry, Limited
Winnipeg

Snaths

New and higher prices on snaths are also in effect for Spring booking.

Jacketed Oil Cans

New prices on jacketed oil cans are as follows: 1 gal. cans, 55c each; 2 gal. cans, 70c each; 5 gal. cans, 95c each.

Game Traps and Axes Advance

London.

GAME TRAPS. — An advance of 10 per cent. in the price of game traps is recorded this week, bringing new prices on some lines to the following:

	Per doz.
No. 0 Victor (with chain)	$1.55
No. 1 " "	1.80
No. 1½ " "	2.70
No. 2 " "	3.75
No. 0 Oneida Jump (with chain)	$2.00
No. 1 " " "	2.35
No. 1½ " " "	3.50
No. 2 " " "	5.15
No. 0 Hawley & Norton (with chain)	$2.35
No. 1 " " "	2.75
No. 1½ " " "	4.15
No. 2 " " "	5.75
No. 1 Newhouse (with chain)	$3.75
No. 1½ " "	5.65
No. 2 " "	8.35
No. 3 " "	11.10
No. 4 " "	13.10

Axes

There is a fair sale for axes, although prices are high. Some quotations are as follows: Daisy, $11 per doz.; Welland Vale Special, $12.25 per doz.; Cherakee, $12.50; Hand Made, $13; Hunters' handled, $8; Boys' handled, $9; Eagle, handled, $13.50; Cherakee, handled, $15; Brush hooks, $11 per doz.

Turps. Up 2 Cents; Linseed, White Lead

London.

TURPENTINE.—An advance of 2c per gallon is the latest change to be made in turpentine prices. The new advance brings present prices to the following: in 1 bbl. lots, 66c per imp. gal.; in 2 to 4 bbl. lots, 65c per gal, in 5 gal lots, 73c per imp. gal.

Linseed Oil

There is a light sale for linseed oil, and no change has been made during the week in prices. Former quotations are maintained as follows:

	Raw	Boiled
1 to 2 bbl lots, per gal	$1.55	$1.58
3 to 5 bbl lots, per gal	1.54	1.57
6 to 9 bbl lots, per gal	1.52	1.55

White Lead in Oil

Prices are firm on white lead in oil at former prices of $19 per 100 lbs. for pure lead in ton lots, and $19.30 in less than ton lots.

Weatherstrip; Ash Sifters, Etc., Steady

London.

WEATHER STRIP.—Wood and felt weather strip is quoted at 75 per cent. off list; Swan hardwood strip is 75c per set, and Frost King felt is $4.40 per doz.

Ash Sifters

Common wood sided ash sifters were priced at $2.15 per doz; Banner Sifters, $2.90 each; Rocker No. 1 Sifters, $5.25 each.

Cow Ties

Cow ties are quoted this week at 12½ per cent. off.

Lanterns in long and short pattern are quoted at $12 per doz.

Snow shovels and furnace scoops are unchanged at 12½ per cent. off list.

Glass, Sleighs, Heaters, Forks

London.

GLASS. — There is a fair sale for glass with prices holding steady at former quotations of 50 per cent. off for single and double diamond, and 40 per cent. off list for cut lights.

WINNIPEG MARKETS

WINNIPEG, Sept. 11.—Business continues good even at the high prices named on many staple articles. However, better crop reports and high prices for grain offset the former and a record year is looked for in practically all lines of business. This week's changes although not affecting heavy hardware show numerous advances among which are drills, buck saws, hand saws, faucets, etc.

Drills Advance; Bar Iron Steady

Winnipeg.

DRILLS.—Drills of all kinds show a strong advance amounting to 20 to 25 per cent. New list prices have been established by the manufacturers. Ruling discounts to-day are as follows:—Bit stock drills 35 per cent.; ½ in. shank drills 35 per cent.; jobbers drills 20 per cent. off list.

Bar Iron and Steel

Bar iron and steel still remain steady with little disposition to look for higher prices, owing to the enquiries which the United States are making regarding the cost of output. Present market prices are as quoted. Bar iron base $5.35; machine steel $7.50 base; mild steel $5.80 base, plow steel common, $6.50 base; crucible $7.50 base; sleigh shoe steel $5.80 base.

Hand Saws, Pipe Cutters, Etc., Up

Winnipeg.

DISSTON HAND SAWS.— Disston hand saws and buck saws show further increases and are quoted as follows: Hand saws D8 x 26 in., $33.95 doz.; 28 in., $38.45; buck saws, Prince Rupert, $12.15 doz.; watch spring $10.00 doz.; Maple Leaf $9.00 per doz.

Saunders Pipe Cutters

Further advances are reported on Saunders pipe cutters, Perfection faucets, and Stebbins molasses gates. Current prices are as follows: Pipe cutters, No. 1, $1.95 each; No. 2, $2.90 each. Perfection faucets wood or pipe thread, ¾ in., $8.40 doz.; 1 in., $9.80 doz.; 1¼ in., $11.55 doz.; 1½ in., $14.00 doz.; 2 in., $19.60 doz. Molasses gates No. 1, $4.20 doz.; No. 2, $4.80 doz.; No. 3, $5.40 doz.; No. 4, $6.00 doz.; No. 5, $7.20 doz.

Net Prices On Hasps, Bolts, Etc.

Winnipeg.

Safety Hasps and Barrel Bolts

In last week's report mention was made of advances in safety hasps and barrel bolts, net prices are quoted herewith:

Hasps—No. 915 x 3 in., $1.55 doz.; 4½ in., $2 doz.; 6 in., $3.20 doz.

Barrel Bolts—406 D2 or F x 2½ in., $1.80 doz.; 3 in., $2.15 doz.; 4 in., $2.45 doz.; No. 1078 x 2½ in., 95c doz.; 3 in., $1.25 doz.; 4 in., $1.40 doz.; 5 in., $1.65 doz.; 6 in., $1.90 doz.; No. 1105, 4 in., $1.35 doz.; 5 in., $2 doz.; 6 in., $3 doz.; No. 1088 and 1094, 15% advance on list.

Iron Sheets And Pipe Are Steady

Winnipeg.

Galvanized Iron and Black Sheets

Galvanized iron and black sheets which have been steadily on the advance all year, have remained stationary for the past two months. To-day's markets are as follows:

Galvanized—10¾ oz., $13.50 per 100 lbs.; 28 ga., $13.20; 26 ga., $12.90; 24 ga., $12.75; 22 ga., $12.75; 20 ga., $12.60; 18 ga., $12.60 per 100 lbs.

Black—28 ga., $11 per 100 lbs.; 26 ga., $10.90; 24 ga., $10.85; 22 ga., $10.85; 20 ga., $10.80; 18 ga., $10.80; 16 ga., $11.50; 14 ga., $11.50; 12 ga., $11.25; 10 ga., $11.25.

Wrought Iron Pipe

Wrought iron pipe another line which has been advancing every few weeks, is now steady with no signs of an advance in the near future. To-day's prices are quoted herewith:

Black—¼ in., $6.08; ⅜ in., $6.16; ½ in., $7.83; ¾ in., $9.95; 1 in., $14.67; 1¼ in., $19.88; 1½ in., $23.67; 2 in., $32.04; 2½ in., $51.30.

Galvanized—¼ in., $8.42; ⅜ in., $8.50; ½ in., $9.63; ¾ in., $12.38; 1 in., $18.27; 1¼ in., $24.75; 1½ in., $29.57; 2 in., $39.78; 2½ in., $63.59.

Net Prices On Hammers, Sledges

Winnipeg.

Hammers and Sledges

Last week's report mentioned advances in ball peen hammers, stone masons' hammers and sledges, net prices just to hand are as follows:

W. & B. Ball Pein—10A, $18.35 doz.; 10B, $17.30 doz.; 10C, $18.35 doz.; 22, $18.35 doz.; 22A, $17.30 doz.; 22B, $18.35 doz.

Stone Masons—50 x 3 to 5 lb., 23½c lb.; 6 lb. and over, 21c lb.

Sledges—45 x 3 to 5 lbs., 21c lb.; 6 lbs. and over, 18½c lb.

Linseed Oil May Advance Again

Winnipeg.

Linseed Oil

Linseed oil prices are again stationary after a recent advance of ten cents per gallon but as crop reports on flax are not as good as expected, other advances may take place. To-day's prices are confined as follows. Raw, $1.75 per gal., boiled, $1.78 per gallon, in barrel lots.

Turpentine

Turpentine has also maintained a steady level no advance being reported for the last few months. To-day's quot-

ations are : barrel lots, 85c per gal.; ½ bbl. lots, 88c gal.; 1 and 5 gal. lots 90c gal.

Barb Wire Advances 65c Per Spool In Week

Winnipeg.

WIRE.—Higher prices were made effective on all kinds of barb wire on Wednesday, September 12, to the extent of 65c per spool. On this basis the price of Lyman brand will now be $5.45 per spool f.o.b. Winnipeg. Prices on other lines will be found in current quotations.

PITTSBURG MARKETS

Pittsburgh, Sept. 11.—The iron and steel trade, buyers and sellers alike, are disposed to assert that they are waiting upon action by Washington in the matter of price fixing. The quieting down in the market, which began last April, developed into stagnation by the end of June, and lately intensified, is attributed to the waiting attitude. This is merely psychological. It is human nature to pick on one thing as the excuse when a certain line of conduct is followed. Rumors in the past few days have been to the effect that the Government's steel price decision would be announced within a week, but it is quite safe to predict that when the announcement is made the steel market will still halt. There are very few who think the Government has authority to fix steel prices for the general trade, and even if it did, the mills would probably refuse to sell until they ran out of orders. If prices are fixed with respect to Government purchases only, then the trade will wait to see how closely the open market will approach to the Government schedule. While there is a fresh rumor nearly every day, a rough guess would be that the Government prices for the descriptions of steel it needs in largest tonnages will be between one-half and two-thirds of the present quoted market, and thus the market will have a great deal of adjusting to do.

Price Declines

There have been some further declines in the past week, all a part, but probably a very small part, of the general readjustment that has been in progress, in its modest way, for weeks past. Bessemer pig iron became readily available at $50, valley furnaces, and basic iron at $48, representing further declines of $2 a ton and total declines to date of $6. While billet offerings at $75 continued it became the common opinion that on a firm bid some could be had at $70.

The decline in plates, reported a week ago, has not proceeded farther, but instead of 8.00c being now regarded as a cut price, it is rather regarded as the top of the market, except for very small lots.

Merchant steel bars have hitherto been quoted at 4.50c, Pittsburgh, as minimum, but there are rumors of offerings at 3.50c on first quarter contracts, and it is well authenticated that 4.00c can be done on contract, possibly even for the fourth quarter of this year, and a decline of $10 a ton in bars is, therefore, to be placed in the record.

Some of the sheet mills are now able to promise deliveries on new business in about three weeks' time. Roughly speaking, this compares with an offer of six weeks' delivery three weeks ago, which in general would indicate that the mills have been booking very little business meanwhile. It seems certain that some of the mills will have to cut prices within 30 to 60 days in order to maintain operations.

The Export Embargo

Very stringent regulations are being formulated in connection with the granting of licenses for iron and steel exports, and a great deal of business will doubtless be shut off. While tin plate is included in the embargo, as to all countries, it is reported that this does not apply to Canada, on the ground that Canada has an export embargo. There is no authentic news of the progress of diplomatic negotiations with Japan, on which hinge exports of plates, etc., to that country.

Coal and Coke

It remains the case that there are no sales of coal to speak of at the prices fixed by the Government, on the general basis of $2 per net ton at mine for mine-run. The operators state their output is fully taken up by shipments on contract. Some critics express the view that the price fixing is a failure because coal cannot be bought, ignoring the fact that consumers having contracts are receiving shipments on these contracts, which are at much lower prices than the former spot market, which ranged generally from $5 to $6 a ton during the first half of this year, and thus consumers as a class are getting their coal cheaper, although there are some who cannot, perhaps, get coal at all.

The Government has not fixed a general price on coke yet, as it is empowered to do by the Food Control law approved four weeks ago. The trade expects daily that an announcement will be made. Meanwhile, the Government has just alloted 16,000 tons of coke at $3 for furnace or heating grade and $3.50 for foundry grade, for use in the arsenals. The coke operators are accepting their orders without demur, although they consider the price quite low. The open market for prompt shipment is now $13.50 to $14.50 for furnace and $14 to $15 for foundry. There are a number of contracts in force calling for regular deliveries of furnace coke, the price to be adjusted weekly or monthly, according to the spot market, and one such contract for furnace coke was adjusted at $13.50 for the month of August.

Market Prospects

It is generally admitted throughout the trade that iron and steel prices are to decline, and very materially. The blast furnaces admit, as a rule, that they cannot hope any longer to obtain the prices recently charged and which, with some exceptions, still represent the quotable market, although it has become practically nominal. In billets there has already been a decline from $95 to $75, or possibly $70.

How far the readjustment will extend, and when it will be completed, are the uncertain things, and no one ventures to express any definite opinion. As usual when the market has become stagnant after an extended rise with heavy buying, the steel mills are interested in having their customers continue to take material on contract, and specifications against contracts are stimulated by maintaining high prices as the nominal market even if sales are not affected. When the mills have squeezed out of their contracts all the tonnage they can, they will have to turn their attention to making fresh sales. With some mills this condition may be reached soon. In other cases the mills appear to be sold up tight to the end of the year.

The level to be finally reached for finished steel prices, at which trading can be resumed, will, of course, depend upon the relation between supply and requirements. Productive capacity has been increasing steadily, but is not fully employed on account of coke and labor shortage. Requirements of the ordinary domestic trade are bound to decrease steadily as the country becomes more fully engaged in war work. The tremendous expenditures of the Government are certain to make much business, but the extra work will involve labor and plant facilities hitherto engaged in the fabrication and consumption of steel, and the general industrial activity is likely to impair the country's ability to consume steel more than its ability to produce steel.

CONSTRUCTIVE DISCONTENT

From *Canadian Machinery*

Progress is only possible where the spirit of dissatisfaction prevails; not the dissatisfaction that tends to indifference to or breeds irritation with conditions or environment, but that feeling of discontent that haunts and impresses the mind with the thought that one is not living up to and making the most of the opportunities that arise from day to day. Knowledge is acquired when we begin to study the why and the wherefore of our surroundings. Gravitation was realized long before Newton appeared on the scene, but it was the fact that he was not content to take the falling of an apple as a mere incident that resulted in the establishment of the law which defines to us the attraction of the earth for other and smaller bodies.

Discoveries are seldom a matter of chance; they are more often the culmination of many weary hours, or perhaps days and weeks of ceaseless thought and observation. It is unquestionably true that worth-while achievements are the work of a few individuals; these and these only being responsible for the various departures from time-worn precedents.

Despite the fact that all are endowed with the same faculties, the great majority are content and willing that a few only shall develop these faculties to the point where an enlarged imagination becomes the source of dissatisfaction that eventually results in the attainment of ideals which are the foundation stones of success. The man who is content with his present condition has lost all initiative. Breaking new ground, as it were, is expressive of discontent with things as they are.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1249. **Enamelware.**—A firm of wholesale merchants with headquarters in Kuala Lumpur, Federated Malay States, and having connections throughout the Malay peninsula, would like to make arrangements to represent Canadian manufacturers of enamelware.

1251. **Saw-milling appliances.**—The Director of the Government Department in Siberia, having charge of the cutting down of timber from the State forests, is desirous of receiving quotations and other particulars from Canadian manufacturers of logging equipment and saw-milling machinery, particularly with regard to portable hoisting cranes, saw-milling machines adapted for cutting railway sleepers, and machines for making the parts of portable houses for colonists of the Canadian type.

1252. **Portland cement.**—A firm in Eastern Siberia is desirous of receiving quotations from Canadian producers of Portland cement.

1253. **Machines and appliances.**—An important official organization in Omsk, Siberia, is desirous of receiving catalogues and other particulars from Canadian manufacturers of tools, lathes, metal-working machines and appliances.

1254. **Copper stamps.**—A contractor to the British Government wishes to get into touch with Canadian manufacturers of copper stamps, for the marking of equipment for the army and navy. Samples have been received at the Commercial Intelligence Branch, Department of Trade and Commerce, and can be seen on application.

1255. **Red fibre tubing.**—A London manufacturing company ask to be placed in correspondence with Canadian manufacturers of red fibre tubing, according to specifications on file at the Commercial Intelligence Branch, Department of Trade and Commerce. The firm in question is prepared to take considerable quantities. The tubing is required to be ⅝-inch, ¾-inch, and 1-inch bore (interior), the thickness to be ⅛-inch full, and it is immaterial in what lengths as it would be cut up at the factory according to requirements. The color red is preferable, but the tubing is also manufactured in black, and this color would also do. Quotations are required per pound c.i.f. London.

1257. **Agency.**—A Canadian business man representing important Canadian interests in southeast Russia, desires to hear from Canadian manufacturers of general hardware, tools, electrical specialties, paints, lanterns, pumps, builders' specialties, etc., who wish to find a market for their goods in that part of Russia. Illustrated catalogues (unbound) with prices and terms to be sent to the inquirer, whose name and address can be obtained on application to the Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1258. **Hardware.**—An East London (South Africa) firm requests catalogues and price lists on farm tools, shovels, axes and other hand tools.

1260. **Household utensils.**—An East London (South Africa) firm desires catalogues and price lists on household utensils of all kinds, more particularly in the cheaper lines.

1262. **Iron and steel.**—A firm in East London (South Africa) making a specialty of iron and steel for blacksmith and cart and carriage work request quotations and other particulars.

1263. **Woodenware.**—An East London (South Africa) firm requests samples when possible and catalogues and price lists on woodenware of all kinds, including step-ladders and handles.

1264. **Paper.**—An East London (South Africa) firm specializing in paper suitable for country trade, ask for samples and prices on wrapping paper, paper bags, grease-proof paper, writing pads and other paper materials.

1265. **Iron sheets.**—A Bloemfontein firm ask for prices and particulars of supply of corrugated and plain iron sheets.

1266. **Spades and shovels.**—A Bloemfontein firm ask for catalogues and price lists of spades and shovels.

1267. **Iron and steel carriage material.**—**An East London** (South Africa) firm manufacturing carriages, carts and wagons request particulars from Canadian manufacturers of iron and steel supplies for their trade, including spring steel, axles, springs, scrolls, etc.

1270. **Piping.**—A South African firm specializing in agricultural supplies ask for particulars of supply from Canada in galvanized and black piping from ½-inch to 6-inch, English standard thread, also fittings for same.

1271. **Wire.**—A South African firm specializing supplies ask for particulars of supply and samples when possible, with prices of barbed an plain wire.

1273. **Hardware.**—A Kimberley firm of wholesale general merchants request catalogues and price lists of all lines of hardware and tools, such as handsaws, axes, hammers, also enamelware and other household utensils.

1276. **Dolls.**—A South African firm specializing in toys and dolls request catalogues and price lists and samples when possible of Canadian-made dolls. Immediate and complete information required.

1277. **Galvanized iron sheets.**—A Durban firm of importers are in the market for galvanized iron sheets, corrugated or flat. Further particulars on application to Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

1280. **Paper.**—A Cape Town firm of importers request samples and price lists of wrapping paper and paper bags.

1281. **Woodenware.**—A Cape Town firm of general merchants request catalogues and price lists of all kinds of wooden-ware, including folding chairs.

1282. **Hardware.**—A Cape Town firm making a specialty of household hardware requests catalogues and price lists and samples when possible on household hardware of all kinds, including enamelware of all kinds, including enamelware and lanterns.

1284. **Machine specialties.**—A Durban firm of machinery specialists request correspondence from Canadian engineering firms with specialties in agricultural engineering, mortar or other lines.

1285. **Canadian export to South America.**—One of the largest trading organizations in the world, with branches in many countries and having unsual facilities of long standing for reaching the South American market, has recently established a branch in Montreal and is desirous of communicating with Canadian manufacturers interested in reaching South American countries.

WHAT OTHER PAPERS SAY

(Continued from page 38.)

Possibly one of the greatest detriments to fair play is the undesirable and objectionable habit of price cutting. In the main, it is unfair to the purchaser who is never sure that he is not being imposed upon and an injustice to the competitor in the same line of business.

When a man who is conscientious and square with his trade knows that he is putting a fair price on his goods, it is "roiling" to say the least, to have his neighbor step in and undersell him at a price which leaves him no profit. It is no longer deemed good business etiquette, and we see no reason why the same sense of honor between business men should not prevail as among their more professional brethren. Business men's associations are established to foster the idea of co-operation which carries with it fair play and reciprocity.

To the merchant who has not yet joined an association, we say do so at once. Attend its meetings, rub elbows with your neighbor and competitor and you will find he is not the unsociable fellow you thought him to be. Talk to him, get his ideas, give him yours and so co-operate with each other for the good of both. It will make your locality a more pleasant place to do business in and your financial interests will be better served.

BARUCH—WALL STREET PLUNGER ON A BIG JOB

(Continued from page 36.)

thick and worn rather long, is prematurely gray. His gray eyes are usually twinkling with suppressed humor, as if he knew a good joke that he was keeping to himself; but occasionally they flash keen glances of inquiry or appraisal.

Every so often he takes a vacation, and goes with members of his family or with friends to Hobcaw, his big estate on Winyaw Bay, near Georgetown, South Carolina. This is the same abode of fast-flying ducks that used to delight Grover Cleveland and Commodore Benedict years ago. There, over several thousand acres, Baruch spends his playtime, shooting a little himself, but taking most pleasure in the fun his friends get out of it.

Nearly twenty years ago he married Miss Anne Griffen, of New York, whose father was a dealer in plate glass. They have three children—Miss Belle, who is eighteen years old, has recently been graduated from the Rayson School, and is a celebrated equestrienne; Bernard M., Jr., who is sixteen, a student at the Milton Academy, near Boston; and Renee, who is thirteen. They are unusually handsome and vigorous young people.

Since his appointment to his post in the Council of National Defence, Mr. Baruch has been hard at work in Washington, finding little time even for visits with his family. Whenever he goes to New York or to Long Branch for a brief stay, or to his own Long Island country place, he goes armed with a library of reference-books on metals, and with memoranda and documents from his office in the Munsey Building in Washington. He takes little time for play, for he cannot tear himself away from the Government work. He appears to put into it the same degree of energy and enthusiasm that characterized his private activities as one of the most daring operators Wall Street ever knew.

Didn't Recognize Danger.

The black sheep of the family had run away to sea. The first night he was on the lookout and suddenly spied three lights—red, green, and white—the port, starboard and masthead of an approaching vessel. Every seaman knows that when these three lights are to be seen at the same time it means danger, but the black sheep wasn't a seaman.

"Ahoy, there!" yelled the officer on deck. "What's that ahead of us?"

"Don't know," answered the black sheep, calmly. "I think it's a chemist's shop!"

WEEKLY PAINT DEPARTMENT

Demand for Paint Can Be Created

Fall and Winter Hold Big Possibilities For Developing Trade —Fall is Beginning of Time When People Will Spend More Time Indoors and it is Desirable to Have Interiors Attractive

THE idea that there is only one painting season and that in the spring has largely passed out of existence. Reason and logic point to the fall season as one of the best seasons for rejuvenating the exterior and interior of buildings. The exteriors should be painted because the surface is then in the best condition to be painted and also because the season approaches when the greatest damage occurs at the exterior woodwork. It should be a season for interior painting because people then return to their homes after having spent the summer at their lakeside cottage or away elsewhere on their vacations. Here are two cogent reasons why painting should be carried on in the fall. They are arguments that the paint salesman can use in furthering his sales.

Clean Houses for Winter

Spring had come to be considered the natural and best time for rejuvenation of the living quarters. Why it should be so cannot be easily explained. It is a fact that people do not live as much in their houses during the summer. They spend more time in the open air during the summer months and return to their homes usually only at meal time and to sleep. It is the out-of-doors living time and people are not in their houses enough to appreciate to the full the spring painting. But when the chilly days of fall come they are driven in beside their hearth fires. With sufficient warmth in the house and with a clean interior there is every reason why people should look forward to a pleasant winter period indoors. For it is during the fall months that they forsake the fields and outdoor living for a life more truly spent between four walls and under a roof.

Winter a Social Time

The fact that winter is a social time is all the more reason why people should have their homes more nearly spic and span than at any other time during the year. Everyone likes to have their home appear at its best when their friends come to pay a friendly call or when more formal entertainment is attempted. When the painting is done in the fall this entertainment takes place closer to the painting season and the interiors look their best. There is a field for development of the paint trade throughout the winter months, in fact, as the constant rubbing on floors makes it necessary that floor preparations—varnishes, stains and wall paints—should be utilized to keep the interior of the home pleasantly agreeable.

Fall for Exterior Painting

It has been pointed out in these columns heretofore that the fall is a most favorable time to paint the exteriors of buildings. It is better in fact than the spring, for the reason that the surface is better prepared. After the summer's sun has beaten on all surfaces they are thoroughly dried. In the springtime the winter's storms and spring rains have made damp the exterior surfaces and the paint preservatives are not able to find their way into the pores of the wood as readily. When this moisture dries out after the paint has been put on there is danger that cracking may take place. But by the time the summer is over the surface has been entirely changed from what it was in the spring. The paint can get readily into the pores of the wood and will for that reason cling longer and be more truly a preservative than would be the case if it were smeared over a damp surface.

The Economy of Painting

The present time is one for economy. There is no one but who instantly and inherently subscribes to this fact. Building operations are for the most part down to a minimum. Capital is harder to get and is not seeking investment as readily as it did in flush times. Replacement costs of buildings are accordingly high. To insure against the necessity for replacement it is well to advocate the preservation of existing structures in the best form possible. Now is the time if ever when existing properties should be preserved in perfect condition. Such a condition can be maintained only through systematic painting at the right intervals.

Cost of Materials Not a Factor

It might be argued that the high cost of painting materials militates against painting at the present time. It should be borne in mind that the cost of materials for any painting job is about 25 per cent. of the total cost, the rest being represented in labor. Consequently the relative price of paint at any particular time is a small item. The property owner who delays painting because of the high cost of materials lays stress on one of the least important factors in painting. During the fall and winter labor should be more plentiful than it is during the spring and summer months. And it will undoubtedly be more plentiful this winter in Canada than it has been for at least two years past. With the shutting off of shell orders more labor will be released and undoubtedly many painters will thereby be looking for work again. Conservation is economy. Conservation is the essential function of paint. The hardwareman should not neglect to preach this doctrine. It will mean bigger sales for his paint department and will be doing a real service to his community in addition.

LICENSING U. S. EXPORTS

Regulating U. S. Trade—No Metal Products Except for War Munitions

The regulation of exports under the Espionage Act of the United States is designed to interfere as little as possible with the normal trade of the country and to direct exports in such a way that they will go first and by preference where they are most needed and most immediately needed, and temporarily to withhold them, if necessary where they can best be spared.

In this manner there will be a little check put upon the volume of exports and the prices obtained for them will not be affected by the regulation. The policy will be carried out not by prohibitive regulations but by a system of licensing exports which will be as simply organized and administered as possible. It is realized by the U. S. authorities that trade can be successfully and profitably conducted now, the war pushed to a victorious issue and the needs of their own and other people with whom they are still free to trade, efficiently, only by systematic direction, and that is the chief idea of the new system of licensing exports.

Various license forms have been designed in connection with the shipments of certain articles enumerated, in connection with their shipment to countries associated with the U. S. in war, or otherwise.

Shipments of iron and steel plate, pig iron, iron and steel scrap, of steel billets and of raw materials entering into the manufacture of explosives to countries associated with the U. S. in the war will not be licensed unless the goods are destined for war purposes.

Paint With Business-Building Qualities and Big Profits

Over half a century of high quality paint-making has gained the full confidence of the consumer for RELIABILITY of our lines. They bring a steady patronage.

JAMIESON'S
PURE PREPARED PAINTS

A WORD ABOUT PROFITS—Even though a product is a good seller it is not of much account to the dealer unless it pays a fair profit—our paints pay HANDSOME PROFITS.

Link up with us without delay. Write for our proposition—sure to interest you.

R. C. JAMIESON & CO., Ltd., Montreal, Canada

ESTABLISHED 1858 **Owning and Operating P. D. DODS & CO., Limited**

"MURESCO"

The Best Wall Finish **Leads All Other Finishes**

Best Value in Wall Finishes Manufacturing

"MURESCO" possesses a host of selling merits. Costs less than other wall finishes and is highly efficient. Whitening of factory plants to the plainest tinting of a small cottage, and the most elaborate colors schemes for residence and public building are well within the scope of "MURESCO" efficiency. Churches, school-buildings, opera houses, apartment houses are all big buyers of "Muresco."

"MURESCO" will not peel, crack or rub off. A little goes a long way—very economical. Made in 16 tints and colors.

Sales are big—so are the profits. Write for agency proposition.

Benjamin Moore & Company, Limited

West Toronto, Ontario

If any advertisement interests you, tear it out now and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 12.—The only point of interest in the paint and allied markets has been a firming up in turpentine, quotations now being strong at 64c to 65c. Linseed oil is also firm on receipt of reports of a crop shortage in the States. Travellers continue to express confidence as to fall bookings, and anticipate that farmers generally will be good paint users. Orders are of a sorting up character, showing that hardwaremen are looking over their stocks. Collections so far as the country is concerned are good, but the city does not compare so well.

Strong Undertone In Linseed Oil

Montreal.

LINSEED OIL.—The market is very firmly held, and grinders are for the moment not thinking of declines, but of advances. The bullish tone now apparent is due to the report that the United States flax crop will be about 6,000,000 bushels short of estimates, while there has been more trouble over freightage dislocation. In fact, receipts show up badly against the same period last year. Making allowance for some speculation, the primary markets have held prices steadily. There has been no change in the character of the orders passing through. Merchants are buying only just to keep ahead of consumptive requirements, and any unexpected large order would find them quickly on the market with the prospect of considerable transportation delay. We continue to quote: Linseed oil—¼ bbls. raw, $1.47½-$1.50-$1.55. Boiled: $1.50-$1.52½-$1.58; 5 to 9 bbls., $1.46½-$1.49-$1.54. Boiled: $1.49-$1.51½-$1.59 per Imperial gallon.

Firmer Tendency Apparent In Turpentine

Montreal.

TURPENTINE.—Turpentine has firmed up again, and the lowest price quoted last week of 58c have disappeared. While not interfering with the top price of last week of 65c, the other quotations have firmed up, and we now quote 64c to 65c. There is plenty of turpentine in sight, but the adverse transportation facilities are nullifying good supplies. Orders from merchants are on the small side, and it is evident that there is no intention just at present to stock up to any extent. We quote:

Turpentine.	Per Imp. gallon.	
1 to 5 bbls.	$0.64	$0.65
5 to 9 bbls.	.....	0.63

Movement Of Putty Is Fairly Good

Montreal.

PUTTY.—Nothing spectacular has occurred in putty. Orders are coming along regularly, although in small bulk. It is surprising, however, how heavy is the volume of business done from week to week. Small orders do not look so imposing as the big ones, but when coming along steadily make up a surprisingly good total. We quote: Standard bulk in barrels, $3.60 per 100 lbs. in less than ton lots. For 100 lbs. drums, $4.05 per 100 lbs. Glass is in unchanged market as compared with last week.

Better Orders For White Lead In Oil

Montreal.

WHITE LEAD IN OIL.—A distinct fall atmosphere is apparent in this line. Travellers' orders have been heavier and requests for prompt shipments have been more pronounced than hitherto. It looks as if stocks were short, and merchants are finding the demand is using up their available supplies quickly. The market is steady and prices unchanged. We quote $18.80 per 100 pounds for one-ton lots, and $19.10 per 100 pounds for less than one-ton lots.

Fall Painting Becoming Popular

Montreal.

MIXED PAINTS.—All lines are moving more freely. There has been a distinct improvement in the local demand for household paints, evidently preparatory to the fall cleaning up. While enamel paint, stains, bronze for radiators are in good demand. Every year sees a distinct improvement in these lines, and it looks as if the fall cleaning up is gaining strength over the spring one. There is a lot to be said in favor of it, and the "brighten up for the fall" movement pushed by so many paint dealers has gained many adherents. Barn paints and machine enamel are also showing fall improvement. Nothing untoward has occurred to upset the situation. Prices are undisturbed, although the raw material situation is somewhat disturbing in character, rosin, for instance, being extremely firm and liable to an advance. Manufacturers are pushing ahead steadily with their products, and doing all that is possible to ship promptly and to overcome the freight difficulty.

Glue And Size Go Still Higher

Montreal.

GLUE, SIZE.—Some grades of glue have advanced in price, and we quote: White, No. 1, 45c per lb.; No. 2, 36c; No. 3, 27½c. Gold Medal, 39c.

Size, which was 20 per cent. off list, is now list.

TORONTO

TORONTO, Sept. 13.—The items of greatest interest to the paint trade were the lower prices quoted in certain quarters on linseed oil and the higher quotations on turpentine. Manufacturers report that indications are favorable for a good fall trade. Some of the travelers have just started back on the road after being off during the National Exhibition. In paint staples there has been a steadiness in the market so far as price changes are concerned. Pig lead in the primary market gives evidence of an easier tone and this is naturally reflected in white lead in oil. It is stated, however, that present prices of white lead in oil were not in conformity with the prices warranted by the spot prices on pig lead.

Linseed Oil Situation Perplexing

Toronto.

LINSEED OIL.—There is a perplexing situation in the linseed oil market which makes for an uncertain condition with respect to future prices. In the United States the Government crop estimate places the flax crop at 12,800,000 bushels of seed. Trade interests across the line have taken an even more pessimistic view of the situation and private estimates range from 8,000,000 to 10,000,000 bushels. The normal requirements of the United States is between 28,000,000 and 30,000,000 bushels. It is expected that under the most favorable conditions Canada cannot supply more than 5,000,000 bushels of seed to the United States during the coming year. This would force the burden of filling United States needs upon Argentina. There has recently been placed an export duty of 16c per bushel on seed going out of the country by the Govern-

ANCHOR SHINGLE STAINS

MERCHANTS will soon be busy selling Shingle Stains, for people are now realizing the value of Stain as a protection against decay caused by winter storms.

Anchor Brand Shingle Stain has been a favorite in Canada for many years.

So great has been the demand for this Stain that we have had to erect a building where it will be manufactured exclusively.

To protect shingles and the sides of buildings from decay no better stain can be procured than Anchor Shingle Stain—easy to apply—penetrates deeply—protects for years—It may be had in 19 colors.

Color cards and sets of slats showing full range of colors on application.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

ment of Argentine. As to how the crop will turn out in that country is still a conjecture. Last year it was expected early in the season that a crop of 40,000,000 bushels would be available, but losses from drought and locusts reduced her exports to 4,000,000 bushels. The present Argentine crop is reported in favorable progress, but it is late in maturity and estimates on the out-turn are wholly speculative. There is no definite information as yet with respect to the condition of the crop in Western Canada. It is largely in the speculative stage, as much depends on the condition of the weather between now and the time when the crop is ready to harvest. The trend of the October and December option at Winnipeg during the week may give more interesting light than any other factor. On Wednesday of last week the October option was quoted at $3.26⅝ per bushel and by the close of the market on Wednesday of this week had dropped to $3.15 per bushel. During the same days a decline in the December option from $3.24 to $3.08 was registered —a clear drop of 16c. Cash seed in the same time dropped 13c per bushel.

In the local market quotations showed a decline of 7c. in certain quarters, the range being widened with low quotations being made at $1.35 per gallon for raw linseed oil in barrel lots. There was quite a range of intermediate prices between the high and low, $1.49 and $1.52 being quotations given.

1 to 2 bbls.	$1.35-$1.55	$1.37½-$1.58
3 to 5 bbls.	1.34- 1.54	1.36½- 1.57
6 to 9 bbls.	1.33- 1.53	1.35½- 1.56

Turpentine Advances 2c To 4c During Week

Toronto.

TURPENTINE.—There was a decidedly firmer tendency in turpentine during the week when both the low and the high quotations of last week were moved upward. In the instance of the low quotation of last week there was an advance of 4c per gallon, which now makes the selling price 62c, and on the high quotation an advance of 2c per gallon, making the quotation 66c in single barrel lots. There was a distinctly firmer tone in the Southern producing centres during the week due to buying by speculative interests, who were evidently of the opinion that turpentine at recent quotations in the Southern markets is a good buy. Producers in the South assert that they are sustaining an actual loss under the recent selling basis and that such a condition threatened to ruin the industry. Prices in the primamry markets were ¼c to ¾c per gallon higher during the week. There has been only a fair demand for turpentine locally, shipping facilities operating to hamper deliveries to a considerable extent.

1 barrel lots	$0.62 -$0.66
2 to 4 barrels	0.60½- 0.65
5-gallon lots	- 0.73

Fall Painting Has Given Some Promise

Toronto.

PAINTS.—Manufacturers in some instances report an apparent better demand for lines used in cleaning work, such as radiator paints, stovepipe enamel and similar lines. Travelers for some of the houses have started on the road again after having a vacation during the National Exhibition period. It is a little early yet to see how the fall trade is shaping, but indications are expected to be forthcoming as soon as preliminary rounds have been made. Hope is rampant that the present fall will be a good painting season, especially with the farming community, as good crops and good prices should naturally induce them to be free spenders.

White Lead In Oil Continues To Mark Time

Toronto.

WHITE LEAD IN OIL.—There was a continued steadiness in the market for white lead in oil during the week, but the situation in the pig lead market gives signs of an easier tone. Declines were registered in the primary market in the metal, but whether or not this will be sustained long enough to cause any difference in the market remains to be seen. There is a light demand for white lead in oil. Prices remain unchanged at $19 per hundred pounds in ton lots and $19.30 in less than ton lots.

Putty And Glass Markets Hold Steady

Toronto.

PUTTY, GLASS.—Dealers in glass report that a better demand has been manifest during the week, coming principally from the country districts. There was little of interest that is new in the local situation with respect to prices. Quotations continued to be made on the basis of 50 per cent. off list for box glass and 45 per cent. off list for cut lights. Negotiationst of the new wage scale have not yet been made between the manufacturers and blowers in the United States. This is likely to have a material bearing on the price of glass. Putty was in slightly better demand, but prices remained unchanged at those given in current quotations.

CATALOGUES and BOOKLETS

REAL SPORTSMAN'S CALENDAR

To the average sportsman, the year begins in September. Then, nature starts to paint the forest leaves a brighter tint, the nuts are nipped with the first frost, the Autumn haze clothes the hills, and —the game seasons open.

A sportsman whose heart responds to the September call of the hunt suggested to the Remington U.M.C. people that a calendar for the tribe of Nimrod should be issued with this month of charm leading all the rest. So the Remington calendar comes this year bearing the leaves for all the months from September 1917, to December 1918, inclusive.

In another respect this calendar is a precedent breaker. The full color sketch which adorns it is in Lynn Bogue Hunt's best style—in fact good judges say that Mr. Hunt never did a better thing. Have you had a covey of quail whir-r- up right under your feet? If you have had this experience, you will get a much better view of the birds and in just as true color when you see this splendid calendar. Should you be looking forward to coming upon your first quail, Mr. Hunt here saves you the trouble of going to the fields. Just below the sketch is another new note—an extremely artistic view of the mammoth Remington U. M. C. factories.

Sportsmen will treasure this calendar —those who are fortunate enough to get one—and when its sixteen leaves have gone, will frame it "for keeps."

H. S. HOWLAND SPECIAL FALL CATALOG

The fall number of Howland's monthly bulletin, issued by H. S. Howland, Sons & Company, Toronto, Ont., is an especially attractive issue in which a number of colored inserts, relieve the pages descriptive of the wide range of hardware lines featured in the number. Fall sporting goods receive special attention and complete price lists and change sheets are forwarded with each issue of the bulletin. Shot guns, shells, powder and other shooting supplies receive considerable attention. Saws, axes, farm tools and automobile accessories are also dealt with extensively in addition to the devotion of considerable space to kitchenware, electric goods, laundry supplies, buildings' hardware and other specially seasonable goods for fall and winter trade.

Wire Rope Lubrication.—The constant motion of a wire rope involves heavy strains and internal friction, and requires that the wear should be equally distributed. Intelligent lubrication will greatly prolong the working life of a wire rope, says the *Ironmonger*. The initial lubrication used to lay up the hemp core around which the strands of the rope are wound is an important factor as it should not only retard the effects of friction, but also act as a preservative by minimizing internal corrosion. When a rope is properly lubricated from the inside, less external lubrication is necessary, and the same lubricant should preferably be used in both cases to obtain uniform results. The necessity for careful lubrication will be realized when it is stated that the wearing or bearing surface of 100 ft. of 1 in. diameter wire rope is about 334 square feet, whereas the bearing surface in a 35,000 horsepower reversing engine, one of the largest in the world, is 319 square feet.

2 cents

per word for the first insertion is the rate charged for an advertisement on this page. Each figure is counted as a word, and a charge of 5c extra is made when a box number is required.

When more than one insertion is ordered the cost is one cent per word for each subsequent insertion, providing the copy is not changed.

Write your message legibly and state the number of times you wish it to appear.

HARDWARE AND METAL "Wanted" ads get results.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessitities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

It's a Berry Finished Room from Floor to Ceiling

Homebuilders and houseowners have learned that "BERRY" FINISHES not only produce artistic interiors, but the lasting quality of the finish makes their use economical.

BERRY BROTHERS' VARNISHES, ENAMELS, AND STAINS are ready sellers because of the widespread knowledge of their merit among actual varnish buyers.

For more than half a century architects have specified them and painters have preferred them because of their complete dependability.

Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are a few of the many "BERRY" products whose names are household words among all users of varnish.

There is an ever increasing demand for them and the label of "BERRY" BROTHERS is the only selling argument needed.

BERRY BROTHERS (INCORPORATED) World's Largest Varnish Makers

Established 1858

WALKERVILLE ONTARIO

(593)

Liquid Granite FLOOR VARNISH

Lawn Mower Prices for 1918

The 1918 Price Lists of the famous Taylor-Forbes line of Lawn Mowers is in the hands of the jobbers. It behooves every dealer to get quotations right away so that his order may be booked early. The uncertainty of the steel and iron market urges haste in buying so that stocks may be complete when spring arrives. If your jobber cannot quote on T-F Mowers write us direct.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Can.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 10%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hunters' Axes	8 00	9 00
Bench No. 2, doz.		11 25
No. 3, doz		12 15
No. 4, doz		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....$1.40-$1.75

Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards.	Per doz.
F.o.b. Stratford.	
No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85
Ironing Boards.	
Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony .....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets.	$11 25	....

	Galvanized		
	Apollo	Crown	Gorbals
18x24x52	9 75	9 75	9 75
60	10 00	10 00	10 00

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20 x 28, 112 sheets..... 20 00

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—	
14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

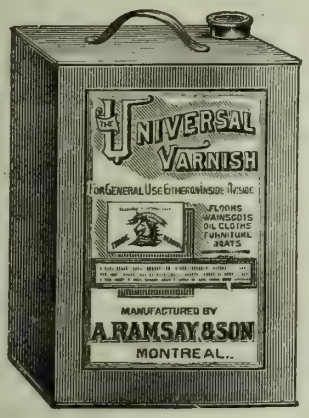
F.o.b. Toronto, Montreal, London, and Hamilton.

Universal Varnish

Universally used for years. Universal satisfaction always.

For Floors, Woodwork or where Good Varnish is required use UNIVERSAL.

Do you stock this line? If not, don't hesitate.

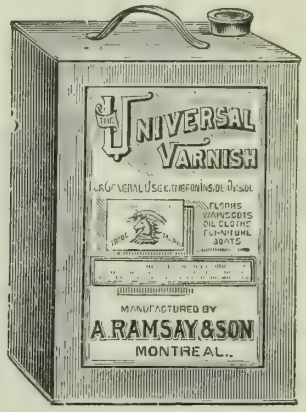


A. Ramsay & Son Company

MONTREAL

Branches at

TORONTO and VANCOUVER



We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 80
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	12 00
Barn door track, round, ft.	0 24
Discount on round track, 45%.	

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 00
No. 3, per doz.	3 50	4 50
No. 4, per doz.	3 60	5 10
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	3.25-4.20	
Cold blast, common ruby	3.25-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

CANADA'S BEST IS CANADA PAINT

Only good results mean satisfied customers. Be sure of your customers by offering them the paint YOU know and THEY know, is the best money can buy.

The Paint

that protects, beautifies and lengthens the life of the object on which it is applied.

Satisfies

the user and creates confidence. The satisfaction obtained with Canada Paint spreads and makes casual buyers

Your Customers

The Paint

that is kept continually in the minds of the property owners by extensive advertising, and gives proper results.

Holds Trade

and is an insurance against loss of business. Old customers recommend it as giving them satisfaction, which means

New Customers

Quality, durability, economy and satisfactory results are all embodied in a can of Canada Paint.

A stock of C.P. is a profitable investment at all times. Be a C.P. agent and handle a line that sells itself.

Write to-day for particulars regarding the C.P. Agency.

The Canada Paint Company, Limited

Makers of the
Famous Elephant Brand White Lead

572 William Street - - - Montreal
112 Sutherland Avenue - - - Winnipeg

TRADE MARK

If any advertisement interests you, tear it out now and place with letters to be answered.

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton. London

"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 30% off list.

American netting, 25% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green		0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 20
Dry Fibre, No. 2 roll	0 66
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 73
Tarred felt, per cwt.	3 25
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps
Cistern Pumps
Set Lengths
Brass Lined Cylinders
Brass Body Cylinders

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 20%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

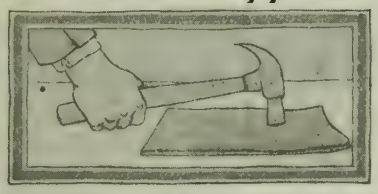
F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

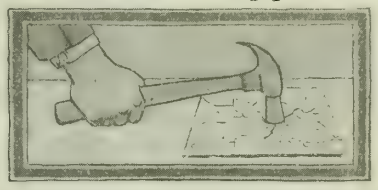
F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

Hammer a Sheet of *Rubber*- And What Happens?



NOTHING—your hammer does not harm the rubber because rubber is elastic. And that is the characteristic that makes "61" Floor Varnish so durable — elasticity.

Hammer a Sheet of *Glass*- And What Happens?



WRECKAGE—the glass is shivered into a thousand pieces because it is brittle. And this same thing in a lesser degree, is what happens to ordinary varnishes.

"61" FLOOR VARNISH

TEST IT WITH A HAMMER

"You may dent the wood but the varnish won't crack"

THE ABOVE PICTURE WILL APPEAR

EIGHTEEN MILLION TIMES

IN THE NATIONAL MAGAZINES THIS FALL

FIGURE FOR YOURSELF the effect this will have on the business of the dealer who HAS THE RIGHT TO SHOW THE SAME EMBLEM IN HIS WINDOW!

LOOK at the two small illustrations above. Read the text that goes with them. Do you see how clearly it explains the vital importance of *toughness*, as the characteristic that gives durability to a floor varnish? It's simple logic for the man or woman whose floors are cracked and chipped to look around pretty carefully for "61" Floor Varnish after the whole force of this massive campaign has emphasized to him that one cardinal point in which "61" Floor Varnish excels to such a marked degree.

This means that someone — *someone* — is going to sell that man "61" Floor Varnish. He wants the varnish that is *durable* — the one whose makers say, "Test it with a hammer — you may dent the wood, but the varnish won't crack."

You can be the *someone* who makes that sale and gets that profit.

Write today for the Pratt & Lambert Dealer Proposition. See how we enable you to *steer into your store* the sales energy created by this big national advertising campaign.

PRATT & LAMBERT-INC.

VARNISH MAKERS 68 YEARS

24 Courtwright Street, Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES.

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black.	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black.	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:

Full polished .....$1.00 per dozen net

Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....65 and 5%

Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%

Double pointed tacks....60 10%

Shoe findings list adopted July 5, 1917—Net list.

List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME)	Doz. with chain
Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder)	Per lb.
500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	50-55c
4-ply wrapping, lb.	54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.

Colonial, 33 1-3%.

Imperial Ware, 33 1-3%.

Pearl, 33 1-3%.

Premier, 10%.

Canada Ware, 10%.

Diamond, 10%.

White Ware, 50%.

Japanned Ware, list plus 20%.

Japanned Ware, White, list, plus 30%.

Plain and Jap Sprinklers, list plus 20%.

Stamped Ware, plain, 50%.

Stamped Ware, retinned, 45%.

Copper Bottoms, list, plus 10%.

Tinners' Trimmings, plain, 50%.

Tinners' Trimmings, retinned, 45%.

Tinners' Trimmings, general, list plus 10%.

Milk Can Trimmings, list, plus 50%.

Cream Cans, list, plus 10%.

Railroad cans, list.

Pieced Tinware, C.B., list, plus 50%.

Sheet Iron Ware, list, plus 10%.

Pieced Ware, ordinary, list, plus 30%.

Fry Pans, 40 and 10%.

Spiders, 25%.

Fire Shovels, list, plus 10%.

Steel Sinks, painted, list, plus 10%.

Steel Sinks, galvanized, list, plus 15%.

Light Galv. Pails and Tubs, list plus 20%.

Heavy Galv. Pails and Tubs, list, plus 10%.

Garbage Pails, list, plus 10%.

Jap. Coal Hods, list, plus 25%.

Galv. Coal Hods, list, plus 40%.

Paper Lined Boards, 40 and 5%.

Wood Lined Boards, 30 and 10%.

Stove and other Pipes, list, plus 40%.

Stove Pipe Thimbles, 50, 10%.

Copper Boilers, list, plus 10%.

Copper Tea Kettles, list, plus 10%.

Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.

Copper Tea and Coffee Pots, list, plus 10%.

Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire.	Toronto
Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 80

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets

MR. CLERK
YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

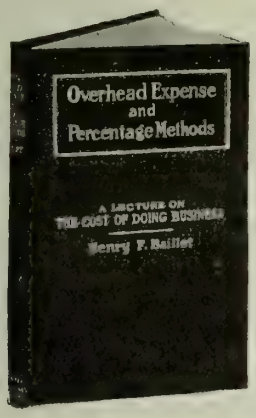
How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.
Dept. S.E. **143-153 University Ave.**
Toronto **Canada**

How Do You Figure Your Overhead Expense?



Many Sanitary and Heating Engineers find at the end of the year they have lost money when they figured on making from 10 to 25% profit. Why? Because they did not know what it costs to do business. They did not include all the little items which make up correct overhead expenses, and therefore did not charge a proportion of these items in their estimates.

Baillet's Overhead Expense and Percentage Methods is based on data taken from *actual business experiences.* Shows how to figure properly the cost of doing business and the correct percentage of profit on any contract.
128 pages. 4½x7 inches. 24 Tables. Cloth. Price $1.00 Prepaid.

Book Department
MacLean Publishing Co., Limited
143-153 University Ave., TORONTO

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX Per lb.

Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY) Per lb.

Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	2½-3¾
Venetian red, best bright	0 04
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

ENAMELS Gal.

Luxeberry Enamel	$6 00
Screen Enamel, BB.	1 90
B.H. English Enamel	5 25

GLUE Per lb.

French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	23½-24
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 80

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity		17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN Per 100 lbs. C.P. Co.

Prices withdrawn.

600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	55 00
50-lb. drums	55 00
25-lb. drums	55 25
1-lb. 100s, papers	57 25 60 00
½-lb. 200s, papers	59 25 62 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Montreal	Standard Less than tons Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

B.H. Varnishes	$2 75
Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING Gal.

Liquid Slating, B.B.	$2 20

VARNISHES Per gal. cans

No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 77
M-S Wood-Var	2 77
M-S Durable Spar	3 90
M.S. Finest Interior	3 25
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX Per lb.

C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL Per gal.

In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

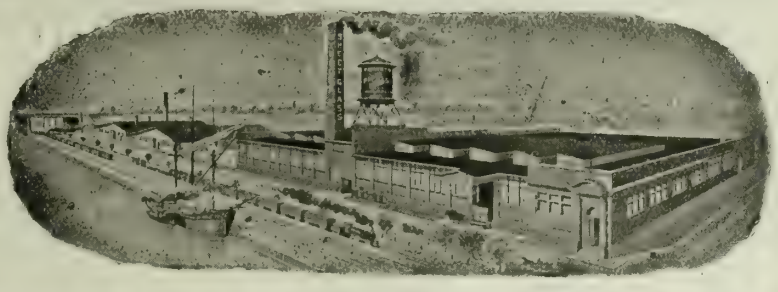
Results are quick - with DOUGALL'S Transparent Floor Varnish

A varnish that will give entire satisfaction

For use on wood floors of every description—will stand the maximum amount of hard wear and is especially suited for use where much traffic is expected—One of the Dougall line of quality varnishes.

DOUGALL VARNISH COMPANY, Limited - MONTREAL

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

TRADE MARK

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $3.35 base; ⅜, 7-16 in., $5.60 base; other sizes, $5.35 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 57½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.65; 3 in., $9.15; 4 in., $12.65.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set.....$1 20
Mrs. Pott's No. 50, set..... 1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain $12 50
No. 25, Dash-board 15 50
Short Globe, doz. 12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons $5 00
25-lb. irons, per cwt..... 5 30
1½-lb. tins 0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge $11 25
12 gauge 11 25
14 gauge 11 50
16 gauge 11 50
18-20 gauge 10 80
22-24 gauge 10 85
26 gauge 10 90
28 gauge 11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅝ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C. $30 00
20 x 28 I.X. 32 00
20 x 33 I.C. 35 40
20 x 33 I.X. 37 45
Terne plates 24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.....$2 20
Stephens Exalite, gal..... 3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $5.10 f.o.b. Ft. William, $5.40 Winnipeg; Glidden Cattle, 2-pt., $4.95 Fort Wiliam, $5.25 Winnipeg; Baker 2-pt., $4.90 Ft. William, $5.20 Winnipeg; plain twist, cwt., Fort William, $5.50; Winnipeg, $5.90; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

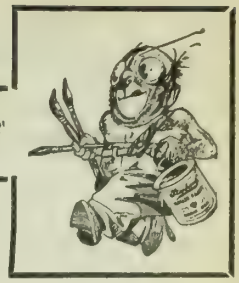
WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'



Be Careful of What Kind of Paint You Sell!

Sell Only Reliable Brand of Paint

You Can Rely On

Stephens'

REGISTERED TRADE MARK

Why You Should Exercise Care

War has made the supply of raw materials scarce and high in price. Consequently there are more paints of unreliable quality on the market than ever before. You can't afford to take a chance in selling a line of products of uncertain quality—you may lose much valuable business—especially if you sell paints without the maker's brand and his guarantee of quality.

War conditions have not affected STEPHENS' PAINTS. Still business winners and business holders.

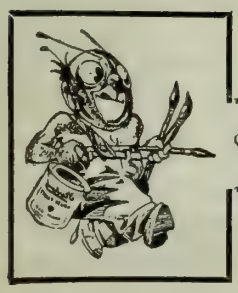
Stephens' Paints are Western Paints especially. Western conditions have been carefully studied for over a quarter-century and a paint has been made which suits conditions perfectly.

Our agents make good profits. We give them all kinds of practical help to build up business. Write for details.

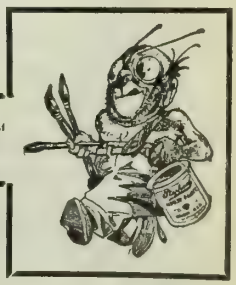
G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

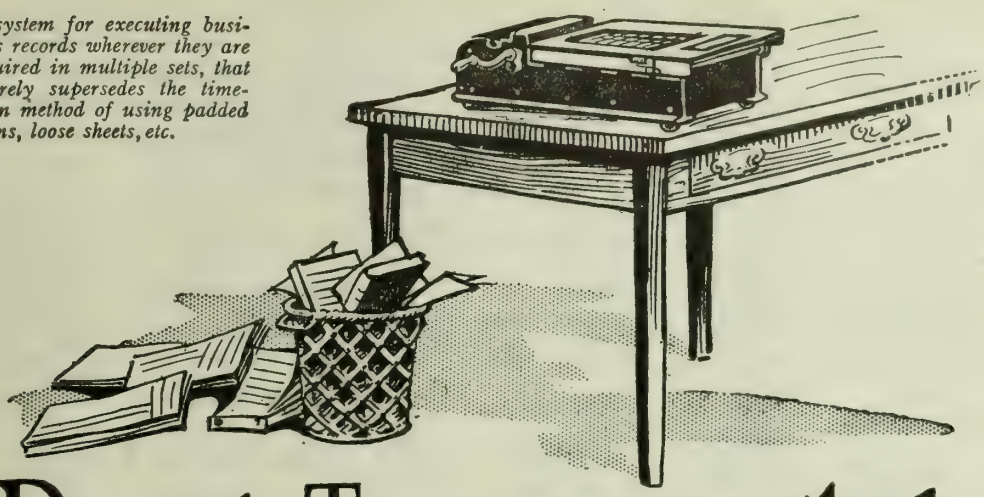


If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Pins, Escutcheon
Parmenter & Bulloch, Gananoque
Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.
Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt
Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt
Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto
Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.
Pipe Covering
Pease Foundry Co., Ltd., Toronto
Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto
Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pipe System
Powerlight Co., Winnipeg
Pipe Vises
National Machinery & Supply Co., Hamilton
Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Plaster of Paris
Walter Belyea, Winnipeg
Plasterers' Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.
Planters
Eureka Planter Co., Woodstock
Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Pliers, Combination
Goodell-Pratt Co., Greenfield, Mass.
Plowshares
D. Ackland & Son, Winnipeg
Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal
Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto
Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton
Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto
Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Powder
Dominion Cartridge Co., Ltd., Montreal
Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal
Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.
Poultry Netting Staples
Western Wire & Nail Co., Ltd., London
Powder, Smokeless
Dupont Powder Co., Wilmington, Del.
Power Apparatus
Northern Electric Co., Montreal
Pottery
Toronto Pottery Co., Ltd., Toronto
Precision Tools
Goodell-Pratt Co., Greenfield, Mass.
Protractors
L. S. Starrett Co., Athol, Mass.
Polish, Floor
Channel Chemical Co., Toronto
Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg
Primers
Dominion Cartridge Co., Ltd., Montreal
Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto
Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto
Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal
Pump Jacks
Beatty Bros., Fergus, Ont.
Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Plate Glass
G. F. Stephens & Co., Winnipeg
Pump Valves
Jenkins Bros., Ltd., Montreal
Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal
Pulleys
Canada Foundries & Forgings, Brockville
Radiator Valves
Jenkins Bros., Ltd., Montreal
Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.
Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.
Rakes
Ward & Payne, Sheffield, Eng.
Ranges
Canada Stove & Foundry Co., Ltd., Montreal
Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto
Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal
Razor Hones
The Carborundum Co., Niagara Falls, N.Y.
Razor Strops
The Carborundum Co., Niagara Falls, N.Y.
Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.
Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.
Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.
Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.
Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto
Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt
Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd., Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto
Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt
Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg
Rifles
Harrington & Richardson Arms Co., Worcester, Mass.
Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Ridgeroll
Wheeler & Bain, Toronto
Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Rosin
Ontario Oil & Turpentine Co., Toronto
Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg
Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Rubber
J. H. McComb, Ltd., Montreal
Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Roofing, Felt
J. H. McComb, Ltd., Montreal
Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg
Roofs, Silo
Pedlar People, Ltd., Oshawa
Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.
Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Roller Crushers
Manitoba Engines, Brandon, Man.
Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto
Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.
Radiators
Pease Foundry Co., Ltd., Toronto
Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto
Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto
Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto
Rubber Mats
Canadian Consolidated Rubber Co., Montreal
Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.
Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.
Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio
Saddlery Brushes
T. S. Simms & Co., St. John, N.B.
Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal
Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.
Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

A system for executing business records wherever they are required in multiple sets, that entirely supersedes the time-worn method of using padded forms, loose sheets, etc.



Discard—Time-worn methods
Adopt—Autographic Registers

HANDLING business records by the time worn method of using padded forms, duplicating books, loose sheets, and carbons, is inefficient, costly and unnecessary.

• • •

"Shouperior" Autographic Registers are more efficient. They offer greater speed, convenience, and economy in operation, and ensure absolute protection.

• • •

The "Shouperior" System can be adopted for use in any line of business. By manufacturers, wholesalers, or retailers.

• • •

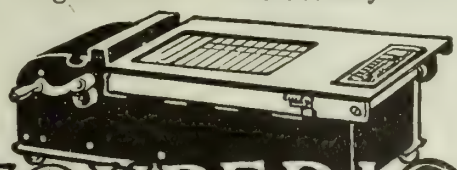
Various sizes and styles of registers are made which will produce at a single writing from two to a dozen legible copies of the original entry, made by either pen, pencil, or typewriter. Assembling of forms, blanks, carbon paper, etc., is entirely eliminated—the execution of one set of forms automatically preparing the next set, carbon paper and all.

• • •

The device is easy to operate. It has no complicated mechanism. A turn of the handle delivers the copies, automatically measured.

• • •

The small first cost is not an expense, but an investment which will pay you dividends in time and labor saved—in convenience, efficiency, and protection of records for many years to come. It actually costs less money to adopt the "Shouperior" System than it does to do without it.



SHOUPERIOR
Autographic Registers

A System for Executing Business Records

We would like to tell you more about the "Shouperior" System as applied to your particular business. Drop us a card, or better still, let us have copies of the printed forms you are now using. Address nearest office.

Autographic Register Company of Canada, Limited

ESTABLISHED 1883

Head Office and Factory: 10 St. Peter Street, Montreal, Que.

Branches: LUMSDEN BLDG., TORONTO. SOMERSET BLDG., WINNIPEG 2

CLASSIFIED LIST OF ADVERTISEMENTS

Sanitary Closets
Wakyte Mfg. Co., Winnipeg
Sash Operator
Metallic Roofing Co., Toronto and Winnipeg
Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers
Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto
Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal
Saws, Circular
Simonds Canada Saw Co., Montreal
Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.
Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.
Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.
Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.
Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Scrapers
Stanley Rule & Level Co., New Britain, Conn.
Screw Machine Products
Eclipse Mfg Co., Indianapolis Ind.
Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.
Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.
Screws, Apple Press
Canada Foundries & Forgings, Brockville
School Seats
Canada Foundries & Forgings, Brockville
Screen Door Sets
The Stanley Works, New Britain, Conn.
Screens
B. Greening Wire Co., Ltd, Hamilton
Screen Doors
Kasement Skreene Dore Co.
Seals (Lead)
Canada Metal Co., Ltd., Toronto
Sleeping Room Hardware
Berney & Small, New York
Sewer Pipe
Toronto Pottery Co., Ltd., Toronto
Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.
Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal
Shot
Steel Co. of Canada, Ltd., Hamilton
Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.
Show Cases
Walker Ben & Store Fixture Co., Ltd., Kitchener, Ont.
Shovels, Snow
Beauchamp, J. E., Montreal
Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.
Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg
Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal
Shells, Shot
Dominion Cartridge Co., Ltd., Montreal
Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens, Winnipeg, Man.
Shingles, Asphalt
Bird & Son, East Walpole, Mass.
Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.
Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal
Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.
Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Sheet Lead
Canada Metal Co., Ltd., Toronto
Shears, Garden
Ward & Payne, Sheffield, Eng.
Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York
Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg
Sheets and Plates
American Rolling Mill Co., Middletown, Ohio
Shingle Stain
G. F. Stephens & Co., Winnipeg
Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa
Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal
Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto
Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Silverware
Oneida Community Co., Niagara Falls
Sinks
Canada Stove & Foundry Co., Ltd., Montreal
Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto
Sinks (Steel)
Canada Metal Co., Ltd., Toronto
Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Skis
Northland Ski Mfg. Co., St. Paul, Minn.
Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto
Sleighs
J. E. Beauchamp & Co., Montreal
Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Smokeless Boilers
Pease Foundry Co., Ltd., Toronto
Smooth Planes
National Machinery & Supply Co., Hamilton
Snaffle Bits
G. W. Mallory, Blenheim
Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal
Silver Solder
Canada Metal Co., Ltd., Toronto
Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg
Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto
Soldering Nipples
Canada Metal Co., Ltd., Toronto
Sockets
Northern Electric Co., Montreal
Soderall
Thos. Davidson Mfg. Co., Ltd., Montreal
Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.
Spark Coils
Canadian Carbon Co., Ltd., Hamilton
Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.
Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.
Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.
Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock
Spring Dies
Wells Bros. Co. of Canada, Galt
Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.
Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.
Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.
Stable Brooms
Stevens-Henner Co., Ltd., Port Elgin, Ont.
Stable Fittings
Canada Foundries & Forgings, Brockville
Store Ladders
Allith Mfg. Co., Ltd., Hamilton
Steam Cookers
Louis McLain Co., Ltd., Winnipeg
Storage Batteries
Canadian National Carbon Co., Toronto
Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock
Stoves, Gasoline
National Stamping & Electric Works, Chicago
Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford
Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton
Stencils
Hamilton Stamp & Stencil Co., Hamilton
Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton
Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford
Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal
Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg
Steel Bending Brakes
Steel Bending Brake Works, Chatham
Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Steel Square
Stanley Rule & Level Co., New Britain, Conn.
Stable Fittings
Beatty Bros., Fergus, Ont.
Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Williams Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.
Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.
Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.
Aluminum Paint
G. F. Stephens & Co., Winnipeg
Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg
Aluminum Polish
Louis McLain Co., Ltd., Winnipeg
Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.
All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.
Antimony
Canada Metal Co., Ltd., Toronto.
Artist Brushes
T. S. Simms & Co., St. John, N.B.
Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.
Andirons
Enterprise Foundry Co., Sackville, N.B.
Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.
Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Auger Bits
Wilkinson & Kompass, Hamilton.
Augers, Post Hole
Canada Foundries & Forgings, Brockville
Armco Iron
American Rolling Mill Co., Middletown, Ohio.
Art Glass
Consolidated Plate Glass Co., Toronto.
Asbestos Papers
Walter Belyea, Winnipeg
Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.
Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.
Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.
Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Air Valves
Pease Foundry Co., Ltd., Toronto.
Axles
B. J. Coghlin & Co., Montreal.
Axle Grease
Prairie City Oil Co., Winnipeg.
Axle Pulleys
Canada Foundries & Forgings, Brockville
Automobile Screw Plates
Wells Bros. of Canada, Galt.
Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Awls
Stanley Rule & Level Co., New Britain, Conn.
Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.
Bags, Paper
Walter Woods & Co., Hamilton
Bake Boards
Stratford Mfg. Co., Ltd., Stratford
Bakers' Oven Castings
Canada Foundries & Forgings, Brockville
Bale Buckles
J. E. Beauchamp & Co., Montreal
Barb Wire
Canadian Steel & Wire Co., Hamilton
Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Boat Fixtures
Canada Foundries & Forgings, Brockville
Bedfasts
Canada Foundries & Forgings, Brockville
Bench Screws
Canada Foundries & Forgings, Brockville
Brass Castings
Canada Metal Co., Ltd., Toronto
Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.
Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto
Brass Ferrules
Canada Metal Co., Ltd., Toronto
Brass Sheets
Tallman Brass & Metal Co., Hamilton
Brass Rods
Tallman Brass & Metal Co., Hamilton
Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.
Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville
Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Balata Belting
Plewes, Ltd., Winnipeg.
Belt Fasteners
Dominion Belting Co., Ltd., Hamilton
Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal
Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Belting Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.
Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg
Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.
Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.
Bibb Washers
Jenkins Bros., Ltd., Montreal
Bicycles
Hyslop Bros., Toronto
Bicycle Supplies
Hyslop Bros., Ltd., Toronto.
Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal
Bent Glass
Toronto Plate Glass Co., Ltd., Toronto
Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.
Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal
Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.
Blacksmiths' Supplies
D. Ackland & Son, Winnipeg
Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton
Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.
Bone Grinders
London Foundry Co., Ltd., London, Ont.
Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.
Boring Bars
Pratt & Whitney Co., Ltd., Dundas
Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.
Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton
Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal
Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton
Baskets
Walter Woods & Co., Hamilton
Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton
Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg
Band Iron
Manitoba Rolling Mills Co., Winnipeg
Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Barn Door Track
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton
Barn Door Hardware
Canada Steel Goods Co., Hamilton
Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Barrel Stands
Wakyte Mfg. Co., Winnipeg
Baths (Enamelled)
Canada Metal Co., Ltd., Toronto
Baths (Steel)
Canada Metal Co., Ltd., Toronto
Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gr. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.
Battery Testers
Canadian Carbon Co., Ltd., Toronto.
Battery Switches
Canadian Carbon Co., Ltd., Toronto
Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Block Tin Pipe
Canada Metal Co., Ltd., Toronto
Block Planes
National Machinery & Supply Co., Hamilton
Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt
Boiler Compound
Prairie City Oil Co., Winnipeg
Boilers
Pease Foundry Co., Ltd., Toronto
Boiler Taps
Wells Bros. of Canada, Galt
Bolster Springs
Wilkinson & Kompass, Hamilton
Box Strapping
J. E. Beauchamp & Co., Montreal
Barney & Smith, New York
The Stanley Works, New Britain, Conn.
Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.
Blasting Supplies
Dupont Powder Co., Wilmington, Del.
Blow-off Valves
Jenkins Bros., Ltd., Montreal
Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Brass Rods
A. C. Leslie & Co., Ltd., Montreal
Brass Sheets
A. C. Leslie & Co., Ltd., Montreal
Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Butter Workers
Beatty Bros., Ltd., Fergus
Builders' Tools
L. S. Starrett Co., Athol, Mass.
Burring Reamers
Wells Bros. of Canada, Galt.
Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.
Building Papers
Brantford Roofing Co., Brantford
J. H. McCosh, Ltd., Montreal Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg
Butter Boxes
Walter Woods & Co., Hamilton
Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.
Bumpers for Automobiles
Hyslop Bros., Toronto
Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.
Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.
Bread Boards
Stratford Mfg. Co., Stratford, Ont.
Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Britannia Metal
Canada Metal Co., Ltd., Toronto
Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.
Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton
Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.
Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Walter Belyea, Winnipeg
Buckles
Parmenter & Bulloch, Gananoque
Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
The Stanley Works, New Britain, Conn.
Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal
Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Buzzers
Spielmann Agencies Ltd., Montreal
Bells
Northern Electric Co., Ltd., Montreal
Belt Fasteners
Dominion Belting Co., Hamilton
Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto
Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal
Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Cast Hardware
Canada Foundries & Forgings, Brockville
Cast Iron Holloware
Canada Foundries & Forgings, Brockville
Casters, Bed
Canada Foundries & Forgings, Brockville
Cans
A. R. Whittall Can Co., Ltd., Montreal
Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg
Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg
Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg
Carriage Tires
Gutta Percha & Rubber, Limited, Toronto
Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Carving Sets
Landers, Frary & Clark, New Britain, Conn.
Cash Carriers
Gipe-Hazard Store Service Co., Toronto.
Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.
Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London
Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto
Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.
Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton
Carriage Painters' Supplies
D. Ackland & Son, Winnipeg
Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.
Calks
D. Ackland & Son, Winnipeg
Calks, Boot
Lufkin Rule Co., Windsor, Ont.
Camp Cots and Chairs
Stratford Mfg. Co., Stratford
Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Canning Machines
Louis McLain Co., Ltd., Winnipeg
Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.
Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford
Camp Stoves
National Stamping & Electric Works, Chicago
Casseroles
Louis McLain Co., Ltd., Winnipeg
Casement Holders
Toronto Lock Mfg. Co., Toronto
Casement Operator
Toronto Lock Mfg. Co., Toronto
Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.
Came Lead
Canada Metal Co., Ltd., Toronto
Canoe Headlights
Canada Carbon Co., Ltd., Toronto
Canvas Belting
Plewes Ltd., Winnipeg
Cable Carriers
Gype Hazard Store Service Co., Toronto
Calipers, Vernier
L. S. Starrett Co., Athol, Mass.
Cement Coating
G. F. Stephens & Co., Winnipeg
Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg
Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto
Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto
Centre Reamers
Wells Bros. of Canada, Galt
Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Centre Punches
Stanley Rule & Level Co., New Britain, Conn.
Cement
Waller Belyea, Winnipeg
Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.
Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton

MacLean's Magazine

for September

Northcliffe

THE Big Feature is Lord Northcliffe's article—Federation after the War. This brilliant and mighty publisher and world-figure deals with the question of a federation of Great Britain and the United States, and of Canada's relation to such a federation.

It is a big thing for MacLean's to get this special and exclusive article from Lord Northcliffe, and the inference is: This great journalist and man of affairs deemed MacLean's worthy of his writings.

Lord Northcliffe is only 54 years old. In the years ahead he and his powerful papers, the *London Times* and *London Daily Mail,* will play a big part in the shaping of the Imperial State.

MacLean

COLONEL JOHN BAYNE MACLEAN is a notable contributor, writing of the causes of the war, and of the post-war reconstruction as it relates to Canada.

Colonel MacLean discusses the steps that should be taken to win the war, and deals with the financial measures that Canada must consider for the after-the-war period.

Colonel MacLean is pre-eminently well-informed, and his long and intimate connection with International and Domestic financial affairs makes what he writes challenging and illuminating.

Harold McGrath's Great Story of Adventure and Mystery

This world-famous fiction-writer contributes a complete novelette—"The Rubies of Perak."

Other notable contributors are Stephen Leacock, Miss Laut, W. W. Jacobs, Allenson, Moorhouse, and J. D. Ronald, who tells of a smuggling enterprise by an American who temporarily fooled the Customs Department when he imported the plant for a new factory in a Canadian City.

"The Gun Brand," by Hendryx, a great story of the Canadian Northwest, is a feature of the September *MacLean's.*

Three features liked by business men are the "Review of Reviews" Department, where the best things in the current magazines of the world are condensed; the "Business Outlook" article, and the Department, "Information for Investors."

Now on Sale Everywhere—Fifteen Cents

CLASSIFIED LIST OF ADVERTISEMENTS

Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal, Que.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton
Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal
Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock
Dynamite
Dupont Powder Co., Wilmington, Del.
Egg Beaters
Collette Mfg. Co., Collingwood
Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Farm Plants
Powerlight Co., Winnipeg
Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg
Electric Irons
Louis McLain Co., Ltd., Winnipeg
Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace—made for machine. Packed singly packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

Steel Rules, Gauges, Etc.

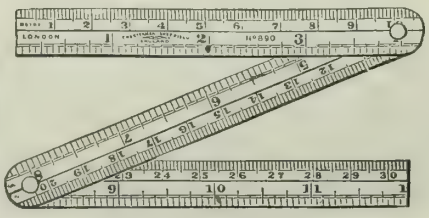
CHESTERMAN'S

MEASURING TAPES Linen and Steel

TRADE J C MARKS

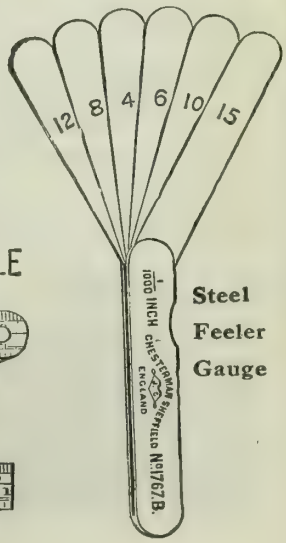
CONSTANTIA J C

TRE BLE



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

CLASSIFIED LIST OF ADVERTISEMENTS

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg
Electric Toasters
Louis McLain Co., Ltd., Winnipeg
Electric Bells
Great West Electric Co., Ltd., Winnipeg
Emery Wheels
Louis McLain Co., Ltd., Winnipeg
Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal
Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal
Farm Lighting Outfits
Northern Electric Co., Montreal
Egg Cases
Walter Woods & Co., Hamilton
Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto
Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.
Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg
Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal
Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg
Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Envelopes
Walter Woods & Co., Hamilton
Extension Ladders
Stratford Mfg. Co., Ltd., Stratford
Electric Vacuum Cleaners
McDonald & Wilson, Toronto
Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg
Electrical Toys
A. C. Gilbert Co., New Haven, Conn.
Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto
End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Emery
John Oakey & Sons, London, Eng.
Emery Glass and Papers
John Oakey & Sons, London, Eng.
Emery Wheels
Carborundum Co., Niagara Falls, N.Y.
Emery Stones
Carborundum Co., Niagara Falls, N.Y.
Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Expansion Tanks
Pease Foundry Co., Ltd., Toronto
Explosives
Dupont Powder Co., Wilmington, Del.
Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.
Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.
Faucets
Jas. Morrison Brass Mfg. Co., Toronto
Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock
Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal
Feed Boxes
Canada Foundries & Forgings, Brockville
Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth
Felt, Tarred
J. H. McComb Ltd., Montreal, Que.
Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal
Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock
Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Figured Glass
Consolidated Plate Glass Co., Toronto
Fittings
Pease Foundry Co., Ltd., Toronto
Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg
Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton
Filters
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Filters
Thos. Davidson Mfg. Co., Montreal
Fire Bucket Tanks
Soren Bros., Toronto
Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.
Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto
Fire Alarm Apparatus
Northern Electric Co., Montreal
Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton
Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.
Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg
Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville
Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto
Fish Net Leads
Canada Metal Co., Ltd., Toronto
Flat Wall Paint
G. F. Stephens & Co., Winnipeg
Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal
Floor Stands
Jenkins Bros., Ltd., Montreal
Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg
Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal
Friction Stay
Toronto Lock Mfg. Co., Toronto
Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto
Flint Cloths
John Oakey & Sons, London, Eng.
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton
Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg
Floor Finishes
A. Ramsay & Son Co., Montreal
Floor Wax
A. Ramsay & Son Co., Montreal
Floor Oil
Prairie City Oil Co., Winnipeg
Flue Liners
Toronto Pottery Co., Ltd., Toronto
Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto
Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford
Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
Fore Planes
National Machinery & Supply Co., Hamilton
Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Forgings
Steel Co. of Canada, Ltd., Hamilton
Fruit Jars
Walter Woods & Co., Hamilton
Friction Taps
Northern Electric Co., Ltd., Montreal
Forstner Bits
Progressive Mfg. Co., Torrington, Conn.
Funnels
Thos. Davidson Mfg. Co., Ltd.,
Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.
Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

If you have a business to dispose of, or are in need of efficient help, try a Want Ad. in HARDWARE AND METAL and let it assist you in filling your needs.

LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON Sales Agents CANADA
Manitoba, Bissett & Webb, Ltd., Winnipeg.
British Columbia, MacPherson & Teetzel, Vancouver

BAR IRON

I.N.C. NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

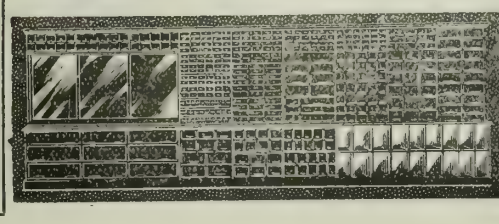
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is the best. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto

Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpeek Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton

Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.
Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton

Wilkinson & Kompass, Hamilton
Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.
Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton

The All 'Round GLUE Sold in Packages

Products that are done up in packages have selling advantages over those that are not. That's why "BRANTFORD" Glue is a leading seller. Good profits in it.

Sold in ¼, ½ and 1-lb. packages. Order from your jobbers.

Brantford Glue Co., Ltd., Brantford, Ont.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West Tel. Adelaide 1892
TORONTO

5 Queen Street Tel. Main 4308
MONTREAL

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our **CUTLERY**

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

Auger Bits

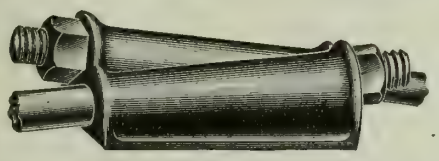
The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co

CHESTER, CONN., U.S.A.

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.

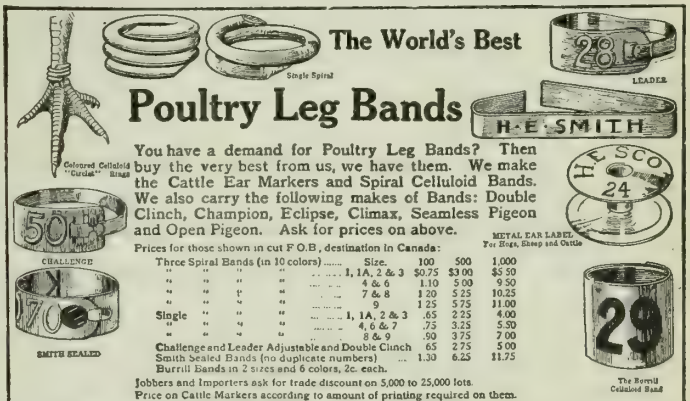


Variety of patterns for round and flat bands all sizes.

Silo Wrenches Washers

Otterville Mfg. Co., Limited

Otterville, Ontario



The World's Best

Poultry Leg Bands

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

Prices for those shown in cut F.O.B., destination in Canada:

	Size.	100	500	1,000
Three Spiral Bands (in 10 colors)	1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "	4 & 6	1.10	5.00	9.50
" " " "	7 & 8	1.20	5.25	10.25
" " " "	9	1.25	5.75	11.00
Single " " "	1, 1A, 2 & 3	.65	2.25	4.00
" " " "	4, 6 & 7	.75	3.25	5.50
" " " "	8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch		.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)		1.30	6.25	11.75

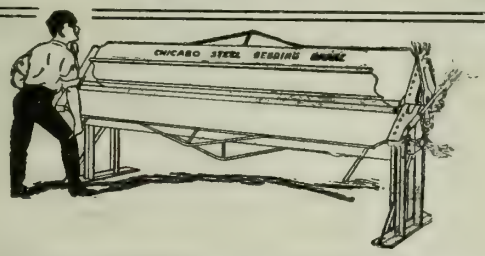
Burrill Bands in 2 sizes and 6 colors, 2c. each.

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of Cattle Ear Markers and Poultry Leg Bands

SMITHS FALLS - - - - ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

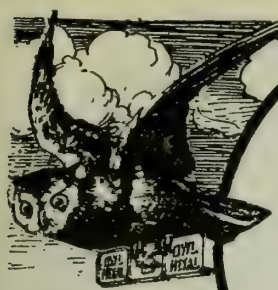
Tallman Brass & Metal Co.

HAMILTON, ONT.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LISTS OF ADVERTISEMENTS

Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Mowers
Canada Foundries & Forgings, Brockville
Lawn Settees
Beauchamp, J. E., Montreal
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meters, Electric Frequency, Speed
Northern Electric Co., Montreal
Metallic Lath
Metallic Roofing Co., Toronto and Winnipeg
American Rolling Mill Co., Middletown, Ohio
Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto
Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Milling Cutters
Pratt & Whitney Co., Ltd., Dundas
Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto
Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Mitre Box Saws
H. Disston & Sons Ltd., Toronto
Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.
Mops, Twine
T. S. Simms & Co., Ltd., St. John
Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg
Monel Metal
International Nickle Co., New York
Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto
Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Line, Hansen & Kimball, Moose Jaw, Sask.
Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton
Motors, Electric
Northern Electric Co., Montreal
Motor Generators
Northern Electric Co., Montreal
Motor Cars
Hyslop Bros., Ltd., Toronto
Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio
Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London



OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount trade.

The Owl Metal Co.
Limited
WINNIPEG' MAN.

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

J. H. MORIN & CO.
54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOWRY MOTOR VARNISHES

DITZLERS COLORS

This Space is Yours
For $2.50
On Yearly Order

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

Wellington Mills, London, England

A Salesman Always on the Job

IT is the constant dropping that wears the stone away. It is the constant knocking at the door of attention and favor that in the end gives you ready access to the good-will of buyers of your merchandise.

You can keep up a constant knocking—a bid for attention, a reminder of yourself, a spokesman of your message—this by using regularly

The FARMER'S MAGAZINE

No man whose customers and should-be customers are farmers should be absent from their attention. Their will and purpose to buy may mature at any time. The salesman on the spot stands the best chance to get the order.

All this you know, but—do you live up to the behest of your knowledge?

Let us tell you more about The Farmer's Magazine in a special letter.

N.B.—Objectionable advertising not accepted. Both editorial and advertising columns are closely censored to keep them clean and decent.

Published by

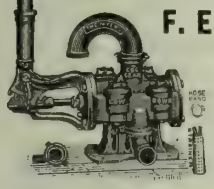
The MacLean Publishing Co., Limited
143-153 University Avenue, Toronto, Ontario

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for boo let.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

Want Ads.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

CLASSIFIED LISTS OF ADVERTISEMENTS

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton
Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto
Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Nail Bin Counters
Cameron & Campbell, Toronto
Nails, Copper and Brass
Parmenter & Bulloch, Gananoque
Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.
Newspaper Metals
Owl Metal Co., Ltd., Winnipeg
Nickelware
Landers, Frary & Clark, New Britain, Conn.
Nickel
International Nickel Co., New York
Nipples
Canadian Tube & Iron Co., Ltd., Montreal
Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.
Oakum
Canada Metal Co., Ltd., Toronto
Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Oil Stains
A. Ramsay & Son Co., Montreal
Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto
Oil Cans
R. E. Bloomer, Keithsburg, Ill.
Oils, Cylinder
Prairie City Oil Co., Winnipeg
Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Oil Stones
The Carborundum Co., Niagara Falls, N.Y.
Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Cups
Canadian Winkley Co., Windsor
Oil, Furniture
Prairie City Oil Co., Winnipeg
Oil Hole Covers
Canadian Winkley Co., Windsor
Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg
Oil, Road
Prairie City Oil Co., Winnipeg
Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal
Orange Derinders
J. E. Beauchamp & Co., Montreal
Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg
Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg
Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville
Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville
Packing
Jenkins Bros., Ltd., Montreal
Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal
Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.
Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal
Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal
Parcel Carriers
Gine-Hazard Store Service Co., Montreal
Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Park Seats
Stratford Mfg. Co., Ltd., Stratford
Paper Bags
Walter Woods & Co., Hamilton
Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg
Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal
Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Pads
D. Ackland & Son, Winnipeg
Pads for Horses
American Pad & Textile Co., Chatham
Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto
Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.
Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg
Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal
Paint, Mixed
Brandram-Henderson, Ltd., Halfax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal

The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Paint Tyre
Spielmann Agencies Ltd., Montreal
Paint, Fireproof
Spielmann Agencies Ltd., Montreal
Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal
Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.
Paris Green
G. F. Stephens & Co., Winnipeg
Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton
Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal
Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.
Phosphor Tin
Canada Metal Co., Ltd., Toronto
Phosphor Copper
Canada Metal Co., Ltd., Toronto
Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg
Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton
Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

THE BEST TRADE
Sell The Best Made.
ADDRESS
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

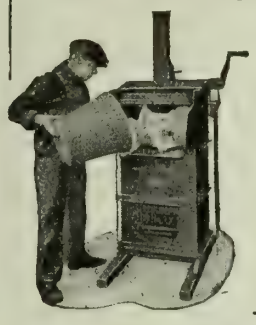
TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

Waste Paper Balers



"CLIMAX"
ALL STEEL
Turn your waste paper into money. 12 sizes. $25. 0 up.
Send for Catalog.
Climax Baler Company
Emerald St.
Hamilton, Ont.

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

HARDWARE CLERKS
make good agents for
STEVENSION SIGNS AND SHOWCARDS
STEVENSON BLDG., TORONTO

Order Now

FOR SPRING DELIVERY

We are taking orders now for spring delivery of the easy selling and profitable---

STURDY SPRAYER

No better sprayers made for gardens, live stock, poultry, etc.

We make Crown Glass Sprayers, Tin Sprayers Compressed Air Sprayers, etc.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TWEED

SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd., 145 St. James Street, Tweed, Ont.

The next time you want a clerk, be sure to advertise in the "Wanted" Page of HARDWARE AND METAL. You will receive inquiries from the livest clerks in the Canadian hardware trade, because reading HARDWARE AND METAL is a test of the clerk's interest in his business.

SAY YOU SAW IT IN HARDWARE AND METAL

If any advertisement interests you, tear it out now and place with letters to be answered.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Waste Co. 83
Adamson Mfg. Co. 8
American Shearer Co. 1
Atlas Metals & Alloys Co..... 4
Autographic Register Co. 73

Barnett, G. & H., Co..... 69
Barton Netting Co., Ltd., The.. 14
Beatty Bros. 15
Berry Bros. 59
Booth-Coulter Co. 49
Brandram-Henderson Co. 57
Buck Bros. 10

Cameron & Campbell 81
Canada Foundries & Forgings Co. 15
Canada Glue Co. 83
Canada Metal Co. 61
Canada Paint Co. 63
Canada Steel Goods Co. 4
Canadian Carbon Co. 48
Can. Consolidated Rubber Co.. 22
Canadian Tube & Iron Co..... 79
Canadian Tungsten Lamp Co.. 87
Canadian Warren Axe & Tool Co. 6
Can. Yale & Towne, Ltd..... 1
Carter White Lead 67
Channell Chemical Co. 47
Chatillon & Sons, John 14
Chesterman, Jas. 79
Climax Baler Co. 87
Coghlin, B. J., Co., Ltd..... 79

Collette Mfg. Co. 16
Collins Mfg. Co. 87
Cummer-Dowswell, Ltd. 10

Davidson, Thos. 46
Disston, Henry, & Son 13
Dominion Belting Co. 87
Dominion Cartridge Co. 17
Dominion Linseed Oil Co..... 19
Dominion Sheet Metal Co..... Inside back cover
Dougall Varnish Co., Ltd., The 69

Factory Products 14

Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 87
Hendryx, Andrew B. ..... Inside back cover
Hercules Powder Co. 11
Howland, H. S. 7
Hutton, Jas. 83

International Nickel Co., The.. 81

James Bros. 87
Jamieson & Co., R. C..... 55

Kasenit Skrene Dore Co..... 50
Kinzinger, Bruce & Co., Ltd... 87

Laidlaw Bale Tie Co..... 16
Lamplough, F. W., & Co..... 87
Landers, Frary & Clark..... 2
Lewis Bros., Ltd. 3

London Rolling Mills Co..... 81
Lufkin Rule Co..Inside back cover

Martin, The L., Co..... 21
McComb, J. H. 79
McDougall, R., Co. 16
Megantic Broom Co. 16
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 55
Morin, J. H., & Co..... 85
Morrison, James, Brass Co..... 6
Myers, F. E., & Bro..... 85

National Hardware Co. 87
Nicholson File Co. 10
North Bros. Mfg. Co. 8
Northern Bolt, Screw & Wire Co., Ltd. 88
Nova Scotia Steel & Coal Co. 85

Oakey, John, & Sons 85
Otterville Mfg. Co. 83
Owl Metal Co., Ltd. 85

Parmenter, Bulloch Co., The... 87
Pedlar People, Ltd. 21
Plewes, Ltd. 87
Pink, Thos., & Co. 14
Port Hope File Mfg. Co..... 21
Powerlight Co. 90
Prairie City Oil Co. 21
Pratt & Whitney 1
Pratt-Lambert 65
Progressive Mfg. Co. 79

Ramsay, A., & Sons 61

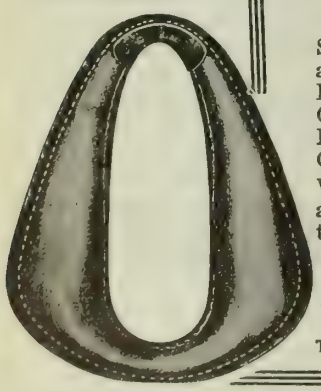
Renfrew Machinery Co. 19
Rideau Specialty Co. 83
Russell-Jennings Co. 83

Sharratt & Newth 81
Specialty Bag Co. 20
Stanley Rule & Level Co..... 20
Stanley Works 24
Starrett, L. S., & Co..... 5
St. Mary's Wood Specialty Co. 85
Steel Bending Brake Co., of Canada, The 83
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine..... 87
Stephens, G. F., & Co..... 71
Stevenson, W. H. 87
Still Mfg. Co., J. H. 20
Taylor-Forbes Co. 59
Tallman Brass & Metal Co.... 83
Thompson, B. & S. H..... 19
Toronto Lock Co. 18
Toronto Plate Glass Importing Co. 69
Trees, Samuel, & Co. 88

Victor Saw Works 12

Watson, John, Mfg. Co. 87
Wheeler-Bain 85
Wilckes-Martin-Wilckes Co. ... 87
Wilkinson & Kompass Co..... 88
Woods, Walter, & Co. 90
Wrought Washer Mfg. Co..... 90

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If any advertisement interests you, tear it out now and place with letters to be answered.

Wanted

SITUATIONS VACANT

WANTED.—RETAIL HARDWARE SALESMEN with 5 or more years' experience. Apply to Mills Hardware Co., Hamilton, giving age, salary and experience.

FOR SALE

FOR SALE—NEARLY NEW SET TINSMITHS' tools. Frank Kell, Port Rowan, Ont.

THREE-DRAWER NATIONAL CASH REGISTER for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

FOR SALE—25,000 PIECES ½" x 16 B&S GA. seamless brass tubing. Class "C" metal 7" long. Outside diameter .500-.505. Inside diameter .400-.405. Prompt shipment to highest bidder, subject to prior sale. W. H. Banfield & Sons, Limited. Toronto, Canada.

ONE FIVE AND ONE TEN-BARREL BOWSER gasoline tank and pump, in A1 condition; one fifty and two hundred dollars respectively, f.o.b. Toronto. Noden's Hardware, West Toronto.

SIX THOUSAND DOLLAR HARDWARE stock, in western town. Property for sale or rent. Investigate this splendid opportunity. Must sell quick owing to health. Box 489, Hardware and Metal.

STORAGE TANK FOR SALE

LENGTH 16', DIAMETER 4', CAPACITY 1204 Imperial gallons. Made of ¼" boiler plate, in first class condition. E. S. Hubbell & Sons, Thamesville, Ont.

WELL ESTABLISHED HARDWARE BUSIness, choice residential section Toronto, for sale owing to ill health of proprietor. Will require at least three thousand cash payment, with security for balance. Box 491, Hardware and Metal.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

HARDWARE AND STOVE BUSINESS FOR sale, in the best town in Eastern Ontario—Oshawa. Owing to poor health I am forced to sell, much against my wishes, the business which I have been conducting in Oshawa for some years. Stock is in A1 shape and well assorted, consisting of shelf and builders' hardware, graniteware and tinware, paints, etc., and stoves. Stock and fixtures will run about $10,000 to $12,000. This is a straight hardware business—no tinshop. If interested in one of the best money-making propositions in hardware, write or phone me for appointment and come and see it for yourself. Glenn A. Henry, Box 186, Oshawa, Ontario.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

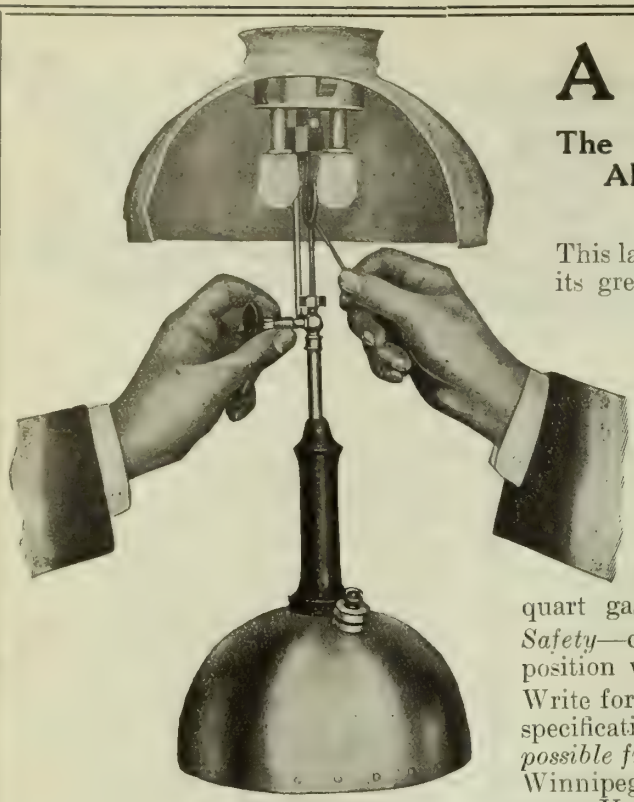
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

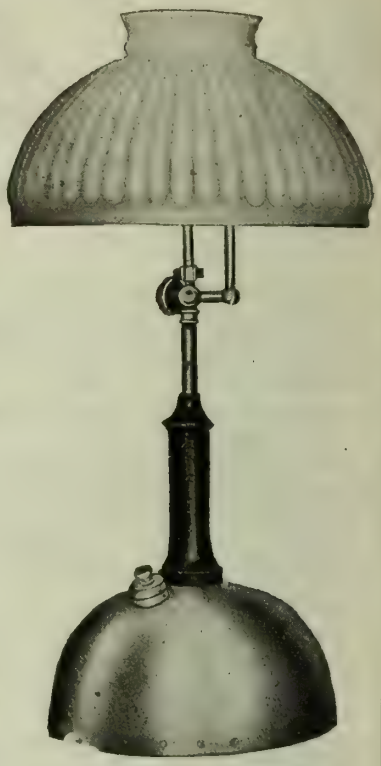
Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

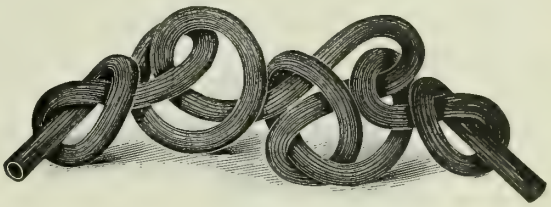
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

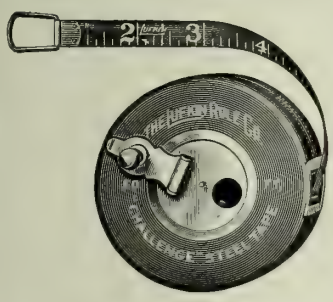


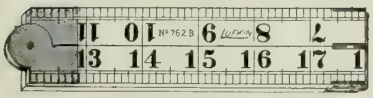
The Garden Hose That Doesn't Kink

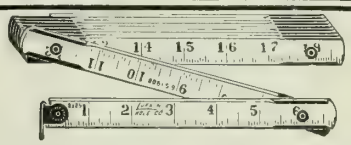
A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver







BOXWOOD RULES

SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

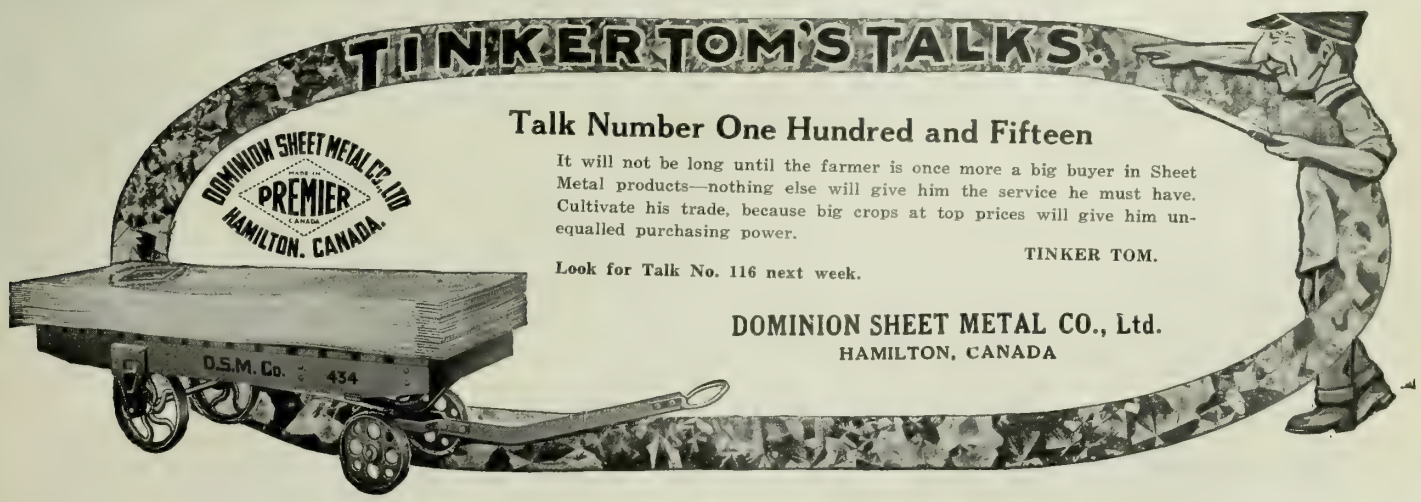
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



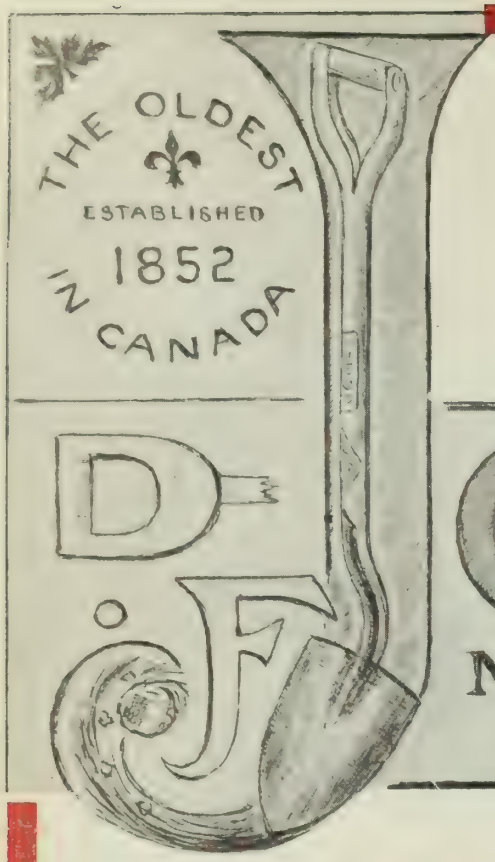
Talk Number One Hundred and Fifteen

It will not be long until the farmer is once more a big buyer in Sheet Metal products—nothing else will give him the service he must have. Cultivate his trade, because big crops at top prices will give him unequalled purchasing power.

TINKER TOM.

Look for Talk No. 116 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA



We manufacture Shovels, Spades and Scoops for every purpose, including draining, ditching, post-hole digging, railroad and contractor's work, moulding, mining, coaling, sand work, locomotive firing, grain work and furnace work.

JONES
Manufacturing Co. Ltd.
Gananoque, Ontario.

Quality Products

Our lines enjoy a Dominion-wide reputation for quality and good value and are always ready sellers. Sixty-five years of success.

SHOVELS
Jones, Burns and Olds Brands. "Star" Hollow Back Socket Shovels.

SPADES
Jones and Olds Brands.

SOCKET SCOOPS
Jones and Crescent Brands.

RIVETED SCOOPS
Jones, Wards and Leeds Brands

Blade and Strap Made In One Piece

The blades and straps of these Shovels and Spades are rolled from the solid Steel Bar, and are in one piece, no welding.

The blades are rolled by a method which produces a shovel with a thick centre tapering towards the edges and point, thus giving extra strength where strength is required.

PROMPT DELIVERIES ASSURED FROM BIG AND WELL ASSORTED STOCK. ORDER FROM YOUR JOBBER.

The D. F. Jones Mfg. Co., Limited

Gananoque, Ontario

HARDWARE AND METAL

Vol. XXIX No. 38 — PUBLISHED EVERY SATURDAY SINCE 1888 — September 22 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

—a Lighting Plant for the Farmer

Hundreds of them are being sold through the hardware trade of the West.

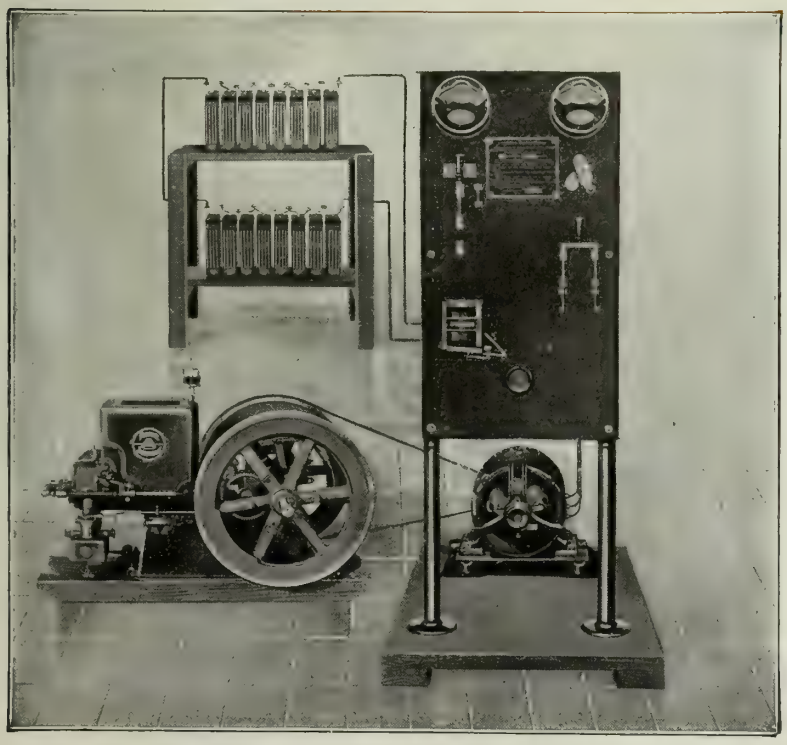
There are very few dealers in Western Canada who have not scores of farmers within easy distance who are prospective purchasers of these electric-light plants.

They are easy to instal, as there is a blue print supplied, and all connections are marked so that a child could almost set it up.

A good way for you would be to instal one in your own store, where you can demonstrate its excellent working qualities to farmers.

The J. H. Ashdown Hardware Co., Limited

Calgary WINNIPEG Saskatoon



The Diamond A Plant

meets every condition that arises in farm life. We have removed every feature which in other plants have sometimes caused trouble or made it necessary to have the assistance of an electrician.

Send for booklet giving full particulars and showing how easy it is to instal a Diamond A Electric Plant.

Ashdowns Electric Light Plant

CONVENIENT RELIABLE

Open the garage door to a little more than a right angle and the strong steel bar of the STANLEY Garage Door Holder No. 1774 locks the door open.

A slight pull on the chain and a child can swing it shut.

ADVISE your customers not to risk a sudden breeze swinging the garage door against the car (entering or leaving the garage), and causing expensive damage.

Nor should they spend the time and trouble to use some makeshift to hold the door open.

They need the STANLEY Garage Door Holder No. 1774, which prevents injury to the car and occupants.

Talk like this interests your customers in

STANLEY GARAGE HARDWARE

and this hardware, made especially for garage use, sells quickly and is well adapted for its purpose.

STANLEY Garage Hardware (Door Holders, Butts, Hinges, Door Pulls, Latches, Bolts, etc.) is a profitable and important part of the modern dealer's stock.

Send for our booklet, "Selling More STANLEY Garage Hardware." It will interest you.

The Stanley Works

New Britain Conn. U.S.A.

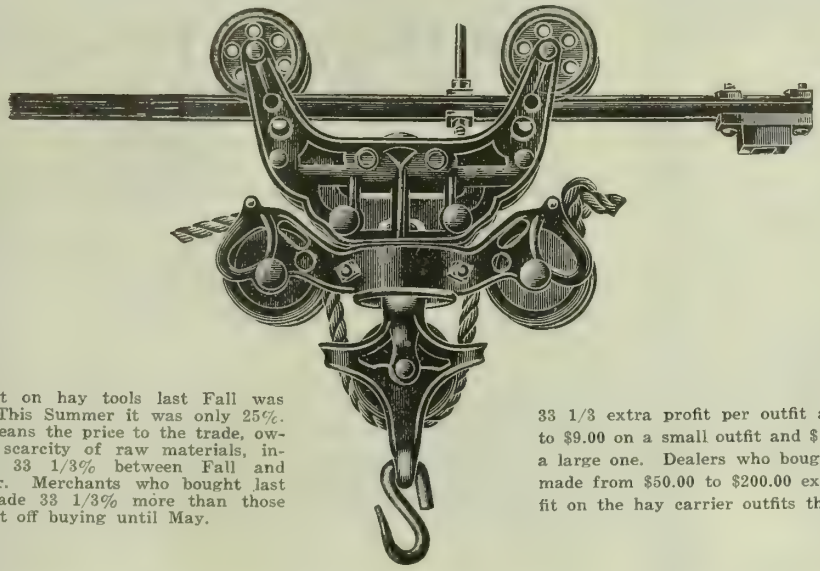
Canadian Representatives:

A. MACFARLANE & COMPANY

Coristine Building -:- Montreal

BT Pumps **Churns** **Washing Machines** **Hay Carriers**
Ladders **Barn Door Track** **Tanks** **Hog Troughs**

$9.00 to $18.00 Extra Profits



Discount on hay tools last Fall was 40%. This Summer it was only 25%. That means the price to the trade, owing to scarcity of raw materials, increased 33 1/3% between Fall and Summer. Merchants who bought last Fall made 33 1/3% more than those who put off buying until May.

33 1/3 extra profit per outfit amounts to $9.00 on a small outfit and $18.00 on a large one. Dealers who bought early made from $50.00 to $200.00 extra profit on the hay carrier outfits they sold.

Buy Your Stock on Hay Tools Now

Because of the shortage of steel and high price of malleable iron, prices are sure to go up again soon.

There will be a shortage of hay tools next year, just as there was a shortage this year and the year before. We will fill all orders in their turn. Those who order first will get their goods first.

July 1st terms are given on hay tools ordered now for delivery before May 1st.

You will make an increased profit of from $9.00 to $18.00 by ordering now, and you will be sure of your stock for the hay tool season next summer.

Order from our salesman or nearest branch.

BEATTY BROS., LIMITED

Fergus, Ont. **Winnipeg, Man.**
Montreal, Que. **Edmonton, Alta.**
St. John, N.B. **London, Ont.**

GOODS TO PUSH

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs money. We are all out to make this food go just as far as possible. Universal Food Choppers, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves you one-third on your coffee bill because every bit of flavor is extracted from each grain of coffee.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

Your jobber will be pleased to furnish you with Universal show cards.

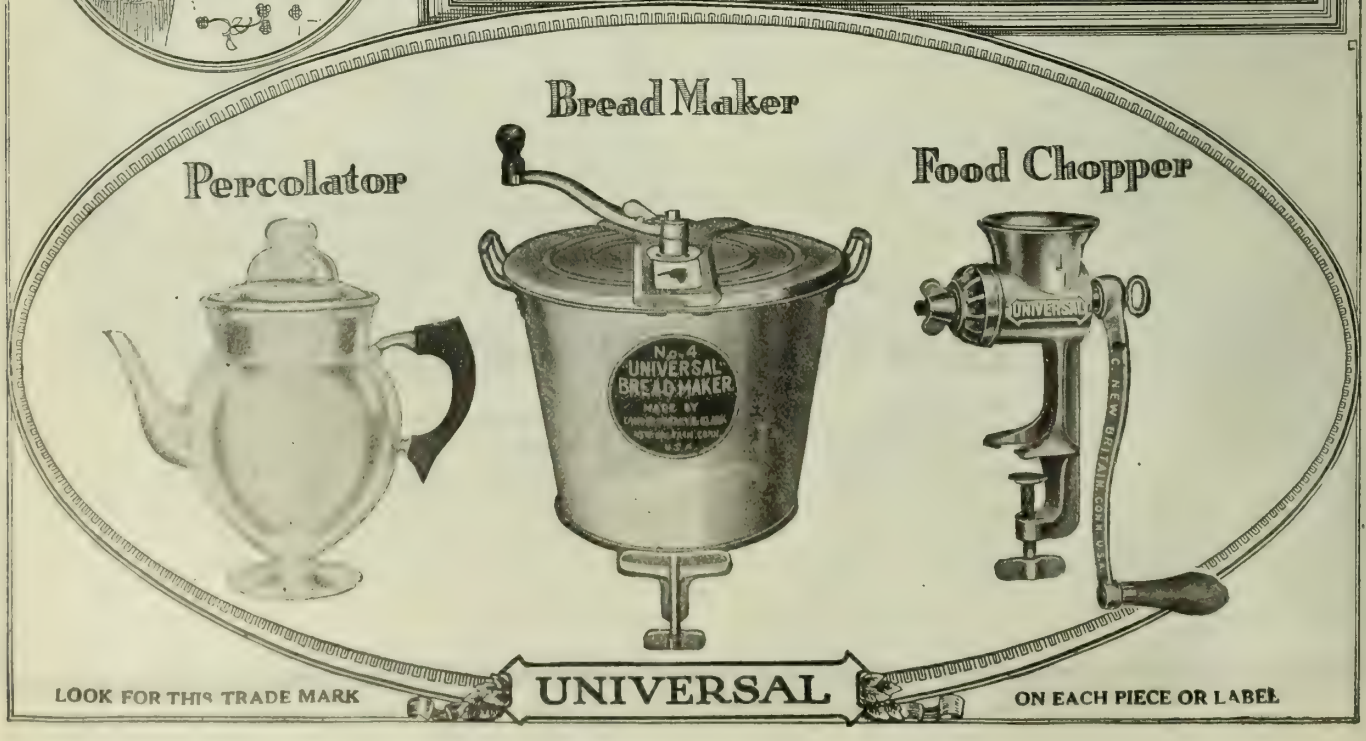
A. MACFARLANE & COMPANY

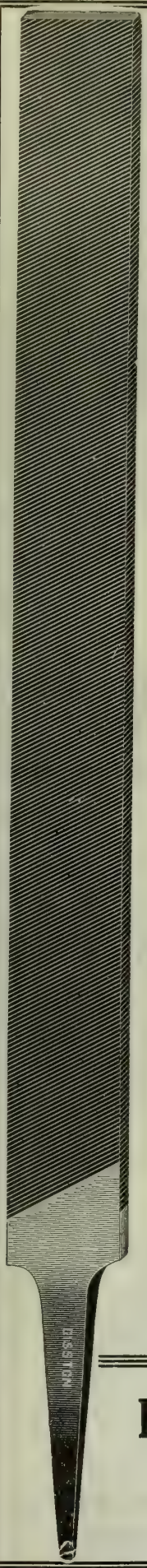
Coristine Bldg., MONTREAL

Canadian Representatives:

LANDERS, FRARY & CLARK

New Britain, Conn.

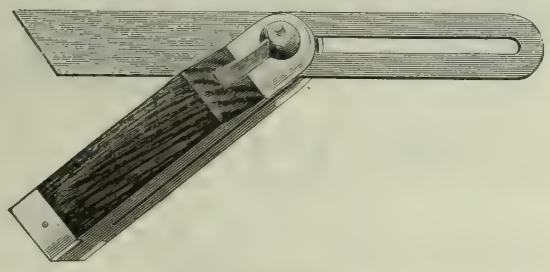




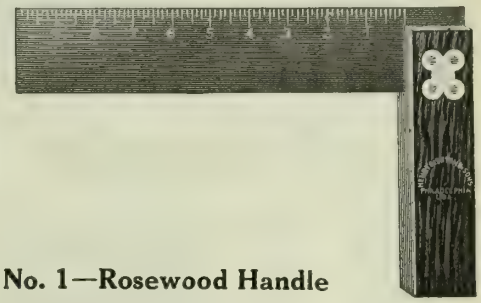
DISSTON BRAND TOOLS

That Last For GENERATIONS

See Our No. 50 Catalogue for Complete Descriptions and Illustrations.

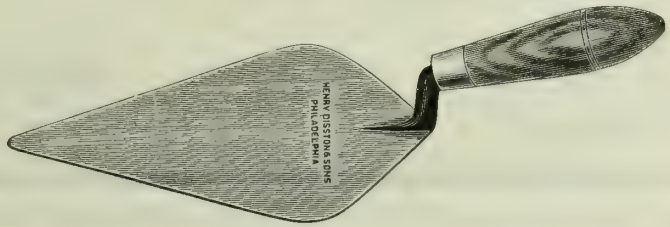


No. 2—Disston
SLIDING T BEVELS



No. 1—Rosewood Handle
TRY SQUARES

LEVELS



PLUMBS

No. 5—London Pattern
BRICK TROWELS

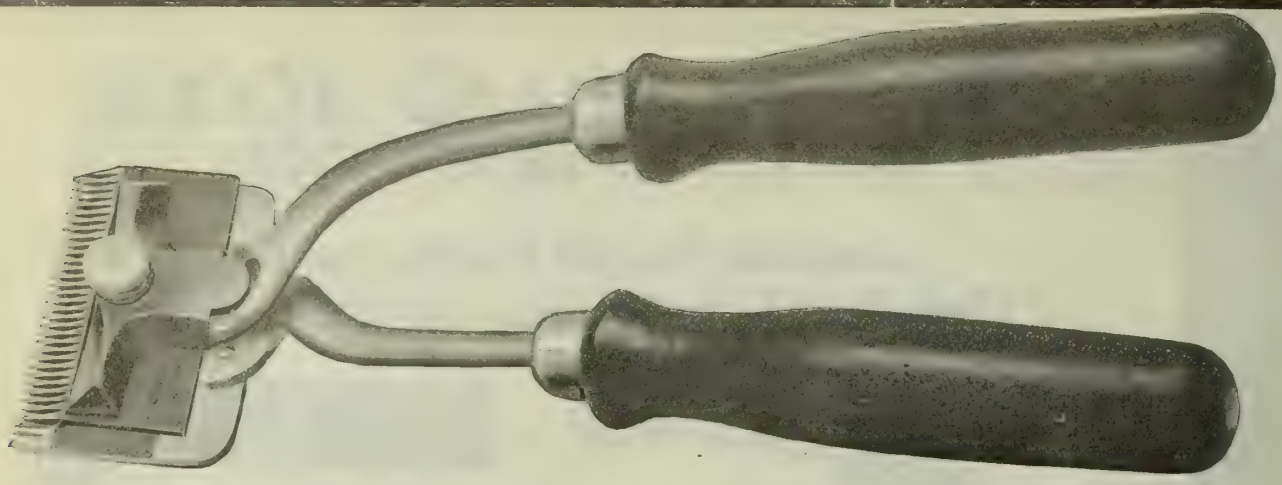
No. 12—Disston
HAND, RIP AND PANEL SAWS

WE CARRY A COMPLETE ASSORTMENT DISSTON'S SAWS, TOOLS AND FILES

LEWIS BROS., LIMITED, MONTREAL

EVERYTHING IN HARDWARE
RAILWAY CONTRACTORS' and PLUMBERS' SUPPLIES
SPORTING GOODS, CUTLERY, PREPARED ROOFING, PAINTS and GLASS

If any advertisement interests you, tear it out now and place with letters to be answered.



Priest's Horse Clippers

The line of Priest's Clippers is so complete and varied that you simply can't help but find something that will suit both as to style and price.

A. MacFarlane & Co.
Montreal, Canada

Selling Agents

Wiebusch & Hilger, Ltd.
New York City

Davidson's "MARATHON OAK"

A First-Class Heater. Artistic in Appearance.
Quick in Action. Economical on Fuel.

Burns either wood or coal.

Has blued steel body, draw centre grate, deep fire pot, steel base strips.

A low priced stove in great demand

Made in Four Sizes — Write for Prices

Nos.	Dia. of Fire Pot.	Height Less Urn.	Weight
811	10 inch	34½	55
813	12 inch	36½	70
815	14 inch	39	85
817	16 inch	41	110

Order Now to Ensure Delivery When Required.

The Thos. Davidson Mfg. Company, Limited
MONTREAL WINNIPEG TORONTO

—just calipers

STARRETT TOOLS

The Calipers You Sell

The Starrett Calipers you sell are more than "—just calipers." They have many valuable talking points.

Machinists and toolmakers buy them because they are stiff and enduring, the tempered and hardened contacts are reliable and the joints are of even tension and adjustable to personal tastes. These little things count when calipering many pieces to a size or in transferring measurements from a scale or micrometer.

Starrett Calipers

are also chosen because of the sensitive adjustment on the firm joint calipers and the spring nut on the Fay, toolmaker's and other spring calipers and dividers. These advantages speed up work and make accuracy certain.

Our Catalog describes the complete line from the 2½ inch Yankee to the 24 inch Lock Joint Transfer Caliper. In addition it describes the 2,100 styles and sizes of micrometer calipers, vernier height gages, vernier caliper squares, rules, tapes, combination sets, and other tools.

Ask for catalog No. 21MA.

The L. S. Starrett Company
THE WORLD'S GREATEST TOOLMAKERS
ATHOL, MASS. 42-732
NEW YORK LONDON CHICAGO

Place Me Where I Can Be Seen

Place this model in a conspicuous place where your customers can roll the door back and forth, then notice the sales-producing effect that it has.

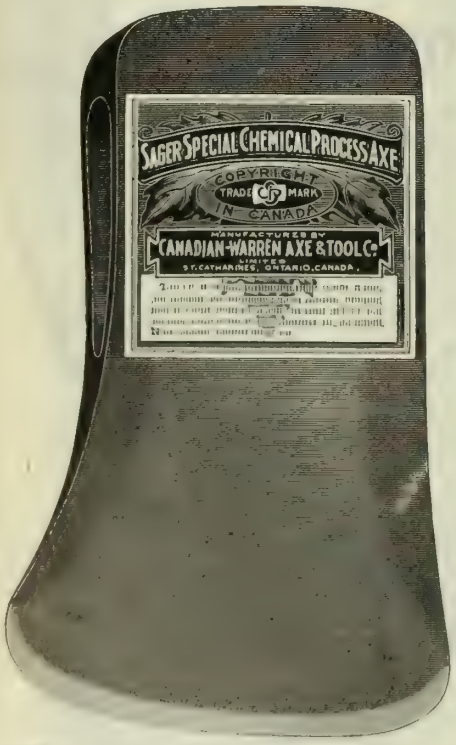
The "National" Flexible Door Hanger is one of the biggest selling items of our hanger line and we commend it to your attention.

Suitable for any thickness of door, fitted with Anti-Friction Steel Roller Bearings, and cannot jump the track.

Baked japan finish, packed one pair in a box.

MANUFACTURED BY **HAVE YOU A MODEL? IF NOT, LET US KNOW.**

Canada Steel Goods Company, Limited, Hamilton, Ont.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

Plymouth Helps the Retailer

THE Advertising and Selling assistance which is offered to all Plymouth Rope dealers is of practical value and can be readily and sucessfully utilized by any merchant who is desirous of strengthening his sales and increasing his rope profits.

¶ Rope window and store displays bring your Plymouth Rope stock to the front—they attract attention, create interest and stimulate sales. Such displays are easy to install through the use of our display features—hank of Manila hemp—Litho graphed Window Cards and Plymouth Rope Sample Sign. Special rope literature for distribution and electrotypes for stationery, store papers and newspaper use are also furnished on request.

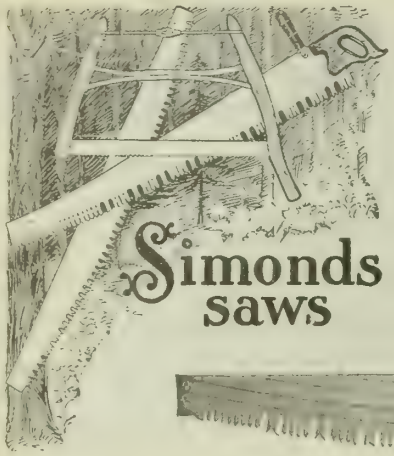
¶ Intelligent use of this advertising assistance will bring customers to you for Plymouth Rope. And if your rope sales are conducted on our price-per-foot plan, you can make an ***extra*** profit with more satisfaction to all concerned.

¶ Several thousand dealers have already adopted this retailing suggestion. If you would like to sell Plymouth Rope by the foot, write for necessary literature.

Plymouth Cordage Company

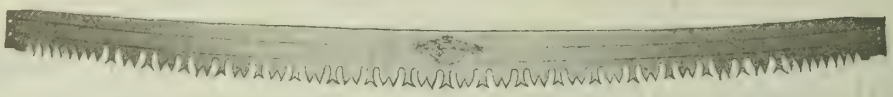
North Plymouth, Mass.
Welland, Canada

DISTRIBUTORS IN ALL LARGE CITIES.



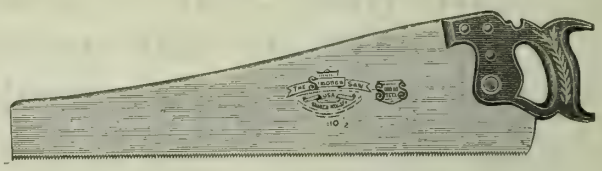
The best way to build a big business is to sell goods that satisfy. In the Saw line you know there is nothing which gives the user such complete satisfaction as Simonds Crescent Ground Cross-Cut Saws and Simonds Hand Saws. They will help to keep your business big or build it big. Write for catalog and terms.

No. 22. Full Width Cross-Cut Saw, Lance Tooth.

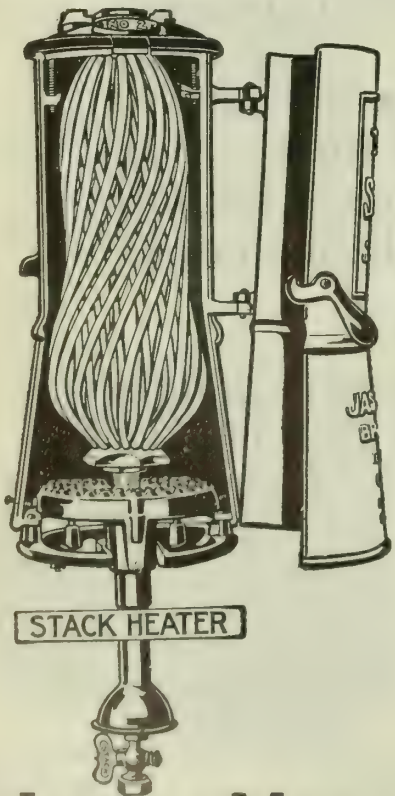


No. 315. Hollow Back Cross-Cut Saw.

Simonds Canada Saw Co.,
Limited
St. Remi St. and Acorn Ave., Montreal, Que.
Vancouver, B.C. St. John, N.B.



No. 10½. Sway Back Hand Saw.



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

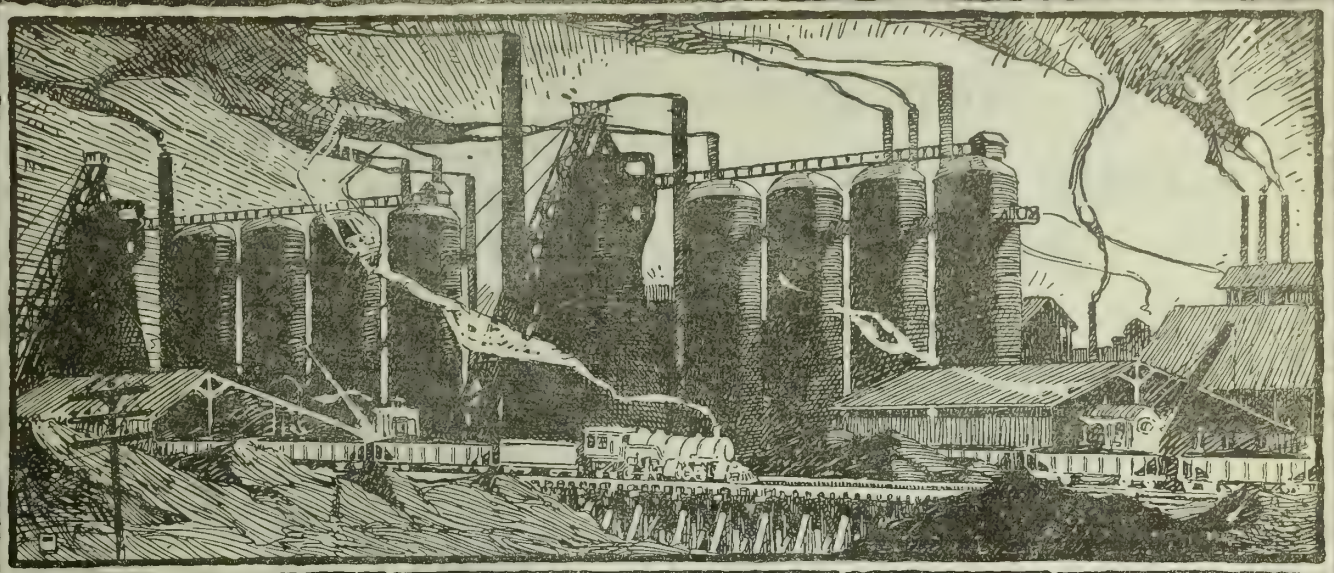
The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO



LITTLE WORDS WITH BIG MEANING

Quality

According to "Webster," Quality is "an excellence of character; natural superiority."

Service

Webster's definition of "Service" is; "The performance of labor for the benefit of another."

We use these words advisedly—fully understanding their definitions—and realizing the obligation we place upon ourselves by their continued use in connection with our products of Iron and Steel, and our attitude to the people we serve.

THE

STEEL COMPANY

OF

CANADA

LIMITED

MONTREAL HAMILTON

Pig Iron,
Steel & Iron Bars,
Horse Shoes,
Steel and Iron Products.

Steel Billets,
Track Spikes &
Bolts, Forgings, Wire
of every description.

If any advertisement interests you, tear it out now and place with letters to be answered.

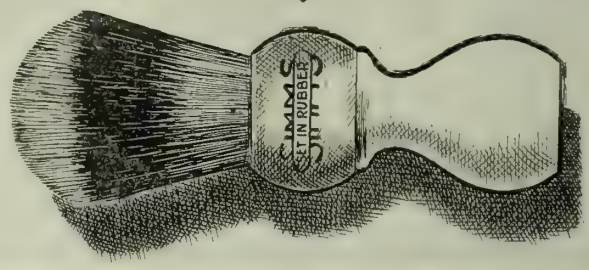
Your Advantage in Selling Standard Grade Tools

is that you can be certain of your customer's satisfaction with them.

For example, a buyer expects a file to be hard and sharp and wear well.

When you sell him "Famous Five" Files he knows in advance that his expectations will be realized. Specify them when ordering.

ARE THE SHAVING BRUSHES YOU SELL MADE IN CANADA?



Do you know that the finest shaving brushes produced are made right here in Canada by Canadian labor, guided and controlled by Canadian brains?

That the factory in which these brushes are made is the finest and most modernly equipped brush factory in the world to-day?

That Quality is the foundation on which this big business has been built?

That they are made by one of Canada's leading industrial organizations financed entirely by Canadian capital?

That the firm making these brushes, jointly with its employees, have taken as their slogan,

"BETTER BRUSHES"

Better to-day than anyone else can make them; better to-morrow than they are to-day.

These brushes are sold under this trademark:

TRADE SIMMS SET IN RUBBER MARK

This should help you to decide where your future purchases should be made.

T. S. SIMMS & CO., Limited

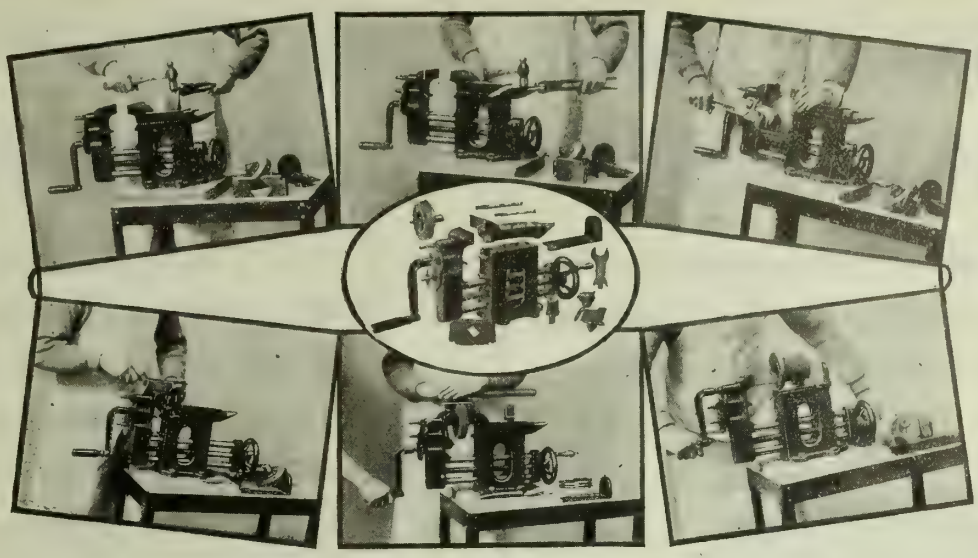
MAKERS OF

BETTER BRUSHES

ST. JOHN (FAIRVILLE) N. B.

If any advertisement interests you, tear it out now and place with letters to be answered.

New 6-in-1 Tool



Big Profit Maker

Stewart

Handy Worker

Every Handy Man Wants This Six-in-One Tool Sell It!

The Handy Worker represents something original, something good and something that has been wanted by all handy men for some time. It's a proven success. The demand for it is big and increasing, and the dealer who links himself up with our proposition is sure to reap some handsome profits.

WHAT IT INCLUDES

- Two-speed drill press.
- Grinding outfit.
- Powerful vise and pipe vise.
- Heavy anvil.
- Metal cutter.
- Sturdy three-speed machine, with clamp spindle for attaching and operating emery wheels, scratch brushes, buffing wheels, etc.

Weigh's 90 lbs.

The Autoist needs this six-in-one combination tool; the farmer needs it, and it's a mighty good tool to have in any workshop. Opens up a big field for sales.

Write for Prices and Further Details.

Chicago Flexible Shaft Company

La Salle and Ontario Streets -:- -:- Chicago, Ill.

CHOPPING AXES

We call your attention to our extended line of finely finished, well tempered axes.

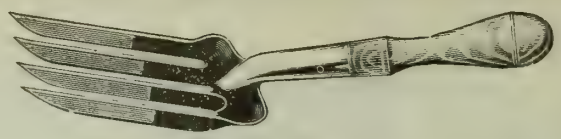
BEAVER PATTERN

WRITE FOR PARTICULARS AND PRICES

Canada Foundries & Forgings
LIMITED

JAS. SMART MFG. CO., BRANCH

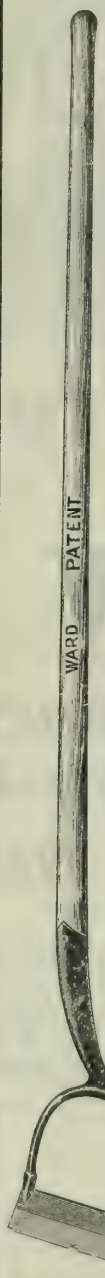
BROCKVILLE WINNIPEG



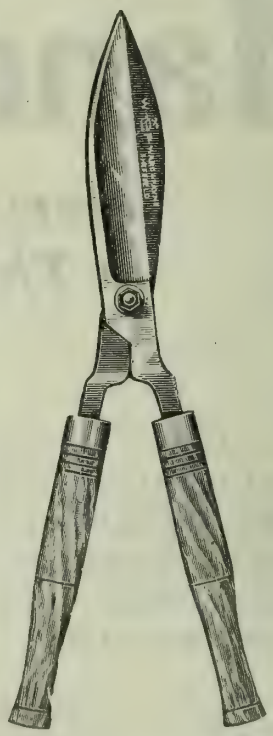
No. 5574—Weed Fork

GARDEN TOOLS

If your jobber cannot supply these lines, write to our nearest representative, who will advise you of the jobbers who can.

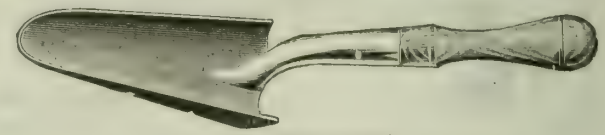


No. 5757—The "Perfect" Patent Dutch Hoe.



No. 5417—Garden Shears. Guaranteed "Fast Handles"

No. 5817—"Ideal" Regd. Rake



No. 5552—Trowel

Established in 1803

Ward & Payne
SHEFFIELD
CABLE: Ward, Sheffield

W P

SHERMAN F. AINSLIE, Spadina Avenue, Toronto
ANTHONY FERGUSON, LTD., 1150 Hamilton St., Vancouver, B.C.
ALEXANDER GIBB, 3 St. Nicholas St., Montreal

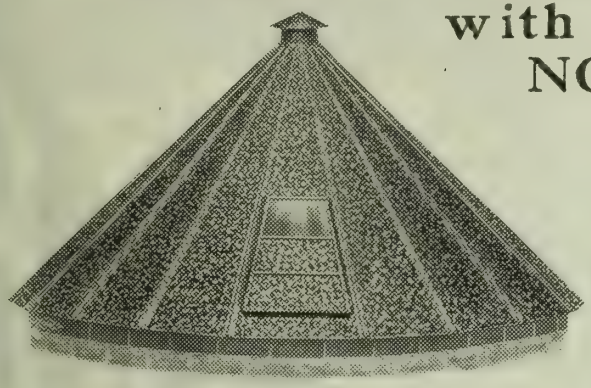
If any advertisement interests you, tear it out now and place with letters to be answered.

"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

EMPIRE SILO ROOFS

It's the RIGHT roof so it commands the Sales. YOU can make good money with it. We help you. NOW is the season.



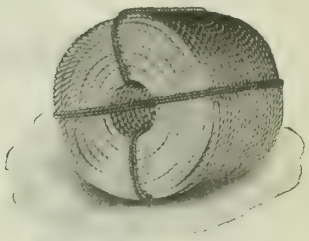
Wide-awake farmers everywhere are now keen on getting a good silo roof. The educational campaign conducted to show him how it saves 15% to 20% of his silage is bearing great fruit. The "Empire" Silo Roof is right abreast of the demand. Its metal sections can be put up by any handy man. No rafters needed. It's fire-proof, neat, and will last as long as the silo.

Good money in it for the Dealer. Our commission is good. We help you by circularizing your prospects, attractive folders, and by prompt service. Get our Leaflets and Price List TO-DAY.

The Metallic Roofing Co., Limited

TORONTO MANUFACTURERS WINNIPEG

Lion Brand Cordage



Sort up Stocks for Fall Trade

SEASONABLE LINES

HALTERS PLOW LINES
LATHYARN LION BRAND MANILA

Specify your requirements early. We can ship promptly from ample stocks at all branches.

CONSUMERS CORDAGE CO., LIMITED

Mills at Dartmouth, N.S., and Montreal Branches at Toronto, and St. John, N.B.

Tees & Persse, Limited, Winnipeg, Regina, Saskatoon, Calgary, Moose Jaw, Edmonton, and Fort William, Ont.
James Bisset & Co., Quebec, P.Q.; Macgowan & Co., Vancouver, B.C.

NAILS

Wire Nails

All Standard and Special Gauges

Nail Wire, Rivet Wire

Oiled and Annealed Wire—Galvanized Wires
Plain Barbed and Coiled Spring.

Dominion Iron & Steel Company, Ltd.

SYDNEY, N. S.; MONTREAL, QUE.

WIRE

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

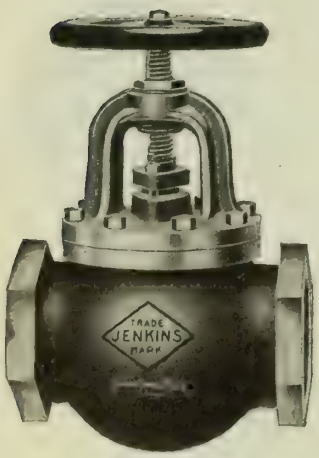


FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke.

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8.

103 St. Remi St. **JENKINS BROS., Limited** MONTREAL

MADE ONLY BY
Wm. Newman & Sons LIMITED
BIRMINGHAM, ENG.

Agents: FREDERICK SARA & CO., Calgary, Alta.

OFFICIAL AWARD RIBBON

PANAMA PACIFIC INTERNATIONAL EXPOSITION SAN FRANCISCO 1915

PRESIDENT

DIRECTOR OF EXHIBITS

SECY OF THE INTERNATIONAL AWARD SYSTEM

MEDAL OF HONOR

DEPARTMENT OF MANUFACTURES AND VARIED INDUSTRIES

CHIEF

TRIMO TOOLS

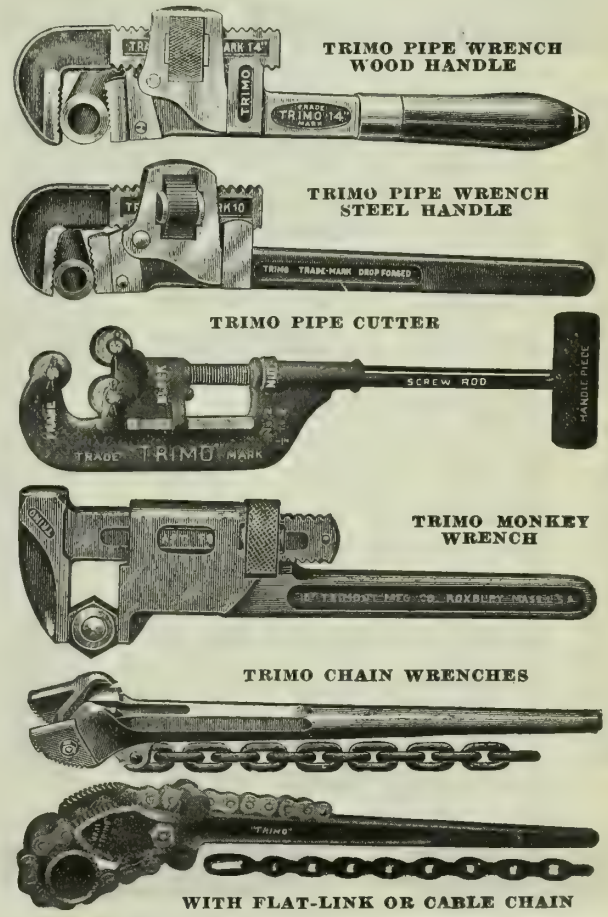
Nut with Nut Guards

BE sure to ask for the Trimo Wrenches, both Pipe and Monkey. They are equipped with Nut Guards that prevent the accidental turning of the adjusting nut in close quarters, and with Steel Frames in the principal size that will not break.

SEND FOR CATALOG NO. 55.

TRIMONT MFG. CO.

55-71 Amory Street
Roxbury, Mass.
U.S.A.



If any advertisement interests you, tear it out now and place with letters to be answered.

THE "W & B" LINE OF SCREW WRENCHES

MADE IN CANADA

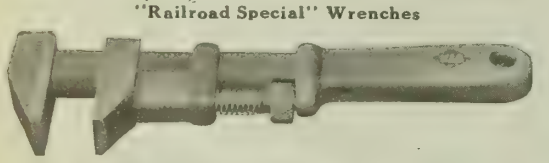
The only Pipe Wrenches made EXCLUSIVELY IN CANADA

"W & B" Wood Handle Grips, Length open 6 to 14 inches.

"W & B" STEEL Handle Grips, Length open 10 to 48 inches.

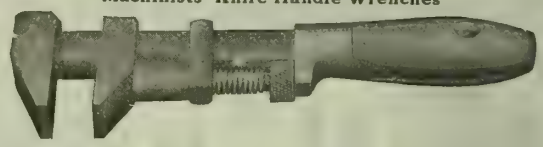
"W & B" SCREW WRENCHES MADE IN CANADA

"Railroad Special" Wrenches



This is the strongest and best HEAVY DUTY Wrench made. Head and Bar Drop Forged in one piece from selected steel. Extra heavy jaws thoroughly case-hardened. Indestructible iron handle. FITTED WITH "W. & B." EASY ACTING SCREW.

Machinists' Knife Handle Wrenches



This is the best wrench of its type on the market. With the exception of the difference in the handle it is practically the same as the "Railroad Special" Wrench. FITTED WITH "W. & B." EASY ACTING SCREW.

Adopt this established line as your standard CANADIAN MADE WRENCHES.

Complete information and catalog No. 90 on request.

Regular Wrenches

Head and Bar Drop Forged in one piece. FITTED WITH "W. & B." EASY ACTING SCREW and thoroughly seasoned handle.

The Whitman & Barnes Manufacturing Company

ST. CATHARINES, ESTABLISHED 64 YEARS ONTARIO

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker

A Perfect Cleaner Easy on Clothes

Simple in Construction (no complicated parts to get out of order)

Works From An Ordinary Electric Light Socket

Washes and Wrings at the Same Time or Separately.

Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

Hamilton, Canada

When It's Big Game They Want
Give your customers the big "D" guaranteed cartridges that are made in Canada for Canadian big game.
The big game season is at hand and
Dominion Cartridges
are what the intelligent sportsman wants to help assure the success of his hunting trip.
This illustration is one of a series now being used in newspaper advertising to get you more business.
Dominion Cartridge Co., Limited
120 St. James St., Montreal

A Westclox Alarm

Growth

NO great institution leaps into being in the winking of an eye. Most notable movements or achievements find their being under stress.

So the Western Clock Company, too, had its period of probation to experience. There were obstacles. There were discouragements. But, also, there were triumphs.

The Westclox patented construction was new—radically different. Critics were busy. But Westclox construction proved itself. Westclox confidence, persistence and determination won their victory.

Progress and growth came quickly as the years advanced.

In 1889 the Western Clock Company had an output of only fifty clocks a day. Twenty-five men built them.

Today there is an annual production of over four million clocks. Fifteen hundred workers build them.

The Western Clock Company is the youngest alarm clock manufacturer in the United States.

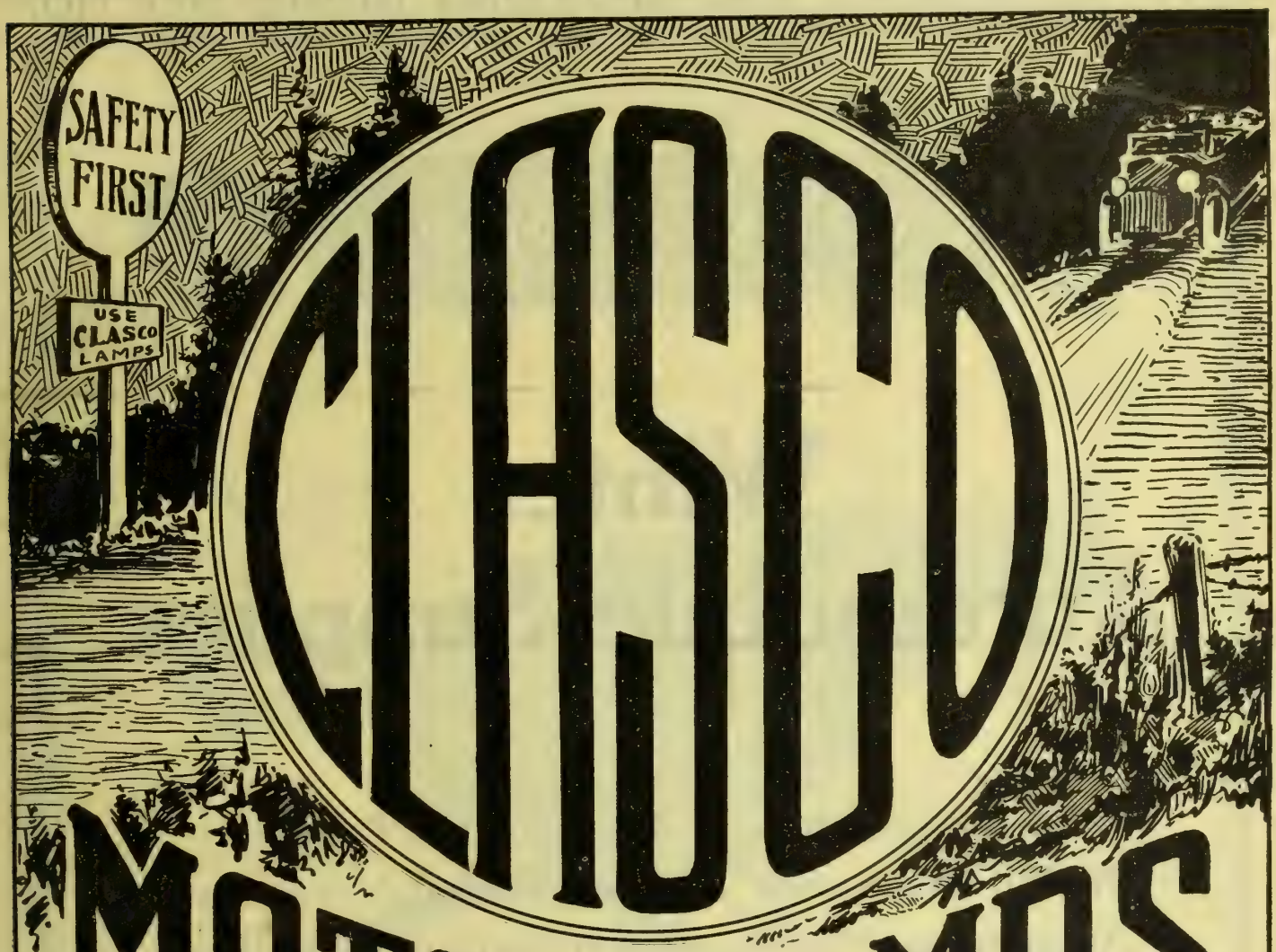
It is also the largest in the world.

La Salle, Ill., U. S. A. **Western Clock Co.** Makers of *Westclox*

Westclox: Big Ben, Baby Ben, Pocket Ben, America, Bingo and Sleep-Meter

Toronto Office, 58-64 Wellington St., W.

AUTO ACCESSORY AND SPORTING GOODS SECTION



MOTOR LAMPS

Nearly 500,000 Sold in Canada

Positive proof that they lead in merit, service and satisfaction! And—

A positive argument that they are what motorists want, and what it will pay you to sell!

Canadian Lamp & Stamping Co. Limited
FORD, ONTARIO

A. E. Hinds & Co., Winnipeg
Western Sales Agents

Order from nearest jobber

Automobile Equipment Company, Ltd., Winnipeg; J. H. Ashdown Hardware Company, Ltd., Winnipeg; Canadian Fairbanks-Morse, Ltd., Montreal, Branches; Cutten & Foster, Limited, Toronto; F. S. Evans & Son, Limited, Montreal; Hyslop Bros., Limited, Toronto; John Millen & Son, Limited, Montreal; Motor Car Supply Company, Limited, Calgary; Northern Electric Company, Limited, Montreal Branches; H. W. Petrie of Montreal, Ltd.; Wood-Vallance & Company, Winnipeg; James Walker Hardware Company, Montreal.

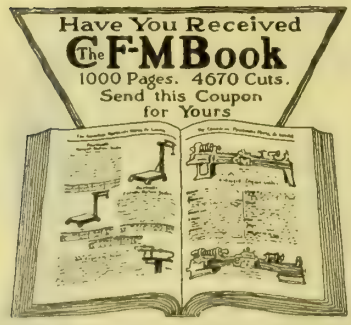
THE CANADIAN FAIRBANKS-MORSE COMPANY, LIMITED.

CANADA'S DEPARTMENTAL HOUSE FOR MECHANICAL GOODS

Winter Automobile Supplies

Winter approaches. With it comes more Automobile Accessory Business — if you have the goods.

The Canadian Fairbanks-Morse Special Accessories for Winter are necessities and of good quality.



They will sell because necessary. Your business will be strengthened by their sale because they are good.

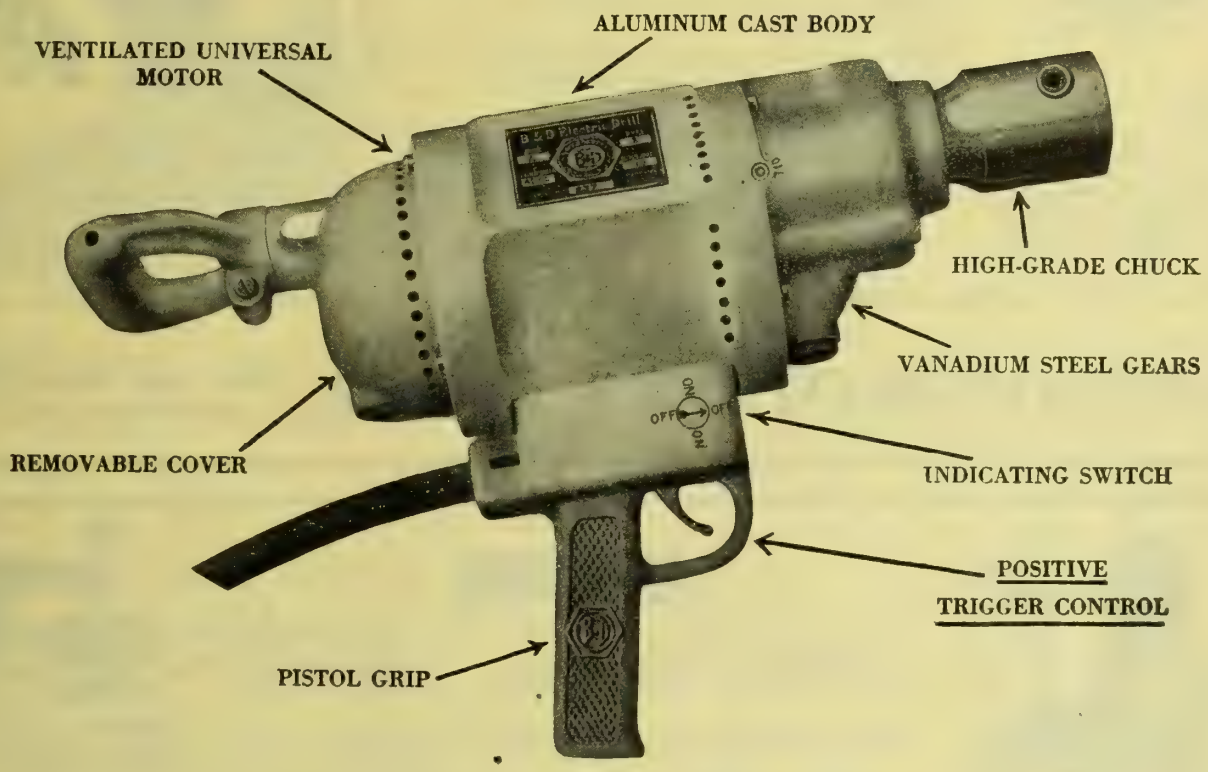
The Canadian Fairbanks-Morse Co., Limited

St. John, Windsor, Quebec, Winnipeg, Montreal, Saskatoon, Ottawa, Calgary, Toronto, Vancouver, Hamilton, Victoria

A WELL-BALANCED PROPOSITION IS

THE "B & D" ELECTRIC DRILL

WITH "PISTOL GRIP" AND "TRIGGER CONTROL"



Easy to Handle
Light Weight
Strong
Accessible

Specially Designed Motor
Ventilated with Forced Draft
Ample Lubrication
Guaranteed

As easy to handle with the "Pistol Grip" and "Trigger Control" as an Automatic Pistol

Write our nearest house for further particulars and price

Northern Electric Company
LIMITED

MONTREAL HALIFAX OTTAWA TORONTO
LONDON WINNIPEG REGINA CALGARY VANCOUVER

AUTO ACCESSORY AND SPORTING GOODS SECTION

NO MORE LEAKY RADIATORS

Rie Nie Radiator Cement

65c per can

Mends a leak in an automobile radiator quickly and permanently.

Just pour a teaspoonful in filler tube of radiator; the cement then dissolves in the warm water, finds the leak and solidifies upon exposure to the outside air. It sets **hard and solid,** making a permanent mend in any part of the cooling system, including the water jackets.

Dealers will find this one of the best fall and winter sellers.

Other seasonable accessories required by motorists at this time of the year are:

Engine Hood Covers
Foot Warmers and Heaters
Tire Cut Filler
Tire Blowout Patches
Inner Tube Patches

Lap and Storm Robes
Electric Primers for Fords (Makes starting easy).
Priming Spark Plugs
Garage Heaters

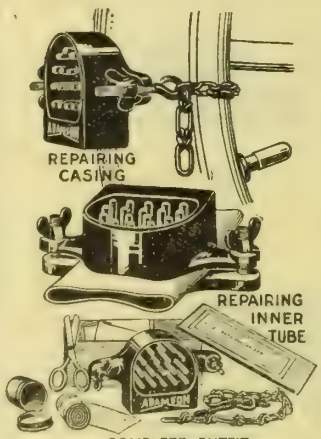
Wool Lined Gloves
Wool Lined Caps
Micalite Goggles
Lighting Outfits
Evenlite for Fords

Dashboard Clocks
Shock Absorbers
Speederup for Fords
Goodrich Lock and Switch
Hyslop Motor Oil
Legalite Headlight Lenses

We carry in stock the largest assortment of general accessories and specialties for Fords in Canada. Send your orders to us and secure prompt service.

HYSLOP BROTHERS, Limited,

Shuter and Victoria Sts.
TORONTO, ONT.



For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

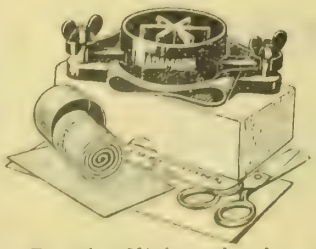
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



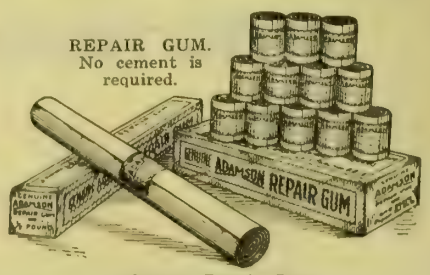
For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY

Hamilton, Canada

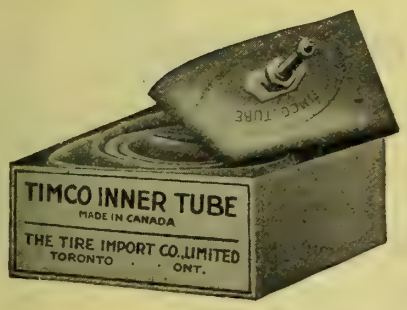
REPAIR GUM.
No cement is required.



Adamson Repair Gum.

Two Important Automobile Features

TIMCO INNER TUBES



Cost no more than the ordinary kind. Don't look any different, but *are* different. Stand up to the enormous strain because they have a generous body of pure rubber of first quality. Timco Tubes are well-balanced tubes—there are no *thin* parts. Very pliant, and at the same time, exceedingly tough and hardy. When you ask for an inner tube, specify Timco Tube and *take no substitutes.*

TIMCO CARBON REMOVER

(For automobiles or other gas-engines.)

Unlike the cheap kerosene compounds, this preparation contains nothing which can injure the engine. No matter what quantity is used, no damage will result. GUARANTEED TO REMOVE THE CARBON in from one to eight hours. USED EVERY 1000 MILES it will keep the engine at maximum power, save gasoline and oil, and obviate expensive repair bills. Full directions on can.

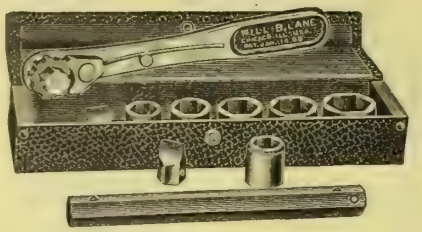
TUBES IN ALL SIZES FROM 30 x 3½ TO 37 x 5.

WESTERN DISTRIBUTORS:

J. H. Ashdown Hardware Company, Limited, Winnipeg, Saskatoon, Calgary.
Marshall-Wells Company, Limited, Winnipeg, Edmonton.
Merrick Anderson Company, Limited, Winnipeg.
Western Motor Supplies, Limited, Regina, Sask.

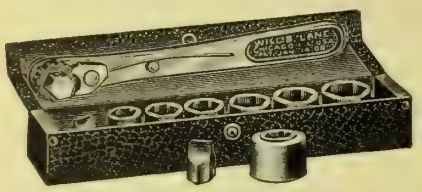
The Tire Import Co., Limited, Toronto

AUTO ACCESSORY AND SPORTING GOODS SECTION



FORD SET

The Ford Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 1 Extension Bar 6 inches in length; SIX SOCKETS to fit all nuts and bolt heads on Ford Car, including the cylinder head.



STANDARD SET

Standard Set contains: 1 Handle 7 inches in length; 2 Screw-driver Bits; 7 Sockets to fit semi-finished Hex. nuts, as follows: U.S. Standards from ¼ to ½ in.; A.L.A.M. Standards from 5-16 to 11-16 in.; Cap Screw Heads from 5-16 to ⅝ in.

LANE'S UNIQUE RATCHET WRENCH

The sales of Lane's Ratchet Wrench Sets are constantly increasing. They are unequalled for close work and are becoming favorites with mechanics.

Machine-made throughout. Made of the best material obtainable. The Sockets in both the Standard and Ford Sets are turned from Bessemer Steel and case hardened. **Warranted not to break or spread. Write for prices.**

CANADIAN DISTRIBUTORS:

BRITISH COLUMBIA:
Millen & Son, Ltd. - - - Vancouver
Wood-Vallance & Legatt, Ltd. - - Vancouver
Brown, Fraser & Co., Limited - - Vancouver

ALBERTA
Marshall-Wells Alberta Company - Edmonton
Wood-Vallance & Adams - - Calgary
Merchants Hardware Specialties, Ltd. - Calgary

SASKATCHEWAN:
J. H. Ashdown Hardware Co., Ltd. Saskatoon
W. W. Cooper Co. - - - Swift Current

MANITOBA:
J. H. Ashdown Hardware Co., Ltd. - Winnipeg
Marshall-Wells Hardware Co., Ltd. - Winnipeg
Wood-Vallance & Co., Ltd. - - Winnipeg
Millen & Son, Ltd. - - - - Winnipeg
Merrick-Anderson Co., Ltd. - - - Winnipeg
Miller-Morse Hardware Co., Ltd. - Winnipeg

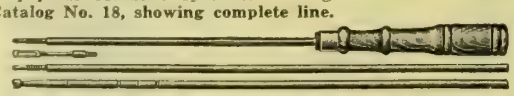
ONTARIO:
Hobbs Hardware Co. - - - - London
D. H. Howden & Co., Ltd. - - - London
London Engine Supplies Co. - - - London
Wood-Vallance & Co. - - - - Hamilton
Lyons & Marks - - - - - Toronto
Aikenhead Hardware, Limited - - Toronto
Rice Lewis & Son, Ltd. - - - Toronto
Millen & Son, Ltd. - - - - Toronto
A. Chown & Co. - - - - - Kingston
Edwin Chown & Son - - - - Kingston
W. B. Dalton & Sons, Ltd. - - Kingston
Thomas Birkett & Son Co., Ltd. - - Ottawa

QUEBEC:
Caverhill, Learmont & Co. - - - Montreal
Lewis Bros., Montreal - - - - Montreal
Millen & Son, Ltd. - - - - Montreal
Mechanics Supply Co. - - - - Quebec
J. S. Mitchell & Co. - - - - Sherbrooke

WILL B. LANE, 180 North Dearborn Street, Chicago, Ill.

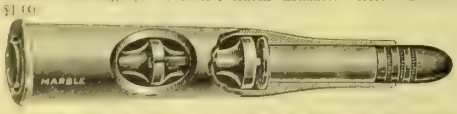
Now's The Time To "Gun" For Trade On These

Every sportsman is giving his hunting equipment a thorough overhauling now. They're all live prospects for Marble's gun "tools"—and they're demanding these known make-good specialties. Fill this demand—it means profit for you and complete satisfaction for your customers. The items shown here are only a few of the many popular Marble's specialties for gun owners. **Send to-day for Catalog No. 18, showing complete line.**



MARBLE'S JOINTED RIFLE ROD

Won't "wobble," bend or break at joints. Made of brass, in 3 sections. Swivel tip. Solid as one-piece rod. Only swivel turns—rod won't unscrew. Cleans thoroughly. Doesn't harm muzzle. LENGTHS 22 TO 34 INCHES, $1.00.



Marble's Auxiliary Cartridges

Cuts cost of target practice and small game hunting NINE-TENTHS. A very big seller in these days of high cost of shooting. Enables use of pistol cartridges in big game rifles. PRICE 75c. Send for descriptive circular.

Marble's Nitro-Solvent Oil

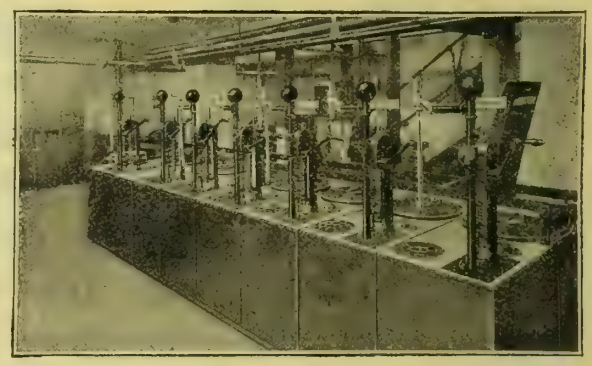
Declared BEST by all gun experts. Removes and prevents rust. Cut off dirt and gum. Dissolves residue of all black and smokeless powders and cordite. Neutralizes acids of residue. A perfect gun oil a fine furniture polish. TWO-OZ BOTTLES, 25c. SIX OZ. CANS, 50c.

Other Seasonable Marble Sellers

Marble's Sights, Marble's V-M Sights, Sheard Sights — Sights for every purpose. Anti-Rust Ropes. Rifle and Shot-gun Cleaners. Hunting Knives, Safety and Camp Axes—the most widely known in the world. Etc., Etc.

SEE YOUR JOBBER on full line of Marble's Specialties. Liberal discounts. Prices here are LIST.

MARBLE ARMS & MFG. CO.
5350 Delta Ave., Gladstone, Mich., U.S.A.



BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

Provide every facility for storing and handling paint, oils and varnishes with safety—economy—convenience and profit.

Keep these liquids free from dirt, dust and deterioration; remove the fire hazard due to oil-soaked floors and rags; prevent dripping and spilling.

Assure accurate measure to yourself and customers place your oil department on a systematic business basis. Built for any capacity or requirement.

Write for interesting literature

S. F. BOWSER & CO., Inc.

Sales Offices In All Centres — TORONTO — Representatives Everywhere

AUTO ACCESSORY AND SPORTING GOODS SECTION

Business "to the Front"

Not business as usual but — "*more business* than usual" —this is the Iver Johnson motto.

This is the motto of every business man who is alive to the needs of his Nation and Country.

IVER JOHNSON
Safety Automatic **REVOLVER**

Millions of men in training mean thousands of homes in need of better home protection.

This fall will surely be the biggest revolver selling season ever. Make sure that you have a full line of Iver Johnson Safety Automatic Revolvers. No stock is complete without several Iver Johnson Hammer and Hammerless Revolvers fitted with the Regular, "Perfect" Rubber and "Western" Walnut grip. Remember that the Iver Johnson Revolver is the best known and easiest selling revolver in the world. Order from your jobber.

Iver Johnson's Arms & Cycle Works
330 River Street
FITCHBURG MASS.

NEW YORK:
99 Chambers Street
SAN FRANCISCO:
717 Market Street

Don't Wait for the "Boss"

The man or boy who deserves and gets promotion to-day is the one who recognizes the fact that the "boss" has something more to attend to than giving him instructions about the little details of the store.

Don't wait for the "boss" to say—"John, do this or do that." Keep your eyes open and do it first—he will see and recognize your efforts.

SHOW INITIATIVE:

Display "Master" Batteries To-day

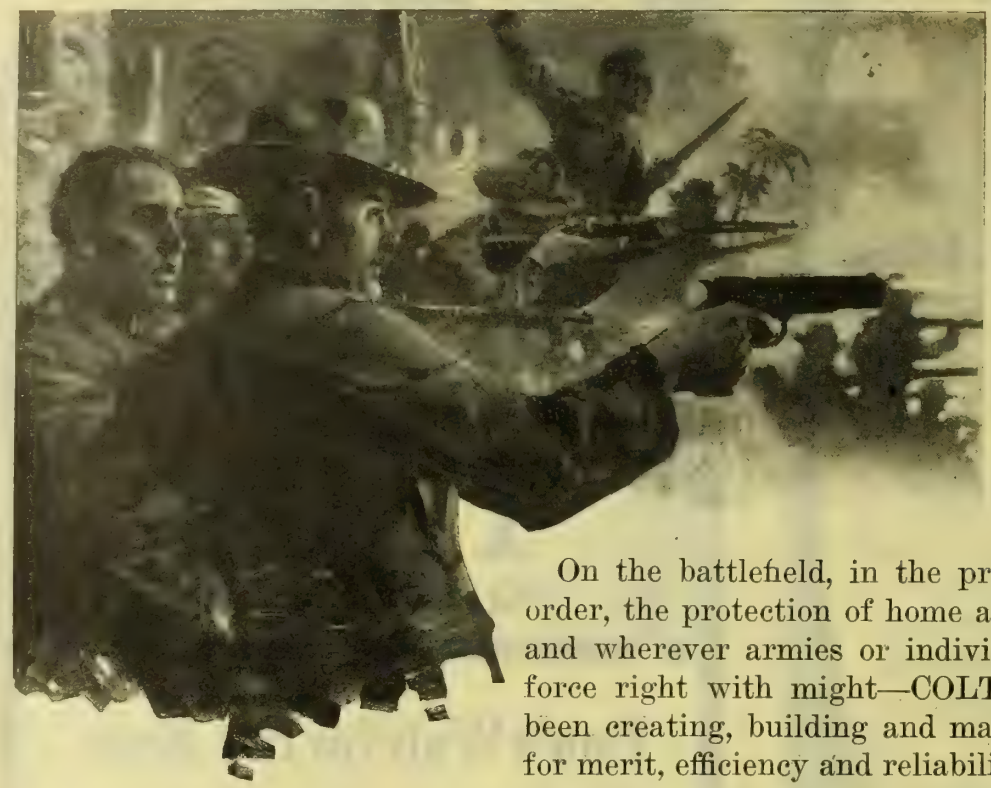
Live hardware stores everywhere are stocking the "Master," not because it is widely advertised, but because it's to their decided advantage to sell this wonderful new battery.

Don't stop with stocking it—display it on your counter, in your window, keep it before the consumer, introduce it, talk up its many merits, its exclusive features. The results will pay for your efforts in bigger and better business.

Don't wait for the "boss"—do it now.

CANADIAN CARBON CO., LIMITED
96 King St., West
TORONTO

AUTO ACCESSORY AND SPORTING GOODS SECTION



COLT

Firearms

"THE PROVEN BEST BY GOVERNMENT TEST."

On the battlefield, in the preservation of law and order, the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might—COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability that has resulted in a position of unquestioned superiority.

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U.S.A. or A. MacFarlane & Co., Coristine Bldg., Montreal

A New Small Bore Shotgun

for the new .410 Shell and popular .44 Caliber Cartridge

H&R ARMS Co

Model 1915

This new model is a three-piece gun (snap fore-end) with pistol grip walnut stock on new and distinctive lines. Supplied in Automatic Ejector and Plain Extractor Styles. Steel Barrel for Black or Smokeless powder. Weight, only 4 to 4¾ pounds.

24 Gauge, 28 or 30 inch Barrel
28 Gauge, 26 or 28 inch Barrel
.45 Caliber, 26 inch Barrel
.44 Caliber, 26 inch Barrel
.410 Caliber, 26 inch Barrel

A small bore gun throughout, not a small bore on a 12 gauge frame.

Leading Hardware and Sporting Goods Jobbers can supply

Harrington & Richardson Arms Company

715 Park Avenue **Worcester, Mass., U.S.A.**

WRITE TO-DAY FOR A CATALOG OF OUR COMPLETE LINE

AUTO ACCESSORY AND SPORTING GOODS SECTION

Presto ELECTRIC HEATER

With New Handle and Hook is Greatly Improved and Perfected

The Presto Electric Heater hangs under the hood of the car and spreads heat over the engine, the radiator, and the carburetor, keeping the car in prime condition in Winter weather. It does away with the necessity of installing an expensive heating plant in the garage.

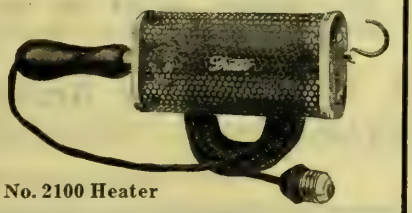
Better Than Heating The Whole Garage And Much Cheaper

To attach the Presto simply screw the plug into the nearest light socket. Price in Canada **$6.00**

The Presto line of accessories includes 100 automobile necessities and comforts. Dealers over the country find them the fastest moving line that is made. Here is your chance to hook up with a real "live" line and cash in on its popularity.

Metal Specialties Mfg. Co.

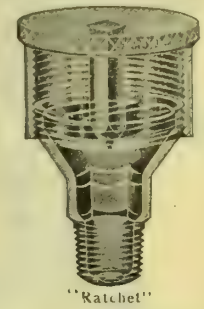
338-352 N. Kedzie Ave.
Chicago, Ill.



No. 2100 Heater

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"



"Ratchet"

"Plain"

"D"

"N"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR, ONT.

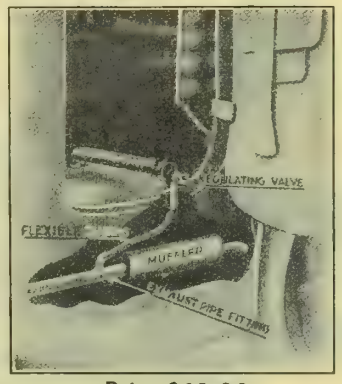
Utility Junior Heater For Fords For Open Or Closed Cars

Provides ideal riding comfort for Fall and Winter motoring.

First Cost Only Expense

Utilizes heat from exhaust pipe. Heat can be turned on or off and regulated like a radiator in the home. Installed in half an hour. It can be used all Summer as a foot rail, without heat.

Dealers, write for wholesale proposition.

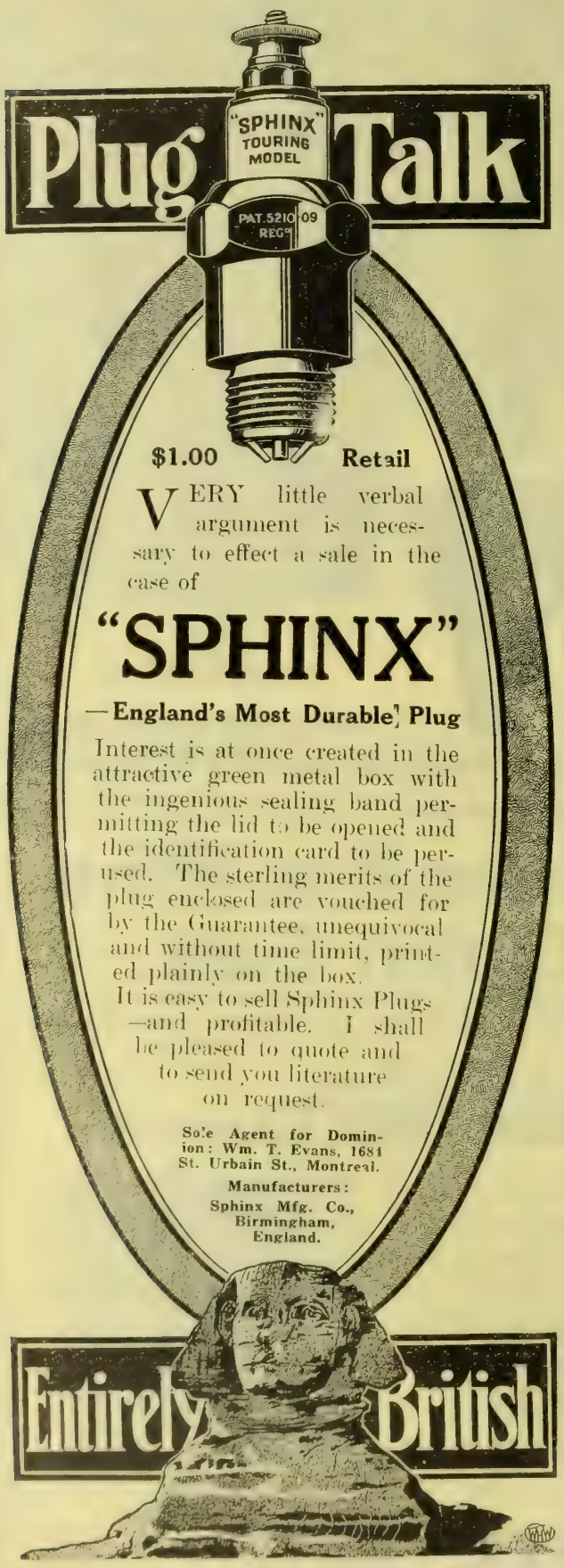


Price $10.00

HYSLOP BROTHERS, LIMITED

SHUTER and VICTORIA STS. TORONTO, ONT.

AUTO ACCESSORY AND SPORTING GOODS SECTION



$1.00 Retail

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

—England's Most Durable Plug

Interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs —and profitable. I shall be pleased to quote and to send you literature on request.

Sole Agent for Dominion: Wm. T. Evans, 1684 St. Urbain St., Montreal.

Manufacturers: Sphinx Mfg. Co., Birmingham, England.

Entirely British

DU PONT

SPORTING POWDERS

SELL AT SIGHT

For over a century, Du Pont Sporting Powders have been the sportsmen's reliance in every emergency.

The Black and Smokeless Sporting Powders made in our mills are recognized as the standards of quality. Widely advertised in sporting magazines and by the achievements of sportsmen at the traps and afield, Du Pont Sporting Powders sell at sight.

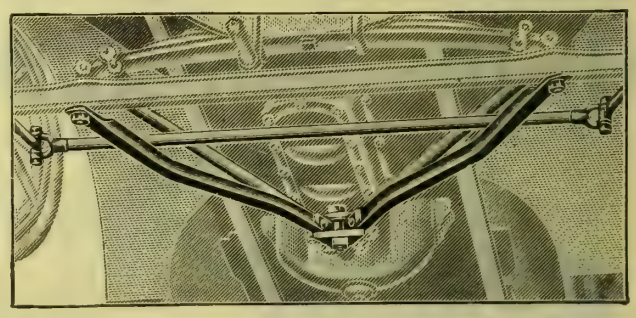
Make your specifications for black and smokeless powder read "DU PONT." Cash in on the popular and insistent demand for Du Pont Sporting Powders.

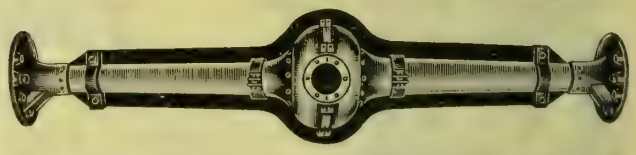
For booklet, hangers and other advertising helps, write to Sporting Powder Division.

E. I. du Pont de Nemours & Co.

WILMINGTON - DELAWARE - U.S.A.

Powder Makers Since 1802





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

Line, Hansen & Kimball Co.

Manufacturers of Auto Accessories

Moose Jaw Saskatchewan

STOPGLARE

PRISMS

An Automobile Headlight Prism that complies with the new regulations of the Ontario Government, and even with the stringent regulations of the New York State.

Stopglare sells for one-third the price of less effective prisms, yet gives the dealer a handsome profit.

Made and invented in Canada. The demand for the United States is so great that it has been found necessary to establish a factory there also, although no advertising has been done outside of Canada.

There will be an enormous demand for Stopglare at once. All cars must be equipped with satisfactory, no-glare prisms before Jan. 1st, 1918.

Stopglare is the most satisfactory no-glare prism, also the most moderately priced.

Send to-day for trade prices to your nearest jobber, or direct to

Plain Stopglare

Retail Price $2.00 per pair. All sizes.

The Stopglare Company

Hamilton - Canada

Stopglare with Star Ornament

Retail Price $3.00 per pair. All sizes.

EVERY KNOWN RECORD FOR QUICK SALES

has been broken by the

HANDY HOLDER AND HORN PUSH BUTTON For FORDS

Retails at $1.00 Complete

Retails at $1.00 Complete

This astounding statement holds good in cities, towns and villages. Everywhere Ford owners are buying the Handy on sight, because it's practical and sells for but $1.00.

Think of it—for a dollar they get the convenience of having the signal button on the steering column — no reaching through the wheel or around in front of it. The Handy can be attached by anyone in five minutes—mounts on top of steering column in center of the wheel, right where the button is mounted on the high-priced cars. Driver touches button without removing hands from wheel. It's a boon to safe driving.

DEALERS

Here is the Handy Story in a Nutshell
Small investment—right discount—quick turnover—good profit.

You've heard of Ford Accessories that were supposed to sell on sight—**but here is one that does.**

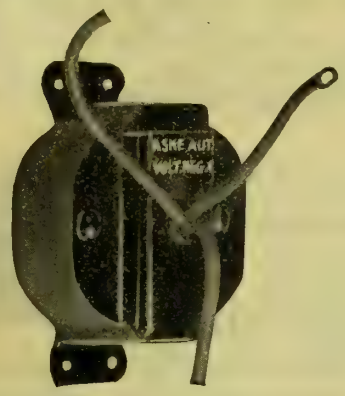
These buttons are on the market and selling fast. Ten buttons are mounted on a handsome display card. This silent salesman actually makes sales for you.

If your jobber can't supply you, write us.

The Francis-Rand Co., General Offices 400-401 Erie Bldg. Cleveland, O., U.S.A.

AUTO ACCESSORY AND SPORTING GOODS SECTION

Bright Lights for Ford Cars at All Speeds



Laboratory test:
Running at 7 miles per hour—5 times present light.
Running at 10 miles per hour—3 times present light.
Running at 15 miles per hour—2 times present light.
Running at 20 miles per hour and over—constant light with no danger of burning out lights through excess voltage.
Enclosed with each Aske Ford Magneto Regulator is a Diagram showing wiring of Tail Light.
Weighs less than 2 lbs.

Jobbers and Dealers

Write for illustrated booklet and price list.

The Aske Automatic Voltage Regulator

for the improvement of the

Ford Lighting System

This is the only patented electrical device of its nature on the market for the Ford lighting system (protected by letters patent from U.S.A., Dominion of Canada, Great Britain, France, Australia and Argentina) that guarantees the independent operation of headlights WITHOUT INCREASED VOLTAGE, should one lamp burn out. Designed for the 1915 and later model Ford cars.

The Aske Regulator Solves The Ford Lighting Problem

We furnish diagram for wiring TAIL LIGHT in connection with regulator, also DIMMER to comply with city ordinances, including diagram for wiring SPOT LIGHT.
We are open to proposition for the manufacture and sale on royalty basis of our Automatic Voltage Regulator in Dominion of Canada, or the sale of our patent rights.

Aske Automatic Voltage Regulator Co.

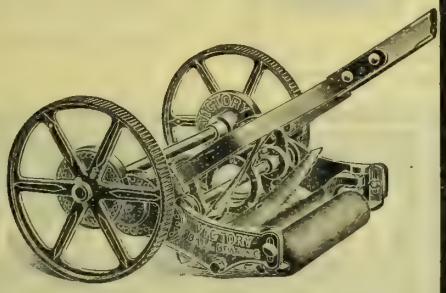
SOLE MANUFACTURERS.

Duluth, Minn. - - - U.S.A.

TOWNSEND

LAWN MOWERS

Built Like a Watch



are superior in every feature of design and construction. In strength, durability and high character of work they do, Townsend Mowers have no rivals.

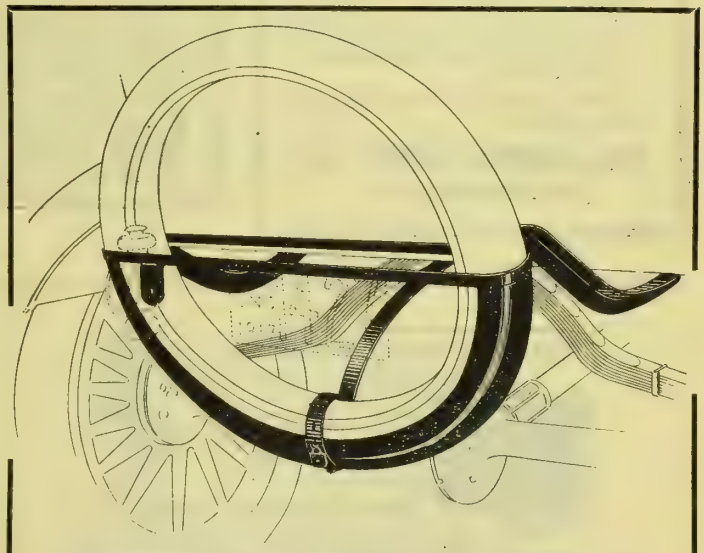
No Noise but the Swish of the Blades

All Blades are of crucible steel, oil tempered. Ball Bearings originally adopted to lawn mowers by Mr. Townsend, insure easy, quiet operation. Triple Compound Gears permit of maximum strength with minimum weight. They are entirely enclosed and prevent dirt or grass clogging the pinions. Handsomely finished in colors and gold.

We manufacture a full line of mowers for use on Golf Courses. Send for complete illustrated catalogue and trade terms.

S. P. TOWNSEND & CO.

ORANGE NEW JERSEY



New "NIAGARA" Basket Tire Carrier for Fords

Three Arm Support ensures rigidity.
Quickly attached without drilling any holes.
Carries plain tire or tire on demountable rim.
Brilliant baked black enamel finish.
Lock furnished for safety.
Stocked by jobbers. Don't accept substitutes.

Kinzinger, Bruce & Co., Limited

Niagara Falls, Ont.

AUTO ACCESSORIES AND SPORTING GOODS SECTION

VITAGAS
TRADE MARK

—"a wonder in the Automobile World"

ONCE TRIED—ALWAYS USED. 50% MORE POWER

Gives a big increase in mileage from gasoline and removes carbon troubles and the wear and tear in the operation of having carbon removed.

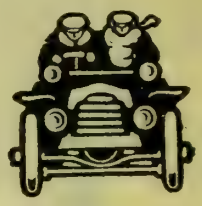
Vitagas has been endorsed by the most critical, so much so that one of Pittsburgh's automobile experts has pronounced it to be "a wonder in the automobile world."

A Gasoline Tonic.

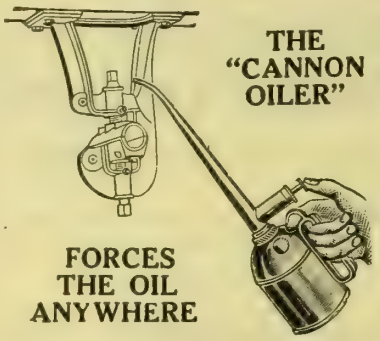
Just as a tonic will build up and strengthen the blood of man, so Vitagas purifies and strengthens the elements of gasoline, giving it 25% to 75% MORE EFFICIENCY.

Add this live seller to your auto accessory department. The profit is big, and satisfaction double-sure.

Drop us a card for full particulars.



THE HOWARD-VAUGHAN CO., Niagara Falls, Ont.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver.

Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.

A sure good sale and splendid profit. Order it now.

THE CANNON OILER CO.
KEITHSBURG, ILL.

Elgin Wrenches

Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

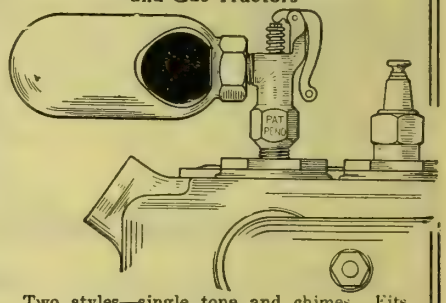
IT MAY SAVE YOUR LIFE

If you are going hunting or fishing in the woods or on the water—the need of dr matches may save your lit "The Excelsior Sportsmen's Belt Safe" made of Brass, Nickel Plated, Gun Metal or Oxidized — Waterproof. Furnished complete with Belt and Buckle for $1.00.

Hyfied Mfg. Co., 48 Franklin St., N.Y.

EXPLOSION WHISTLE

New Type of Signal for Automobiles and Gas Tractors



Two styles—single tone and chimes. Fits any car; special spark plug for Fords. Screws in place of priming cup. Blown by explosion direct. Extremely powerful or moderate. For sale by all WINNIPEG JOBBERS, or write to C. C. CARTWRIGHT, 85 Water Street, Winnipeg.

Three dollars a year is all it costs to have this publication mailed to your address every week.

Electric Row Boat Motor

Make your Row Boat an Electric Launch. Buy a Jewel Detachable Row Boat Motor run by electricity. No odor or dangerous gasoline. Simple, noiseless and powerful. Attaches to any Row Boat and runs on two six volt Batteries. This is our 5th successful season.

Open Window Battery

Look inside your storage battery through the patented open window. See condition of plates and height of electrolyte. If you need a new automobile starting Battery buy a Jewel and save money. 6-60 Special $8.50.

MOTORCYCLE ELECTRIC LIGHTING SYSTEM

The Jewel Generator Motorcycle Storage Battery and complete lighting system is in great demand. Agents wanted. Write for prices and catalog P.

JEWEL ELECTRIC COMPANY, 112 N. Fifth Ave., Chicago

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

EVEREADY DAYLO

We Are The Leading Distributors

and Make Immediate Shipments from Our Complete Stock

MAIL US YOUR ORDERS OR WRITE FOR CATALOG

Our reputation has been won by our efficient service

EVEREADY DAYLO

SPIELMANN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL

Ideas that sold the goods

No. 4 of a Series of Prize Stories by Men Behind the Counter

Here is a human interest sales story from the pen of A. J. Prescott, of the firm of Thos. McGoey, of Grand Forks, N. D. Mr. Prescott is not only a good story writer, but a good salesman as well, for he knows how to handle prospective customers of the opposite sex. We gather from Mr. Prescott's story that he is an earnest adherent of the sales doctrine—"Know your customer."

She was middle-aged and very business-like. She came into the store to buy a plug fuse.

"Is there anything else?" I asked, as I gave her the change.

"No, that's all," she replied.

"By the way," said I, "do you carry an Eveready?"

"What's an Eveready?" she queried.

"A portable light," I replied, "and the name of the best made. We sell them here; may I show you one?"

"No," she said, "I guess not; I am in a hurry and have other shopping to do."

"It will take only a few moments," I replied. "Just call this part of your shopping and I am sure you won't regret it."

She had nearly reached the door, but she turned, and I saw that I had awakened her interest. She glanced at the Eveready display case, which is near by.

"I didn't think women carried those lights around with them," she remarked, as I reached for a vest-pocket case.

"But they do," I answered. "Our sales to women are growing constantly. This case is so small that it takes up very little room in your shopping bag, but just look at the light it gives," and I pushed the switch into place.

"Oh! It is a bright little thing," she exclaimed. "What is the price?"

I did not answer this question immediately, but diverted her mind to an inspection of the battery.

"This is the battery which produces the light," I said. "Isn't it surprising that so small a battery should give so bright a light?"

"But how long does the battery last?" she asked.

I was prepared for this question. They all ask it.

"That depends entirely upon how much you use your light," I replied. "Under regular service the Eveready Tungsten Battery, for a light of this size, will last anywhere from 5 weeks to 2 months."

She admitted that the capacity of the battery was greater than she had supposed.

"Now," said I, "let me show you how this Eveready works in the dark," and I directed my customer into our fixture display room.

"Just imagine yourself looking for articles in dark corners of your home, the clothes-press, attic or basement, under furniture or on high shelves, or you might be trying to locate a house number at night, or the electric light fuse in your house might blow out. With this handy little light you can see the time without getting out of bed. And it is particularly convenient when rendering first aid in the night, for examining the throat or bandaging a wound. Eveready is used extensively by doctors and dentists everywhere."

As I talked I flashed the Eveready in all directions, suiting the action to every statement I made, and as my customer led the way back into the store I felt quite confident that my short, clinching argument had won.

"How much did you say it costs?" she asked.

"The price is only $1.00," I replied, "and batteries for renewal are 25 cents each. Our stock of batteries is fresh and complete at all times."

"I guess I will take one," she said, and the sale was closed. As I delivered the new case and battery to her, I felt no little satisfaction in knowing that I had sold an Eveready without misrepresentation and with the confidence that my customer would come back with no complaints, for I had introduced her to the World's best portable electric light — Eveready DAYLO.

EVEREADY DAYLO

CANADIAN NATIONAL CARBON Company, Limited

TORONTO ONTARIO

The Mark of Distinction in

Flashlights

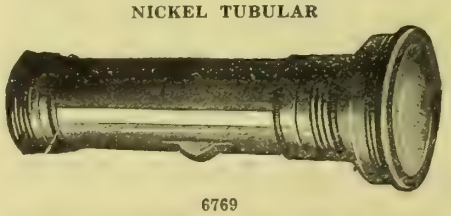
FIBRE TUBULAR

6783

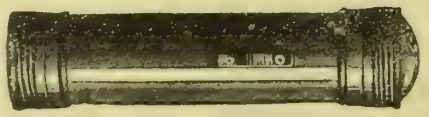
6786

6781
Made in various other sizes and designs.

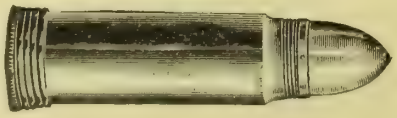
NICKEL TUBULAR



6769



6766



6760

The New Bullet Light.
Made in various other sizes and designs.

1009

4730

The illustrations shown indicates several sizes and shapes of flashlights made by us; also our Radio Nitrogen Battery. In addition, we make

Hand Lanterns, Trouble Lights, Electric Bicycle and Motorcycle Lanterns and Carriage Lanterns, Miniature Incandescent Lamps, etc.

Our "Franco" Line won the Gold Medal at the Panama-Pacific Exposition last year. This is official and authoritative endorsement of the great superiority of the "Franco" Line. Our Radio Batteries were included in this award.

Sell "Franco" Flashlights and Radio Batteries for the sake of good service.

Write for catalogue and prices.

Interstate Electric Novelty Co. of Canada, Limited

220 KING STREET WEST, TORONTO, CANADA

The Most Progressive Flashlight Manufacturers in the Dominion

The Scientific Guide to Correct Automobile Lubrication

Experienced motorists look for the Gargoyle Mobiloils Chart on your wall

An automobile stops at your door. The owner wants a gallon of oil.

What will you recommend?

He does not want just "oil." He wants the correct lubricant for his engine.

With thousands of hardware dealers this is what happens:

The dealer asks the make, year and model of the car. He runs his finger down the Gargoyle Mobiloils Chart of Recommendations until he finds the name of the car and the year it was made. Then he supplies the motorist with the grade of Gargoyle Mobiloils specified for his car by the Chart. This oil will effectively seal the piston rings and prevent power-waste, gasoline-waste and oil-waste.

Why are hardware dealers placing such reliance in this Chart?

Experience tells them 50% of all automobile engine troubles are due to incorrect lubrication.

They realize that scientific automobile lubrication is a problem for specialists. Since the dealer has neither time nor equipment for studying this intricate subject he draws on the experience of a recognized authority.

If you inquire about the Chart you will find this:

That the engineers who compiled it are specialists in scientific lubrication. Their world-wide leadership in lubrication matters is everywhere recognized.

For years their Chart of Recommendations has been the scientific guide to correct lubrication.

The recommendations of the Chart are proven correct by repeated tests.

But nothing has given hardware dealers such faith in this Chart as their experience with the oils themselves. For no one knows better than the dealer how difficult it is to secure efficient lubrication — and how vital efficient lubrication is.

Mobiloils

A grade for each type of motor

The four grades of Gargoyle Mobiloils, for engine lubrication, purified to remove free carbon, are:

Gargoyle Mobiloil "E"
Gargoyle Mobiloil "A"
Gargoyle Mobiloil "Arctic"
Gargoyle Mobiloil "B"

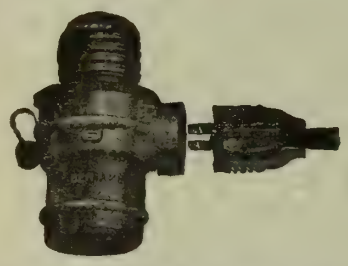
Sold in one and four-gallon cans, and in barrels and half-barrels.

Write us at Room 704, Imperial Oil Building, Toronto, for new 56-page booklet containing complete discussion of lubrication problems, list of troubles with remedies and complete Charts of Recommendations for Automobiles, Motorcycles, Tractors and Marine Engines. We shall also be glad to send you a description of the Gargoyle Mobiloils line with price discounts to dealers.

The IMPERIAL OIL COMPANY Limited

BRANCHES IN ALL CITIES

Faith



No. 96. PLUG CURRENT TAP.
Has lever switch to turn lamp on and off.

No. 903. SWIVEL ATTACHMENT PLUG.
Attaches to socket without twisting the cord.

Benjamin Products

- Wireless Clusters
- Plug Clusters
- Sockets
- Wiring Devices
- Attachment Plugs
- Stand Lamp Clusters
- Reflectors
- Street Lighting Units
- Store and Office Fixtures
- Gas and Vapor Proof Fixtures
- Industrial Lighting Units
- Show Case Lighting
- Panel Boards
- Factory Signals
- Safety Devices for Punch Presses
- Screw Drivers
- Tool Sets

FAITH and Patience have done more for civilization than the combined forces of Wealth and Strength. Faith in ideas—Patience to further them.

In the combined forces responsible for the growth of the Electrical Industry, this quality of faith has played a very important part, and the Benjamin Company, wishing to secure a greater and more simplified use of electricity, —possessing the inventive genius of ideas—and actuated by faith therein, has brought into being many original and successful electrical devices, making the use of electricity easier—more convenient.

In thousands of places, these Benjamin devices are rendering unexampled service to the Electrical Industry.

Benjamin Electric Mfg. Co. of Canada
LIMITED

11-17 Charlotte Street Toronto, Canada

"BUY BENJAMIN 'MADE-IN-CANADA' GOODS"

A merchant is known by the stock he sells— not by the stock he keeps

Stock lying on your shelf will never be an advertisement for you, either good, bad or indifferent.

It's the goods you have in use throughout the surrounding country which will either speak well or bad of you.

Coming down to gloves, here's a line which you can deceive no man on—he knows when he has gotten good or bad service and no amount of smooth talk can change his mind.

Sell *"Carhartt" Gloves* to the drivers, the motorists and the working men of your district and you will very quickly secure your share of the heavy glove trade of your town.

"Carhartt" Gloves are guaranteed to give satisfaction. They're made of selected leather and constructed to withstand the hard wear given them under all conditions.

There's a *"Carhartt" Glove* to fill every requirement where a strong glove is needed.

A trial order will prove to be an A1 investment. Send to-day.

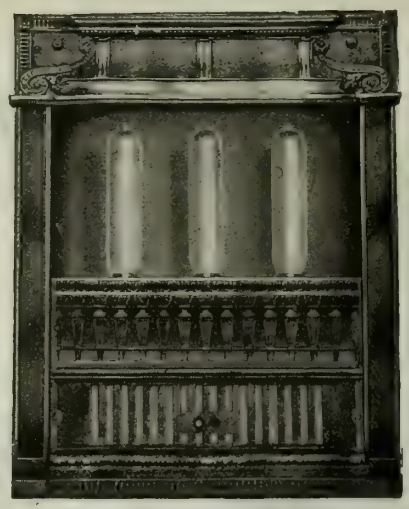
Write to-day for full particulars—Styles, Prices, Terms.

Hamilton Carhartt Cotton Mills, Ltd.

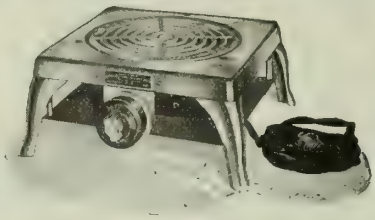
Toronto, Montreal, Winnipeg, Vancouver, Liverpool

If any advertisement interests you, tear it out now and place with letters to be answered.

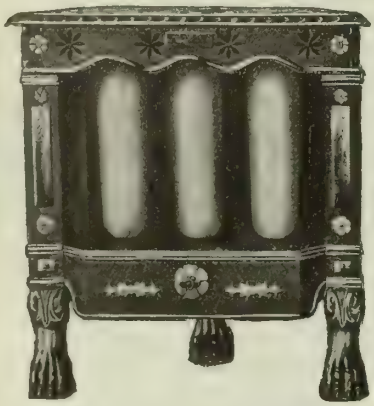
National ELECTRIC Heating Devices



LUMINOUS MANTEL TYPE RADIATORS
24x30 and 30x30.



SINGLE AND DOUBLE DISC HOT PLATES

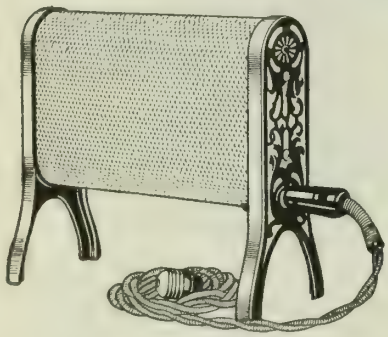


3-LIGHT PORTABLE RADIATOR

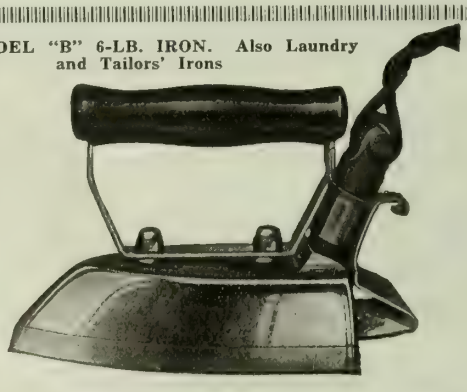
Bigger Demand than Ever this Winter

High price and probable scarcity of coal is going to create an unprecedented demand for *Electric Heating Devices.* Be prepared to meet the demand for electric goods with the most modern and popular line on the market —the National line.

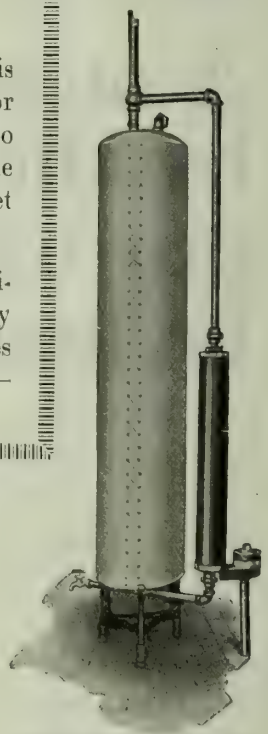
We manufacture a complete line of electrically heated appliances. All thoroughly dependable and of good value. Dealer makes handsome profits. Put in a supply early—order now!



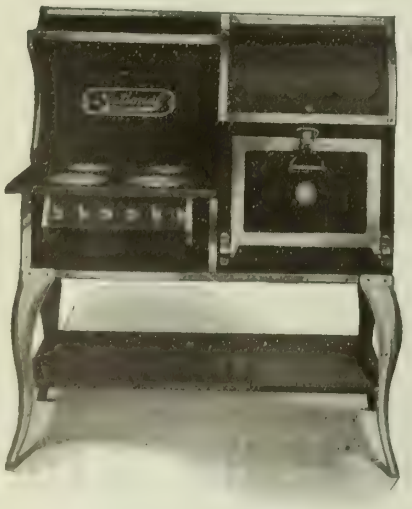
AIR HEATERS.
660 Watts to 15 K.W. All styles.



MODEL "B" 6-LB. IRON. Also Laundry and Tailors' Irons



CIRCULATION WATER HEATERS
660 Watts to 3 K.W., 110 or 220 Volts.

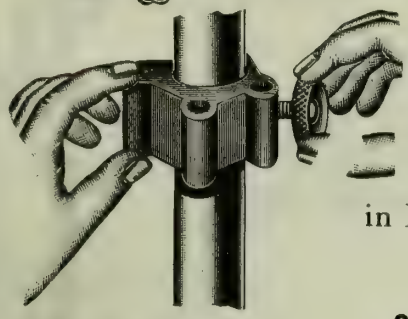


RANGES.
All sizes and types to serve smallest family or largest institution.

The National Electric Heating Co., Limited

Toronto, Canada

If any advertisement interests you, tear it out now and place with letters to be answered.



Patent Grip-Tight Socket

TRADE MARK. WBPG

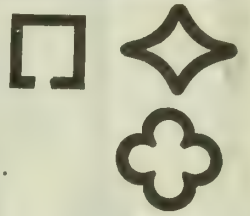
WILLIAMS BROS. & PIGGOTT, LTD.

Small Heath, BIRMINGHAM

Specialists in TUBES

Seamless, Brazed Iron-cased Mouldings, Beadings, Rolled Metals in Brass, Copper, Nickel Silver, and other Metals.

Over 1000 different sections



GENERAL BRASSFOUNDERS

SHOP WINDOW FITTINGS MANUFACTURERS

TRADE MARK. WBPG

Still's Handles

Superior Canadian Products

Made in Canada from celebrated Canadian hickory by experienced Canadian workmen.

No Better Handles Made Anywhere in the World

Largest Canadian makers of Axe, Pick, Sledge, Fork and other handles.

If your jobber can't supply you write to us.

J. H. STILL MFG. CO.

St. Thomas, Ont.

"KEYSTONE" Household Brushes

Extra fine quality—moderate price—good profit

Floor Brushes
Shoe Brushes
Table Brushes
Whisks
Scrub Brushes
Stove Brushes, Etc.

Write for Prices, Etc.

STEVENS-HEPNER CO.

LIMITED

Port Elgin, Ont.

Get prices and information about the "Nugget" Broom and the rest of the famous Keystone Brand Brooms and Brushes.

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

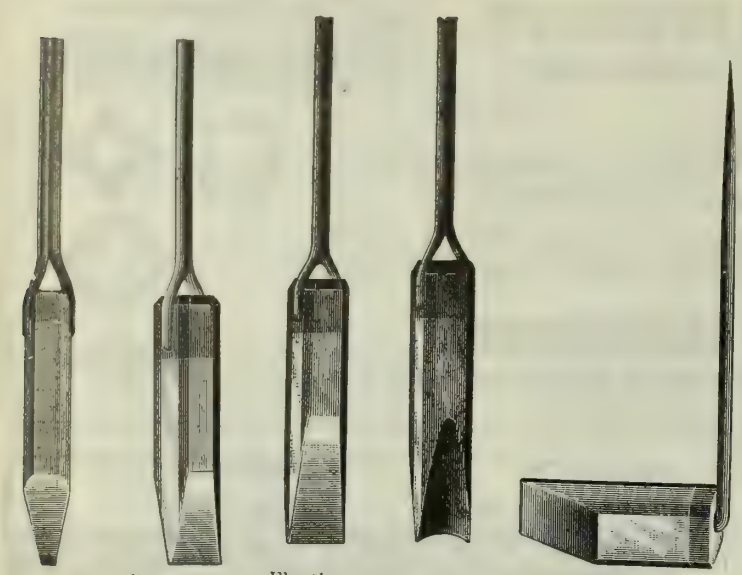
Winnipeg
C. C. CARTWRIGHT
85 Water St.

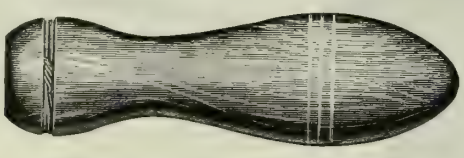
THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

If any advertisement interests you, tear it out now and place with letters to be answered.

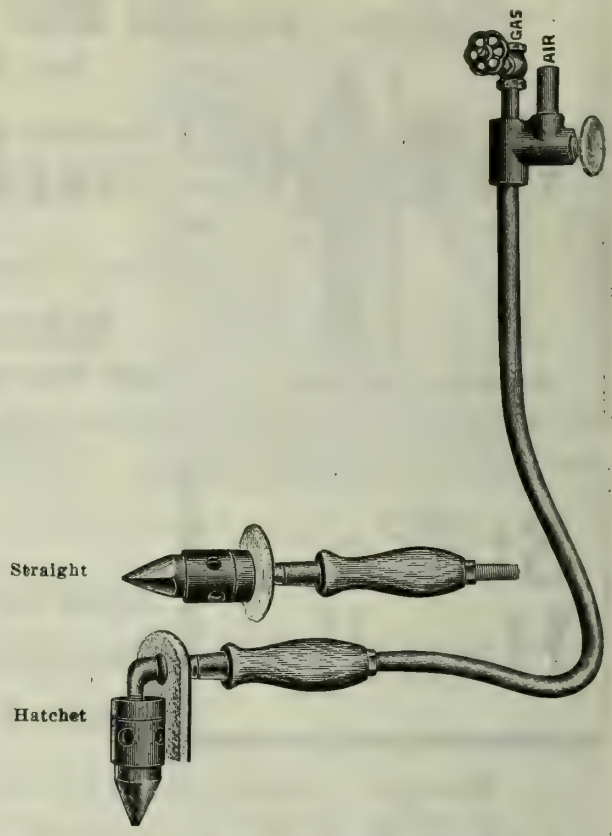
Soldering Coppers





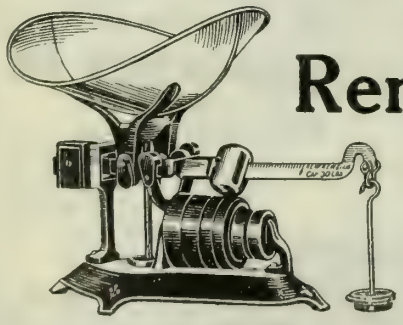
Soldering Copper Handles

Gas Soldering or Heating Coppers



The Brown, Boggs Co., Limited, Hamilton, Ont.

Manufacturers of **Tinsmiths' and Heavy Sheet Metal Working Machinery, Presses, Dies, etc.**



The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.

Why not push scales

Here is the handy scale that gets the housewife's confidence the minute you inform her that every Renfrew Household Scale carries with it the Government Inspector's certificate of correct weights. Every scale is guaranteed to weight correctly.

The Renfrew is strongly made, compact and handsomely designed—just the very scale nine out of ten households should have for protection against mistakes in weighing which are so expensive in these days of high cost of living.

Write for literature and particulars of our attractive selling proposition to dealers.

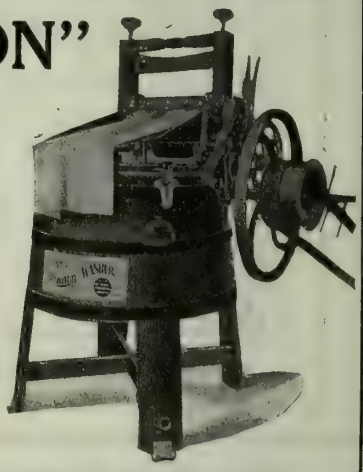
The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

"LONDON" No. 4

FAMILY

Gasoline Power Washer



Here's a washer which stands out as a marvel of convenience and efficiency and it

SELLS TO EVERYONE

The "London" No. 4 is not limited to those who have electricity in their homes, being a gasoline power washer it can be used by everyone. And its price puts it in the reach of everyone. Big sales ahead in the country districts.

Gasoline Engine. Built like the "London" No. 3 Electric. Instead of a motor wire, belting, etc., it has a driving and loose pulley on the fly-wheel, a handy belt shift for leading the belt from one pulley to the other.

GOOD PROFITS AND UNLIMITED SALES

The London Foundry Co., Ltd.

London, Ontario

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

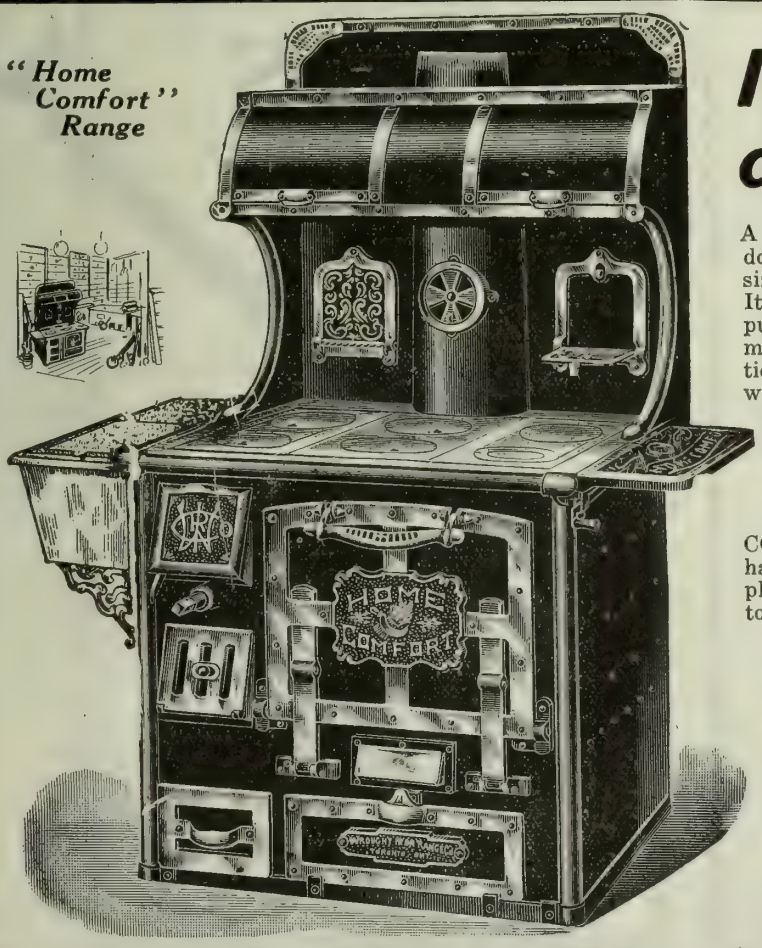
PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

"Home Comfort" Range



It's Wise to Sell a Single Model

A dealer acting as agent for the "HOME COMFORT" doesn't have to keep a big stock. We make only one size and one style. This simplifies matters a whole lot. It used to be, and still is, the custom for the dealer to put forward on his floor the simplest and cheapest model of a range, and to sell his customers this particular range. Then having made the sale, the dealer would proceed to induce the customer to buy extras. For this purpose, the more expensive models kept in the rear would be used for the purpose of demonstration.

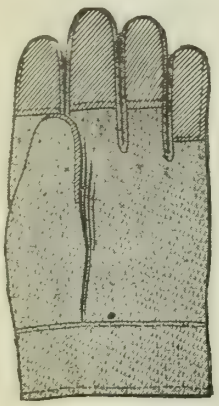
Experience has taught a good many dealers that it is wiser to sell but one model, a model like the "HOME COMFORT." It saves time and money—dealers do not have to carry a large stock. This single model plan pleases the customer, too, and makes it safe and easy to make a choice.

We have made the "HOME COMFORT" the most easily sold range on the market. Write for agency proposition. It's a good one.

Wrought Iron Range Co. of Canada, Limited

Office: 151 King St. West TORONTO, ONT. Factory: 22 Orillia St.

TAPATCO
REGISTERED TRADE MARK
BRAND



Cotton Gloves

Selling Better Than Ever

There's more work being done in the gardens of Canada this year than ever before, and every garden worker feels the necessity of cotton work gloves. Sell them "Tapatco" cotton gloves. They are the most comfortable and serviceable glove made. Good-looking, too.

Many Styles--Many Colors

Made in Band Top, Knit Wrist and Gauntlet Styles, light, medium and heavy weights. Jersey Gloves and Mitts in Oxford, Tan and Slate.

Also Leather and Leatherette Trimmed Gloves.

Put "Tapatco" Gloves to the front. It will pay you. Big sales and good profits.

The American Pad & Textile Co.

CHATHAM, ONTARIO

"Belleville"

Hardware

A "Made-in-Canada" Product Equal to the Best in the World

We are all apt to look up to imported goods as superior to home-made lines. Pause before you concede anything to foreign products over "BELLEVILLE" HARDWARE. Here is a Canadian-made product that is as good as the best.

"Belleville" hardware is meeting the demand of the most particular architects and builders, and is recording wonderful success throughout Canada. It is a worthy Canadian product, worthy of the best Canadian patronage. All hardware looks very much alike to builders and architects until they have had experience with "Belleville."

Best line for dealers to handle. Has greatest demand. Get our proposition.

Belleville Hardware & Lock Mfg. Company

BELLEVILLE ONTARIO

COMFY WEATHER STRIP

Keeps Out Cold

Saves Lots of Fuel

Comfy Weather Strip is proving its worth all through Canada. Keeps out drafts and aids in making houses warm and comfortable during the cold months. It's a genuine fuel-saver. Your customers need it as never before in these days of high fuel prices. **Good profits.**

Sweat Collars, Housings, Top Neck Pads, Saddle Blankets.

Burlington Windsor Blanket Co.

LIMITED

Toronto, Canada

CANE'S Clothes Pins

NOT "Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

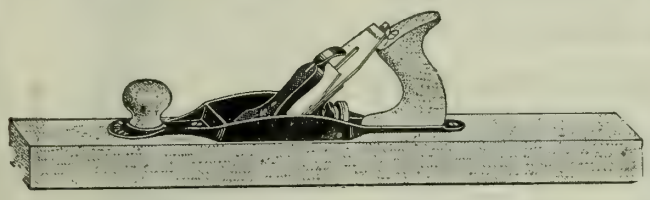
Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

The Wm. CANE & SONS Co., Limited

MANUFACTURERS

Newmarket Ontario

Stanley Tools



Carpenters' Wood Planes

MADE IN CANADA

Every Carpenter needs two or more wood planes in his kit for rough outside work.

Those made by this Company at their Canadian plant are of a superior quality and fully guaranteed.

You will make no mistake to stock them.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Where Needed?

Are you selling ***Sani-Flush*** to all possible users in your field of sale? It is needed in every private residence which has plumbing equipment.

Sani-Flush

is a sanitary necessity wherever there is a toilet bowl. It saves the drudgery of cleaning the bowl and it makes it sanitary and odorfree.

Sani-Flush is needed also in office buildings, factories, hotels, hospitals, clubs and all buildings where there are toilets. Analyze your market and place ***Sani-Flush*** wherever it is needed.

HAROLD F. RITCHIE & CO., LTD.

10-12-14 McCaul Street, Toronto, Ontario

"The Biggest Thing You Can Sell"

I MIGHT talk to you about my blades. I am proud of their quality. I might talk to you about the ingenuity of my holder. I'm proud of that, too.

I might talk to you about my honing strop and handle. I consider it the first 100-*per-cent-successful* strop for safety blades ever put on the market.

But, instead, I am going to talk to you about something bigger, something that embraces all of them.

This is the principle of Customer-Satisfaction.

Realize Customer-Satisfaction; *think* Customer-Satisfaction; *talk* Customer-Satisfaction—in connection with the Penn Safety Razor and the Penn Honing Strop.

The results will show in your sales—in your *good profits.* My razor and honing strop in combination are sold on the strongest kind of money-back guarantee, protecting both the consumer and the dealer. If the goods come back we pay you your full cash profits.

Analyze this guarantee. It is the strongest that any one could devise.

Are you going to go on just selling safety razors—with their questionable effect on the purchaser? Or are you going to start to-day to sell the CUSTOMER-SATISFACTION that is built into every Penn Safety Razor and Honing Strop—guaranteeing your profits?

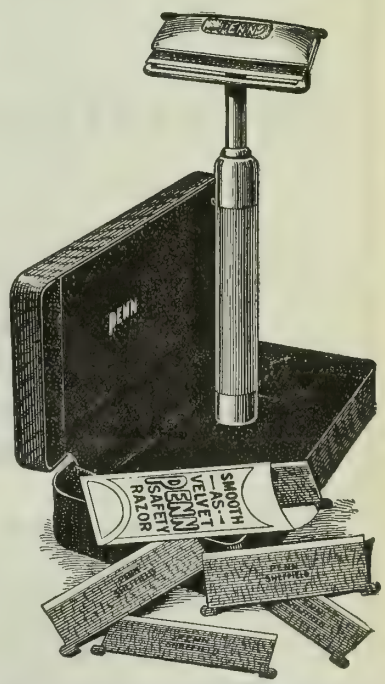
(*Signed*)

A. C. Penn

PENN
SAFETY RAZOR

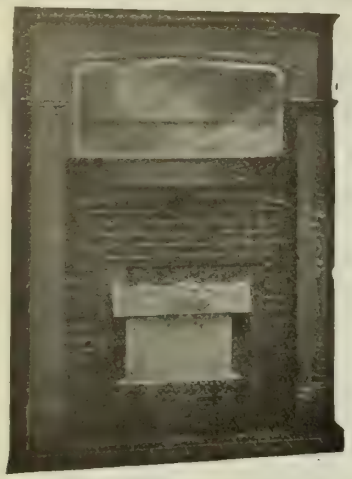
Penn Safety Razor, triple silver plated, with five Penn long-lived blades in handsome waterproof case, $1.50.

Penn Honing Strop, with both abrasive and finishing sides. Only a few strokes needed. Including correct-angle blade handle, $1.50.



A. C. PENN,
INC., NEW YORK CITY

Canadian Distributors:
MENZIES & CO., Ltd.
439 King St. W., TORONTO



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

also

A complete Line of Electric Lighting Fixtures.

FOSTER BROS.' BUTCHERS' KNIVES

Every blade is hand forged. Every blade is hardened and tempered RIGHT. Every handle fits the grasp.

Every knife
Every steel
Every package

BEARS THE MARK—FOSTER BROS.

Look for it always.

It is your assurance—your customers' guarantee. It pays to handle a line noted for its absolute integrity and excellence.

Such lines stand behind the merchant and make for him—satisfied customers.

JOHN CHATILLON & SONS

85 Cliff Street **New York City**

Established Since 1835

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

Fast Selling Line

MENDETS

A PATENT PATCH

Offers Unlimited Opportunity for Sales—Attractive Profits

MENDETS mends all leaks instantly in graniteware and all other kitchen utensils without heat, solder, cement or rivets. Simple to use, too.

DEALERS: You can see at a glance the possibilities in this wonderful new invention. Don't miss any sales. Put it on your counter immediately. FREE DISPLAY OUTFIT FOR THE ASKING.

Collette Mfg. Company, COLLINGWOOD, ONTARIO, CANADA

WHERE TO ORDER

Wholesale Hardware Merchants Who Sell MENDETS:—Whites, Ltd., Collingwood, Ont.; Wood, Vallance, Ltd., Winnipeg, Man.; Wood, Vallance & Co., Hamilton, Ont.; Hobbs Hardware Co., Ltd., London, Ont.; D. H. Howden & Co., Ltd., London, Ont.; Thos. Birkett & Son Co., Ltd., Ottawa, Ont. Miller-Morse Hardware Co., Winnipeg, Man.; Marshall Wells Alberta Co., Ltd., Edmonton, Alta.; Walter Woods & Co., Winnipeg, Man.; Rogers Hardware Co., Ltd., Charlottetown, P.E.I.; Thompson & Sutherland, Ltd., North Sydney, N.S. Merrick, Anderson Co., Ltd., Winnipeg, Man.; A. M. Bell & Co., Halifax, N.S.; J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man.; Bond Hardware Co., Guelph, Ont.; Emmerson & Fisher, Ltd., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; Lyons & Marks, Toronto, Ont.; L. H. Hebert & Co., Montreal, Quebec; Cowan Hardware Co., London, Ont.; The Hanbury Hardware Co., Brandon, Man.; McLennan McFeely & Co., Ltd., Vancouver, B.C.; Martin, Finlayson & Mather, Ltd., Vancouver, B.C.; Crowell Bros., Halifax, N.S.; Caverhill, Learmont & Co., Montreal, Que.; Revillon Wholesale, Ltd., Edmonton, Alta.; Wood, Vallance & Adams, Ltd., Calgary, Alta.

SELL FLATWARE STAMPED
1881 ROGERS A1
Popular prices, attractive patterns. All the quality necessary for life-long wear. Boxed or in cabinets.
Write for price list.
THE REVERE
CANADIAN WM. A. ROGERS LIMITED
DOWN TOWN SHOWROOMS-KENT BUILDING YONGE ST.
OFFICES and FACTORY 570 KING ST. WEST.
TORONTO CANADA

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION
RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Service First

Nothing can impress a purchaser more favorably toward any article than the assurance that it will give satisfactory service. That explains why the Dominion Rubber System has gained such a strong hold among purchasers of rubber supplies.

Each Dominion Rubber System product, no matter what its use, is made to "stand up" under the severest tests. A half century's experience in manufacturing everything in rubber has taught us to know "what's what" in rubber and how to make a finished product that will give satisfactory service.

The surest way to prove our claims is to put us to the test. Our nearest branch will give your requirements prompt and intelligent attention.

Canadian Consolidated Rubber Co.
Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon Calgary, Lethbridge, Edmonton, Vancouver, Victoria.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, SEPTEMBER 22, 1917 No. 38

CONTENTS

Rapid Growth of Canadian Auto Trade 49-50
More Money in Accessories Than Ever 51-2
Suggestion for Fall Window 51
Bicycle Vogue Returning 52
Farmers Buying Automobiles 53
Fishing Contest Brought Results 54
How I Keep Trade at Home 55-6-7
Editorial Comment 58
New Branch of Brandram-Henderson 59
Events in the Trade 60-1
Trade Inquiries 61
New Hardware Goods 62
The Clerks' Department 63-4
The Man Who Buys Steel for the U.S. Government 63
What Chance Has a Store Clerk? 64
What Other Papers Say—Price Regulation—Immigration After the War—The Automobile and Home Trading—Electric Steel Making 65
The Markets at a Glance 66
Weekly Market Reports 66-71
Weekly Paint Department 72
How We Get the Prices 72
Weekly Paint Markets 74-6

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.
J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.

Tinplates

Welsh and American

CANADA PLATES

Ordinary and Blue Finish

TERNEPLATES

Ordinary and Firedoor qualities

SHEET ZINC, COPPER BRASS and LEAD

From stock and for import

A. C. LESLIE & CO. LIMITED

560 St. Paul St. West, MONTREAL

Galvanized Sheets

"QUEEN'S HEAD," the world's standard-equalled by none

"FLEUR DE LIS," second only to "Queen's Head"

"REDCLIFFE," for corrugating, etc.

John Lysaght, Limited
Manufacturers
Bristol and Newport

A. C. Leslie & Co., Ltd.
MONTREAL
Managers Canadian Branch

The File With A Smile

P H

TRADE MARK

Quality Files

The Maker Smiles—because he knows he is producing an honest article, made by Experts from Crucible Cast Steel only.
The Dealer Smiles—because he knows that each sale of P.H. Files means a satisfied customer who will come back for more.
The Mechanic Smiles—because he knows there is service and satisfaction in every P.H. File.
And so—EVERYBODY'S HAPPY.
Have YOU a stock of this rapid-selling, customer-satisfying line?

Ask Your Jobber.

Port Hope File Mfg. Co., Ltd.
Port Hope, Ont.

METALS · CHEMICALS · GLASS
T
B&S·H
Established 1790

Castor Oil

WE solicit your enquiries, for immediate shipment from stock, English Firsts and Seconds in barrels and cases.

Embargo prohibits our quoting for further imports.

B.&S.H.THOMPSON
& COMPANY LIMITED
MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, SEPTEMBER 22, 1917 No. 38

Rapid Growth of Canadian Auto Trade

Ontario Has One Motor Car to Every 33 People—Canada Has 150,000 Cars; Third Among World Nations—Large Purchases From the United States—Cars Worth $50,000,000 Made in Canada in 1917.

PROOF of the ever-growing popularity of the automobile throughout Canada is contained in figures representing the number of licenses issued for this year as compared with previous years, and it is becoming increasingly evident that the motor car industry is being established upon such a basis that it will always be regarded as Canada's "leading peace-time industry."

In 1913 the number of registered cars in Canada had been increased by 16,780, or 38 per cent., as against the 1912 registration, and during 1914 it was increased by 22,070, or 36 per cent., as compared to 1913. After three years of war it is estimated that Canada this year is purchasing 100,000 new motor cars, almost five times as many as in 1914, and an increase of 85 per cent. over the normal increase for 1913 and 1914.

It is evident, therefore, that Canada, with a population of slightly over seven and a half millions, possesses over 150,000 motor cars, which means that there is one motor car owned and driven in Canada for every fifty of the population. Ontario is the leading province with about 75,000 motor cars, or one to every thirty-three of population.

In addition to the actual manufacture of motor cars, there are a number of subsidiary industries affected by the phenomenal growth of the motor car trade. Each of these adds in a greater or less degree to the annual turnover and it is probably safe to say that the aggregate trade created through the production and operation of motor-propelled vehicles in Canada for the year 1917 will amount to nearly $100,000,000.

THIRD HIGHEST IN WORLD

Among the nations of the world Canada now occupies the third position with regard to the number of automobiles in actual use. The United States leads with approximately 3,000,000 cars for 110,000,000 population. Great Britain has 276,000 cars.

Above advertisement was run in London, Ont., daily papers last week by Cowan's Hardware, inviting visitors to the fair to inspect their stock of auto accessories. This style of ad is typical of many now being run by Canadian hardware firms. The story of how Cowans broke into the auto accessory line appeared in a previous issue of Hardware and Metal.

Canada is third, with France following with 98,400.

Since the industry has come under the stimulus of war business, it bids fair to become, as it has become in the United States, one of the greatest factors in the industrial development of the country. There are now in Canada twelve motor car companies in active operation with an estimated output for the current year approximating in value $50,000,000.

IS NOW A PRIME NECESSITY

The figures above quoted are authoritative and represent a truly significant situation when it is considered that the automobile was for a long time regarded as more or less of a luxury. The growth has been achieved despite the constant crusade for economy and the unending withdrawal of men, power and money from Canada during the past three years of war-time. In face of this, the undisturbed stability of the motor car market in this country can only be explained in one way, and that is that the motor car is more and more coming to be realized as a commercial necessity. The automobile has aided in the movement of troops, facilitated the transportation of war material, increased the efficiency of the farm, aided in the quicker movement of all things pertaining to business, and has been a great economic factor in the development of general business.

In making a comparison with the United States, the latest compilation of figures shows that there are fourteen states of the American union where there are fewer cars in proportion to population than there are in Ontario; and in making a comparison of figures it must be remembered that the initial cost of the automobile and upkeep cost is 42 per cent. higher in Canada than in the United States. Even the great State of New York, with its population in excess of that of all Canada, with the biggest city in the States and with many other hives of industry and prosperity, does not out-distance the Province of Ontario by any great degree, its ratio being one to every twenty-six people.

WESTERN CANADA IS GOLD MINE TO MOTOR AGENTS

Western Canada, during the past two seasons, has proved a veritable gold mine for motor car agents, as the Western farmers are becoming more and more educated to the use of up-to-date facilities. Even British Columbia, with a thin population less than that of the city of Toronto, scattered over wide areas of mountainous country, has automobiles in the proportion of one to every 78 of the population.

Indicating the trend of the buying mind is the fact that fully 15,000 of the increase of 23,000 cars in Ontario, were priced under $1,500, indicating that the public is going in for a small car with a high mileage and small tires now that prices of gasoline and tires have increased at such an alarming rate.

A conservative estimate of the amount of money invested in private cars in Canada has been placed at $135,000,000. The industry is still in its infancy.

The growth of the motor car industry is truly significant as indicated by the foregoing statistics. The popularity of the automobile has brought much business to the stores of hundreds of Canadian hardware merchants who have taken on the sale of automobile accessories, and in many cases car agencies, and with such an evidence of the continued development of the industry, hardware merchants to-day are confronted with a very fertile field for increased trade.

As outlined in previous articles in HARDWARE AND METAL, many of the largest and best equipped garages in the smaller towns and cities are conducted by hardware merchants.

HEAVY IMPORTS OF CARS AND PARTS

Canada has been a heavy importer of cars, tires and auto parts from the United States. The following statistics taken from Government blue books are interesting. Figures are available only up to March of the present year. Since that time it is estimated by competent authorities that the increases have been greater than in any corresponding period.

From the United States, during the six years ending March, 1917, Canada's imports of automobiles amounted to $40,634,125, as follows: In 1912, $6,077,497; in 1913, $9,233,171; in 1914, $6,459,346; in 1915, $4,532,138; in 1916, $5,790,498; in 1917, $8,555,475. Note the big increase of imports of automobiles for 1917 over 1916.

From the United States, during the six years ending March, 1917, Canada's imports of automobile accessories amounted to $17,051,975, as follows: In 1912, $854,000; in 1913, $762,321; in 1914, $3,965,173; in 1915, $2,139,552; in 1916, $4,693,003; in 1917, $7,173,423. Note the big increase of imports of automobile parts for 1917 over 1916.

From the United States, during the six years ending March, 1917, Canada's imports of automobile tires amounted to $7,068,513, as follows: In 1912, $666,411; in 1913, $1,507,916; in 1914, $1,263,382; in 1915, $1,044,592; in 1916, $1,389,400; in 1917, $1,217,532.

THE Rotary Club in Toronto raised garden produce to the value of $50,000. Here is one organization which has done big things towards solving the food problem while other bodies have talked price regulation.

* * *

THE enforcement of beefless, porkless and muttonless days and the increased consumption of lamb and veal does not indicate that the regulation of food consumption is likely to be much more effective than the Government's efforts to regulate prices.

More Money in Accessories Than Ever

W. H. Higgins of Brampton, Ont., Hardware Co. Says Accessory Business Becoming More Profitable Despite High Prices—Offsetting City Store Competition —Handling an Automobile Agency.

"THERE is more money in accessories this year than ever before," says W. H. Higgins of the Brampton Hardware Company, Brampton, Ont., who is an enthusiastic supporter of the campaign as carried on through the pages of HARDWARE AND METAL for the past few years, to establish automobile accessories as a permanent branch of the hardware trade. The Brampton store located in a town of 4,000 population has enjoyed considerable success in connection with its handling of two automobile agencies and the accessory business, and Mr. Higgins is convinced that there is much that is desirable in carrying the line. He says it is a good clean business and is of special value in that it is a cash business with him.

In the course of a recent interview with a HARDWARE AND METAL representative the question of high prices and their effect upon the accessory trade was broached, but Mr. Higgins does not report any suffering on this score. He maintains his regular margin of profit, and by the use of judicious advertising through the local papers a continued good volume of business is being transacted. In this connection Mr. Higgins states that people take it for granted that general high prices are prevailing owing to the fluctuation in the market, and that no difficulty is therefore experienced in this regard.

Mr. Higgins commenced his accessory business before any garages or other local stores handled accessories.

Record of Consistent Growth

The story of the growth of this feature of the business of the Brampton Hardware Company, is one of consistent development.

In the garage at the rear of the store free air is at hand for the convenience of motorists and a gasoline pump is installed on the street curb in front of the store. It is significant of the extent of the automobile business, that the pump paid for itself last year (a matter of $300) from the gasoline sales. These sales have increased from 900 gallons average in June to 1,900 gallons as the present monthly average.

The foregoing is but one example of the present healthy condition of the accessory business in the Brampton store, and Mr. Higgins states that he is making record sales every month.

Meeting City Store Competition

There is considerable competition in Brampton with the large stores of Toronto, through the mail order and through another system recently adopted by a Toronto department store and mail order house, which bids fair to capturing a considerable amount of the town trade. It is evident that the only way to overcome competition of this nature is to offer the same prices and service as the city stores and Mr. Higgins realizes this fact and has put it into practice.

Special Two-Day Sales

A special feature of the business which has been of great value in the growth of the accessory business of the Brampton Hardware Company as well as in other similar firms, has been the holding of special sales widely advertised through the country. Specially attractive prices are offered on automobile accessories during a two-day sale each week, and so far have resulted not only in the increase of business but in the advertising of the store and the drawing of customers who increased trade in other hardware lines as well. Mr. Higgins states that frequently his sales of accessories for the two-day special, would run as high as $300. Automobile owners would drive in from all parts of the surrounding country to take advantage of the special prices offered, and by means of effective display and good salesmanship were oftentimes induced to purchase additional accessories, of which there is an endless supply for all types of automobiles on the market.

Indexed Cabinet of Auto' Parts

Mr. Higgins is a firm believer in system as a big factor in successful business, and he applies it to the accessory department as well as to other branches of the trade. For the purpose of facilitating the location of some of the multitude of small automobile parts which accompanies the handling of the agency for automobiles, Mr. Higgins has had erected in his showroom a cabinet containing 156 small drawers. The cabinet covers 3½ feet of wall space and contains hundreds of dollars worth of small automobile parts. A large sheet giving catalog number and prices of each part is pasted on the wall by the cabinet, and is indexed in such a manner that any small part can be located in its respective drawer by reference to the list and to the index on the drawer itself.

At the front of the showroom, and visible through the windows, is a specially constructed glass-topped case containing a wide range of automobile accessories consisting of such lines: vulcan-

(Continued on page 53.)

Stuffed animals were used by the R. S. Piper Co., hardware, Fort William, Ont., in featuring fall hunting goods

Bicycle Vogue Returning

Popularity of Bicycle as Encouragement of Thrift and Economy is Increasing—More Popular in Older Districts—Bigger Business by Manufacturers.

ONE does not have to look far these days for proof that the bicycle is coming back into vogue again just as surely as some other features which became standardized in times past are returning. War-time conditions and a general tendency toward economy and thrift have commenced a revolution of modern industry and methods of living in which certain reforms are being introduced and old standards returned. Before the popularity of the automobile reached the stage to which it has attained to-day the bicycle was looked upon as the logical means of transportation to meet individual requirements of necessity and pleasure. Low-priced automobiles then made their appearance and it was thought fulfilled a great percentage of the requirements. There was however a great deal of novelty attached to this introduction, and now that the novelty has begun to wear off and conditions are settling down to a normal trend, the automobile is retaining its popularity, and the bicycle is simultaneously again becoming a favorite. The automobile fills a great percentage of the requirements of its owner, but exercise is required by the motor car owner, and to-day many auto owners are purchasing bicycles in order to provide a means of independent transportation when required, in addition to providing a means of securing much needed exercise.

Bicycle Encourages Thrift and Economy

Campaigns are being instituted in various parts of the country to bring the bicycle back to its former standard of popularity, and the most potent arguments that can be advanced in this connection are the very inspiration of the campaigns for economy and thrift being waged throughout the provinces of the Dominion. The war has brought about circumstances which make necessary the widest application of principles of thrift, and in what better manner can this be brought about than the substitution, as far as possible, of the bicycle, for present transportation effected by the use of the automobile. Of course it is recognized that the automobile cannot be eliminated by any means, in fact the war has more than ever proved that the automobile is a prime necessity, and a factor in encouraging efficiency in industry. The automobile has aided in the movement of troops, facilitated the transportation of war material, increased the efficiency of the farm, aided in the quicker movement of all things pertaining to business, and has been a great economic factor in the development of general business.

More Popular in Older Districts

Older districts of the country appear to be foremost in encouraging a return to the bicycle, or it may be that they have never got very far away from the use of the bicycle. At any rate it is found that hardware merchants in the older settled districts have been much more active in pushing the sale of bicycles and bicycle accessories than in some of the newer districts.

An illustration of how older settled communities regard the bicycle in a more favorable light is the case of Deseronto, Ont. Though this town is on a tourist road for motorists, the bicycle still remains a popular mode of transportation in the town as compared with the automobile, and bicycle accessories constituted part of the trade of the hardware store of A. Collins in Deseronto, Ont. On a recent visit to the store, a HARDWARE AND METAL representative found a very complete stock of bicycle accessories alongside the display of motor accessories in the Collins store. The display consisted of bicycle tires, lamps, horns, bells, repair kits, tools, seats, handlebars, etc.

Wm Gurd &-Co., London, Ont., run neat, snappy newspaper ads. featuring sporting goods, cutlery, auto accessories, bicycles, etc.

A number of other hardware stores throughout the country, many located in the larger cities of Canada, are selling bicycles and bicycle supplies on a larger scale than ever. Some of these dealers report the sale of forty or fifty bicycles in a season with a corresponding sale of accessories.

Manufacturer's Report Bigger Business

Bicycle manufacturers are doing a bigger business direct with dealers throughout the country, and it is evident that the increasing popularity of the bicycle is of a general character. This development is significant in view of the fact that so many of the country's young manhood are away on the fighting lines, but it is indicative of the increased growth which may be expected after the war.

The sale of automobiles and automobile supplies has been a fertile field for the hardware dealer who has adopted the sale of these lines in recent years, but the sale of bicycles and bicycle supplies is equally profitable in comparison with the amount of capital involved, and owing to the fact that a great deal

Herewith is shown a group of Canadian soldier cyclists. In the army as in civilian life, it is being found that the bicycle is of increasing importance. Much of the scouting and carrying of despatches is done by the bicycle riders of the army as illustrated herewith. These men are part of one of the Divisional Cyclist units raised in Toronto, Ont.

smaller investment of capital is required it should carry a strong appeal to hardware dealers. Bicycles have been found to be a good line by many dealers, and with the growing popularity of this mode of transportation from the standpoints of a public utility and an important economical factor, dealers who have never handled bicycles and bicycle supplies should and no doubt will investigate the subject thoroughly. In the old days of the bicycle boom many of the largest distributors were hardware firms some of whom have continued steadily ever since, to push the sale of bicycles. There are evidences that during the 1918 season large numbers of hardware firms will again take on bicycle agencies.

MORE MONEY IN ACCESSORIES THAN EVER

(Continued from page 51.)

izers, tire gauges, lamps, bulbs, speedometers, hydrometers, tire repair outfits, tools, chains, flash lamps, etc.

The Garage

A garage fitted with all up-to-date appliances is at the rear of the store, and one man is employed constantly in connection with automobile repair work.

According to agreement, Mr. Higgins is compelled to take delivery of a certain number of automobiles each month. This plan ties up considerable capital, but is a highly profitable transaction when business is good. Since the new models of one of the automobiles handled by the Brampton store, made its appearance in June, thirteen cars were sold for a period of two months. Mr. Higgins states that the sales this year are almost equally divided between farmers and townspeople. Some terms are granted but the majority of the sales are for cash. It is highly significant that with few exceptions the automobiles have been sold in the showroom and have made it unnecessary for Mr. Higgins to go out after prospective purchasers on a large scale.

Pointers in Handling Automobiles

During the past couple of years Mr. Higgins has learned some lessons in connection with the handling of automobiles which may be of value to others. He has made a study of the peculiarities of purchasers and is convinced that with automobiles it does not pay to keep stock on a large scale where it is in full view. Last year business was particularly good and ten cars on display in the showroom at one time were rapidly cleared off the floor, but this practice would never be repeated for Mr. Higgins sees advantages to be gained by having one car on show and the remainder stored away somewhere apart from the store.

Mr. Higgins believes in making constant changes in methods of sale and does not follow any one method long enough for it to become stale. In selling automobiles, he has one car in his showroom well polished, and fitted with license all ready for the road. Mr. Higgins says there is always some way to sell and to overcome purchasers' peculiarities, and that the merchant must study his customers and their needs if he wishes to make the biggest success in selling motor cars and motor accessories.

Farmers Buying Automobiles

Prosperity of Western Farmers Evidenced by Purchases of Motor Cars—Use of Cars Saves Time and Labor —Outlook is Promising.

IN a recent announcement by the Canadian Bank of Commerce special reference was made to the general prosperity of the Canadian West as evidenced in the manner that the western farmers are purchasing automobiles. The report is as follows:

"Generally speaking the western farmer is, in many respects, in a much better position than hitherto to increase his production. Two years of high prices for his products have enabled him, even with a normal crop to liquidate a substantial proportion of his liabilities and at the same time to buy improved farm machinery. His prosperity is reflected in the demand for building materials, motor cars and other equipment. It is no doubt true that some extravagance is evidenced by the astonishing demand for motor cars, but it must be remembered that many of these cars will make for efficiency on the farm and economize both time and labor.

"In Saskatchewan 21,000 licenses for motor cars were issued up to the beginning of May, and it is estimated by the department, that the total would reach 30,000 before the end of the summer. In 1916 the number issued amounted to 15,000, and in 1915 to 9,000. This extraordinary increase has been accompanied by considerable activity in the business centres of the province. Two years ago empty dwellings were numerous in almost every city from the head of the lakes to the Pacific coast. Rents were so low that in some cases high priced property did not bring in sufficient revenue to pay taxes. To-day houses are in general demand, rents are becoming normal and population is again increasing. This desirable change relieves anxiety with regard to the financial position of some municipalities and evidences general prosperity in the surrounding rural communities.

"Happily there does not appear to be any desire on the part of the business public to encourage real estate speculation. There has arisen, however, a natural demand for land among successful farmers and the number of promising immigrants on the lookout for homesteads has also increased. Railways and land companies report more sales during the past two months than have taken place in the same length of time for many years. Altogether the outlook is promising and the high prices for farm products, on which the present prosperity depends, are likely to continue for some time after the war."

"FORD" ACCESSORY SHOW

Something novel in the way of automobile shows will be the National Exposition for Ford Accessories which is to be held in the Chicago Coliseum, Chicago, Ill., from Saturday, September 22 for one week. In the three hundred exhibit booths, taxing the capacity of the main floor of the Coliseum, will be displayed a most representative line of accessories for the Ford automobile. Manufacturers and jobbers from all parts of the United States have reserved space in advance for the purpose, while in the adjacent buildings demonstrations will be staged, moving pictures will be shown, and lectures given by exhibiting companies.

Motor tractors, truck-making attachments and agricultural trailers promise to be one of the most popular attractions at the Ford accessory show. Manufacturers of Ford accessories will for the first time be afforded an opportunity of getting together in a show confined exclusively to specialties for the Ford car, and where for the first time jobbers, dealers and owners will be afforded the exceptional opportunity of attending a vast market of the industry in which they are vitally interested, and of making a collective selection of their needs for the coming season.

WINDOW DISPLAYS TEACH CONSERVATION

Plans are now being perfected in the United States for a widespread campaign to emphasize the war aims of the allies through the medium of retail store window displays. The helpful co-operation necessary for the success of this plan is being secured throughout the country. The campaign in part will be conducted in the form of a contest, with prizes for the best window displays, under the supervision of the United Publishers Corporation, as representative of the trade papers of the nation. Apart from the contest idea many merchants have stated that they are willing to make their displays as a patriotic contribution to the cause for which the country is fighting. The window displays are to be commenced immediately.

Fishing Contest Brought Results

Brantford Dealer Inaugurates Fishing Contest—Results Broke Several Records—Friendships Made That Will Have Long Felt Effects.

THE "fish story" that T. A. Squire, hardware merchant of Brantford, has to relate is one where the prize, increased business, was safely landed, while at the same time keen interest was stirred up in the grand old piscatorial sport.

Mr. Squire felt that he was not selling enough fishing tackle. Fishing was good in the Grand River this summer, but many people were not taking an interest in the sport. Anything that would awaken the "Walton" instincts in a larger proportion of the population of Brantford would sell more fishing tackle. If he could be the one to do the awakening a large part of the increased business would in all probability flow his way. With this idea in view Mr. Squire inaugurated a fishing contest that was in every way, such a splendid success, that he is giving a consolation contest for the month of September.

His scheme, which was well advertised in the papers and by a window display, showing a large assortment of fishing tackle, was simply to offer prizes for the largest game fish caught in the Grand River between August 1 and Sept. 1.

He divided the fish into four classes. Small-mouthed bass, pickerel, pike and carp and for each class a separate prize was offered. These prizes were of sufficient value to thoroughly arouse interest in the contest, being a Bamboo Rod, a Steel Rod, a Check and Drag Reel, and a Thermos bottle.

The idea of confining competitors to the use of tackle taken from his store was considered by Mr. Squire but abandoned after careful thought. It was felt that this would have about it a slight feeling of an attempt to coerce and as he says, it was not needed anyway as the people bought without feeling they had to, and a better feeling was thus established.

There is a principle involved here worth considering. The public do not like to feel that they have to buy an article in any one place, even for the sake of entering a contest of this nature. This slight feeling of compulsion will very often have the very effect that all merchants are anxious to avoid; the customer will buy once, feeling perhaps that he is possibly being "soaked" a little but there will be no tendency to return to the store again for other purchases. The real value of the contest would thus be lost to the merchant. On the other hand when the party desiring to enter a competition of this kind finds that he is at liberty to buy his tackle or whatever it may be, where he pleases, he will frequently buy it at the store inaugurating the contest.

Mr. Squire stated to a HARDWARE AND METAL representative that the contest succeeded beyond his utmost expectations. "For twenty-five years," he says, "as clerk and proprietor I have been selling fishing tackle and in all that time, I have never seen a demand that would even approach that of this season.

The contest has aroused an interest in fishing in Grand River, that will last, it is believed, into future seasons, as the fact was brought out that there was some amazingly good fishing to be had in Brantford vicinity.

Incidentally this contest broke another record. When the winning fish was weighed and measured it was found to be a pickerel, weighing 8 lbs. 5 oz. and measuring 29 inches. This is the largest fish on record, that has ever been taken out of the Grand River.

At the request of a number of the amateur fishermen, Mr. Squire is renewing his contest for the month of September, for one prize only. In this instance he is not dividing the fish into classes but is giving the prize to the fisherman securing the largest game fish of any kind.

While contests of this kind are, of course, not new, it is interesting to note that this one was successful in sales made and still more so, Mr. Squire, believes in friendships established that will bring ultimately much new business to the store.

T. A. SQUIRE,

Hardware merchant, Brantford, Ont., holding the prize-winning fish.

Walter C. Teagle of Toronto, president of Imperial Oil Co., recently visited new plant at Regina, Sask., in company with C. L. Stillman, vice-president.

Window display of fishing tackle put in by T. A. Squire, Brantford, during period of fishing contest.

How I Keep Trade at Home

Putting Some Actual Ideas Into the Fight Against the Mail Order House—Ideas That Revolutionized One Small Town.

Editor's Note—The accompanying article appeared originally in System. We are reprinting it here because it deals with a question that is of vital importance to every merchant, a question to which many merchants have failed up to the present to find an answer. We believe that this suggestive article, if carefully considered, may well point the way to better business conditions.

By H. Leslie Wildey.

EIGHT years ago, when I came to Graettinger, I found that the farmers were splitting their trade three ways. Part of it came to Graettinger. Part of it went to other towns nearby. The balance went to mail-order houses and it was no small amount.

Seemingly each local merchant was so busy protecting his own scalp from local competition that no one had time to pay the slightest attention toward keeping local trade from slipping silently past Graettinger stores into the mail bags.

This statement is not intended as any reflection on the ability of my local competitors. I believe it is a condition that exists in many small towns. The chief reason for it, I am convinced, is lack of willingness or ability on the part of the small town merchant to supply the real needs of his customers.

I decided that it was possible to change these conditions as far as my store was concerned. I have since learned I was right. And just because the conditions I have described are so common, even to-day, I believe some of the methods I have used to keep trade at home may prove worth while to other merchants

The stock I took over inventoried between $13,000 and $14,000. The store in which I started business had been operated on a credit basis for over a quarter of a century.

Of course every merchant knows that a rapid rate of turnover usually means better profits. I started in business with the idea of reducing stocks, increasing my rate of turnover, and going after the trade that was drifting away from our town by way of the mail-bag route. While I could not afford to sacrifice my stock in order to reduce it, I decided to "push it," at regular or slightly reduced prices, until it assumed the desired proportions.

It seemed to me that one reason why farmers were sending to outside markets for merchandise was because local merchants failed to get live "news" into their advertising and into their goods. What I mean is this. A farmer coming into the store in June got the same impression from the general appearance of the stock and store arrangement that he received the preceding January and perhaps the January before that. If you have noticed the attractively worded description about each item that the mail-order house people put into their catalogs, you will get what I am driving at. Just to read the catalog makes you want to dig down into your jeans and spend your money. The big department stores accomplish the same results by attractive window and store displays. Now it seemed to me that before I could get real "news" into my advertising I must first put it into my merchandise.

I accomplished this by rearranging completely the stock on hand. Canned corn, for example, was placed in a less conspicuous display space and canned peaches, on which I was a little "long," were pushed to the front. Carrying this idea through the entire stock, a pleasing change was made in the general appearance of my store.

Stock out of sight is not likely to be called for, while merchandise properly displayed will often remind a customer of a need; or will perhaps create—in his mind—a desire to purchase some one article which he had not thought of before coming to the store. As display space was limited in our store, I had several ordinary tables made. These tables we placed in the center of the aisles. They are ten feet long and three feet wide and have a broad shelf underneath.

On several tables I display canned goods and dried fruits; on others, shoes, dress goods, linens, notions, and hardware. Every article is plainly marked with the selling price.

Getting Customers in the Habit of "Looking Around"

To keep these tables interesting we change the displays frequently. The measure of life of any one display is sales and convenience. We maintain a table of hardware the year round, except for the two weeks preceding Christmas.

Customers seem to like the table idea. It encourages them to look around while waiting to be served. They also have a chance to examine the goods and make comparisons. For instance, suppose a farmer needs an iron drill bit. The stock is before him on the table. He inspects one bit, compares it with another. It does not take him long to make a selection and he knows he has picked the bit that will best do his work. He is satisfied.

During the holiday season or at any time when the store is crowded, these tables save the time of salesmen to a great extent. Our salesmen do not follow customers about when they are looking at the table displays, yet they are always near enough to give immediate service. When shopping in this way customers do not feel that they are encroaching on anyone's time. I am sure they often buy more than they would if a salesman stood at their elbow, perhaps impatient to wait upon another customer.

During my first eight months in business in Graettinger I devoted my time to arranging my stock and getting acquainted with the customers. I operated my store on the same basis that nearly every other small town store is operated —credit. Everybody got credit. I thought I had to give credit or sink.

One day I took off my hat and did some real thinking. I didn't think about credit, either—I thought about cash. I had a pretty good idea of about how much cash went out of our town each year to buy goods for farmers. Incoming freight consigned to people in our territory represented some mighty substantial profits we local merchants were not participating in. As I named over the "reasons why" I didn't "cuss" the farmer nor the mail-order houses. I don't believe in "cussing"—I do believe in investigating. I made up my mind I was going to get my share of that cash before it went into the mail bags.

Taking some of the "Overhead" Out of Prices

Jobbers and manufacturers offer merchants many worth-while advantages in the way of cash discounts. I figured that if I could take advantage of them, those discounts would mean lower costs for my customers and me. I figured up the saving in costs if I could discard the expense of keeping credit books, sending out monthly bills, and paying interest on long time credits. The big problem of my predecessor had been in getting the dollars that were marked on the debit side of his customers' ledger.

My next step was to think of all the advantages I could offer customers to induce them to pay cash for quality goods. I worked out a plan based on cash buying and cash selling, and the saving of money to customers.

I then submitted my plan to some of our farmer customers. I demonstrated to them that if we could buy and sell for cash we could give them a worthwhile saving, because we could eliminate a number of the costs of doing business. I explained that as long as we incurred these extra expenses, we had to add them to our selling prices. In other words, I showed how we could operate on a considerably narrower margin of profit by cutting out the overhead expense on bookkeeping, bad debts, long-time credits and lost cash discounts. I also explained how, on a cash basis, we would be in a position to take advantage of the power of cash buying.

Furthermore, I demonstrated that by operating on a cash basis I could and would meet the prices of any out-of-town competitor on any class of merchandise. I could not only give the customers better service than the mail-order houses, but I could save every customer half the freight on any purchase. In ordering goods from the mail-order houses customers paid for their purchases in advance and paid the freight when the goods arrived. My goods would be in the store ready to take home and I would always be on the ground ready to adjust complaints. There would be no delay, nor waiting, nor explanations of "why" goods had not arrived.

Many merchants have asked me how I can meet the competition of concerns that buy the entire output of factories and mills, and offer merchandise at prices the average small dealer can not meet. My theory is that you can nearly always fight fire with fire. A small fire in the right place will often prevent a larger fire from spreading.

Take the retail price on an article. I pay, of course, a certain price for that article. Now in selling the article my price to the customer must include the the first cost of the article, plus the percentage cost of overhead expense, plus the percentage of profit. In the "overhead" expense account there are many items—credit, delivery, light, heat, rent, insurance, salaries, and the like—my cost of doing business is lowered in proportion to the cost of the service that I have eliminated. The eliminated charge can then be prorated and subtracted from the selling price of the merchandise.

If customers are willing to buy on the same basis that they buy from the mail-order houses, paying cash and eliminating certain conveniences of service, then I am in a position to give them the same or even a larger saving on most lines, depending, of course, on buying ability. Right there is where I save customers a big portion of half the freight. We shall come to this buying problem in a minute.

From the beginning the farmers took to this plan. Not one said that he couldn't pay cash. Most of them said they would try it out. And they have. One night, Wildey's General Store—which had been operated on a credit basis by various merchants under various trade names for over twenty-five years—closed its doors for the last time. The next morning Wildey's Cash Store started in business.

A thorough investigation of market conditions proved that I could do much better than I had expected in buying goods for cash. This meant that I could save customers more money. I put my plan before various manufacturers and jobbers who made or distributed dependable merchandise. I pointed out to them that not only was I in a position to pay spot cash with every order, but that I could save them considerable selling expense, as it would not be necessary for them to send their salesmen to call on me. I explained that I would do my buying by mail or would visit their salesrooms.

Some Buying Methods That Have Cut Costs

Thus, by eliminating a part of the manufacturer's and jobber's direct selling cost, I obtained special consideration. In some instances this resulted in an extra five or ten per cent. discount. More than ninety per cent. of the merchandise in my store to-day is bought by these direct methods.

I find there are certain advantages in confining my buying. All of the hardware sold in my store during the past seven years, for example, has come from one supply house. During this entire period their salesman has never entered my store.

Another buying method that I employ regularly to considerable advantage was forced on me during my first year's experience. In my first twelve months it was impossible to reduce stocks to any extent. Yet I found it essential to add certain lines to round out my general stock and to place it on a service basis. This I accomplished by small quantity buying.

Instead of buying a dozen pairs of shoes of a certain style and size, for example, I purchased one or two pairs. This, of course, did not apply to the big selling sizes of staple numbers. Frequently re-orders made it possible to maintain a stock with a minimum of lost sales. I now use this plan regularly in most of my buying. One spring, just after I returned from a marketing trip, we held our "spring opening sale of wash goods." Selling was much heavier than we anticipated and for the first eight days daily re-orders were sent to market for additional goods. These came every day by express.

We have increased our rate of turnover between three and four hundred per cent. by following this system. On an average our present stock will inventory from 33 1-3 per cent. to 50 per cent. less than it did eight years ago. Depreciation and loss by reason of style changes and goods becoming damaged and shop worn have decreased materially. The saving on interest charges on a large stock in hand is a big item. The way I figure is this: It is always easy to buy goods, but it is sometimes a different story to sell them. When a stock is overbought and goods get to sticking on the shelves, the knife goes into the selling price. This means a direct loss in moving goods that should turn at a profit. My method of buying saves me a lot of this knife work. Keeping stocks well rounded has brought me many profitable customers. If goods are called for that are not in stock, the customer consciously or unconsciously questions your ability as a merchant.

We carry a small "convenience" stock. This is merchandise that we keep almost exclusively for the convenience of a few customers. Perhaps a customer will want a certain brand of tea, or a soap which is not a popular seller. If we do not carry it—and the customer is not inclined to favor any of the brands we do carry—we make it our business to get what he wants in the shortest possible time. We may think that our regular brands are better; but that is not the point. It is policy to give the customer's kind of service.

Advertising has been the means by which I have been able to make all of our other methods successful. It has enlarged my trade territory in several directions. I use not only the local newspaper, but also a great deal of direct-by-mail advertising material of various kinds which I shall describe in some detail presently. Here again I am meeting mail-order house competition by mail-order methods—fighting fire with fire, in other words.

Frequently, I place advertisements in the local papers of towns within sixteen to twenty miles from Graettinger. When we advertise in several papers during the same week, we use different copy in each. This we do because many farmers read more than one paper. An advertisement in our home paper may not interest some readers, while our advertisement in a neighboring town's paper may list a number of articles these same readers need. Results in sales are bound to follow and valuable circulation has not been wasted.

Not long ago someone asked me for my rules in advertising. I have no rules. I get up my copy and hand it to the printer or compositor on our local paper. He is not limited to the amount of space to be used. If the copy should properly require a three-column, ten-inch space, I do not want it jammed into a two-column, six-inch space, simply because I had decided beforehand that was all the space I could afford to buy. The printer knows more about "set-up" than I do. It is up to him to give me satisfactory results in a reasonable amount of space.

Our advertising expenditure runs about 2½ per cent. of our gross sales, quite low I find, in comparison with the figures of many other merchants. Almost every week we send some direct-by-mail advertising matter — quoting prices—to several hundred customers. The items are printed on a card usually six by nine in size. Frequently I attach samples of the goods advertised. Very often I print notices of farm sales that are to be held in our neighborhood, along with the notices of my merchandise. Farmers holding sales of live stock or farm produce appreciate the courtesy. The cost is slight.

A short time ago we bought some extra fancy dried apricots. I selected samples and placed them in a 1½ by 2 inch drug envelope and attached the envelope to the regular card. Our sales on apricots the next two weeks increased enormously over any previous records.

Spring wall-paper samples were sent out in a similar manner. On the back of each sample we told the cost of the paper required for a room ten by twelve

feet, with two windows, two doors, and an eight foot ceiling. As that is the average sized room in the average farm house it answered the farmer's most natural question—"What's the cost?"

Dress goods samples used in the same way always attract women buyers. The prices per yard are plainly marked.

Occasionally I send out the old-fashioned stick candy (the kind that comes wrapped in paper) to the children. Children make mighty good friends and it pays to watch for the little things that will interest them. Many times when I have been travelling about the country I have sent out several hundred picture postcards of various points of interest. These are addressed to the children. Each card carries a greeting and tells where I am and what I am doing. Sometimes I mention that I have just bought some very attractive lines which I believe will be of interest to their mothers or fathers. These cards, addressed to the children, receive a wide reading among grown-up customers.

Many merchants tell me they don't know how to write good advertising copy. I don't either. I try to put just as much of myself into every advertisement as possible. I write my copy just as though I were standing behind the counter and telling the customer about the merchandise or the special bargain offer. I believe every merchant should cultivate an individual personality for his store, a personality that will be generally recognized by the buying public. That is why I believe it is poor policy to start off an advertisement with some high-sounding phrase that is absolutely unlike anything you yourself would use if you were talking.

Here is a sample of the kind of copy I have found most effective, the kind I use every week of the year. This happens to be on churns.

"Are you interested in churns? I'm not. Too many painful memories left over of when I was a kid for me ever to take any further interest in churns. Every time I go back and see that old churn, I'm glad I've 'growed up.'

"If, however, you are unfortunate enough to have churning to do, just to show that I really sympathize with you, I will sell you a barrel churn, five-gallon size, for $3.35. If you need a larger one, we have a seven-gallon model at $3.55. Both sizes guaranteed."

There is nothing put on about it. It's the way I would talk to a customer. Maybe that is not "good" advertising, but it sold the churns and it is the kind of advertising that has helped me to reduce my stock about fifty per cent. and has increased my sales several hundred per cent. in the past seven years.

Another thing I have found of vast importance is always to stand behind my advertising. Not so long ago, I meant to advertise a lantern special at 79 cents. The price quoted in the paper was 20 cents. It was the printer's mistake. However, I did not tell customers anything about his mistake. I sold our entire stock of lanterns at 20 cents each. That was way under cost, as they were a good value at the regular price. This loss was charged to advertising.

For many times the amount of that loss I could not have afforded to tell customers that a mistake had been made in my advertising, or that I could not sell the lantern for such a ridiculously low price. The very reason I'm advertising is to impress upon customers the principle that what I advertise, they will get.

Being a country merchant, I feel that I know the problems that are worrying most small merchants day and night. I believe the trouble with most of us is, we get mentally lazy. I know I do. And I feel that the more I can conquer this attitude, and concentrate my energies on developing my natural trade territory, remembering all the while that I am in business to serve, just in that proportion will my business grow. Think it over. Isn't it so?

NEW JAPANESE STEEL ENTERPRISE

The Oriental Steel Manufacturing Co., which will undoubtedly be one of the largest steel companies in Japan, will soon complete its organization. The company has been projected to take over the rights obtained by the Sino-Japanese Industrial Development Co., and to work the Toachun iron mine in Anhui. The promoters delayed the organization of the company to make sure of the official bounties under the steel industry encouragement law just promulgated.

The rough plan of the company's operations consists in establishing an iron mill for the production of pig iron at the rate of 170,000 tons a year, a steel mill with a capacity of 100,000 tons of steel ingots a year, a casting and forging mill to produce more than 75,000 tons of various shapes a year, and other workshops which will turn out miscellaneous products.

At the iron works two furnaces, with a capacity of 250 tons a day, will be installed along with two coke furnaces. The company proposes to invest $3,988,000 in this part of its plant. In the steel works three furnaces will be installed with auxiliary equipment, the capital invested being $2,243,250. The other works also will be equipped with powerful and up-to-date machines and furnaces costing $7,477,500.

The company's experts for some time past have been investigating the possible locations for its works, and Imari, Saga Prefecture, has been finally approved as the site.

Charles D. Home of the Moore Hardware Co., Ltd., St. Catharines, has resigned his position with that firm to become manager of the hardware department of McKelvey & Birch, Ltd., Kingston, Ont. Mr. Home assumes his new duties on Sept. 17.

NEW GAME LAWS FOR HUNTERS

Penalties are Higher for Contravention of Law—Hunting by Dogs Restricted

Now that the hunting season has opened, it may be as well to remind sportsmen and others who go into the woods and the wilds, that there have been changes made in the law regarding the hunting by dogs, and also in the penalties inflicted for contravention of the law.

Moose and deer may be shot from Sept. 1 to Dec. 31, inclusive, and caribou from Sept. 1 till Jan. 3, but not more than one moose, two deer and two caribou may be killed in one season by any one person. If any hunter exceeds this number, he is liable to a fine varying from $20 up to $200, the same as if he had killed in the close season. A special temporary permit can be issued, on payment of five dollars, to a resident of the province for three caribou and three deer in addition to the bag limit during the hunting season.

Penalties Higher

In connection with the hunting of beaver, mink, otter, martin, fisher, raccoon, muskrat, skunk and all other fur-bearing animals, the penalty for being in possession of skins after the close season, has been considerably increased. Formerly, if a man was caught with one or a dozen skins he was subject to one fine for the offence, but, under the present regulations, the illegal possession of a beaver skin or skins means a penalty of from $10 to $20 per skin, black and silver fox $50 to $100 per skin, crossed fox $10 to $25, otter $10 to $25, hare $1 to $3 and all other fur bearing animals, including bear, skunk, muskrat, etc., from $2 to $5.

The beaver has been a protected animal for the past five years. Unless there be a change in the regulations next month, it will be permissible to kill beaver from Nov. 1 to April 1, the same as other fur-bearing animals except hare, the close season for which extends from Feb. 1 to Oct. 15.

Partridges

Birch and spruce partridge may be shot between Sept. 1 and Dec. 15, but there is a great scarcity of partridge, and the opinion is expressed by James R. Innes, that there should be a close season of two or three years imposed on partridge shooting, so as to give the birds a chance to recover from the very bad season of two years ago, when so many failed to reach maturity.

Wild duck, widgeon and teal may be shot from Sept. 1 until Dec. 15, and white partridge (ptarmigan) up till February 1.

The use of dogs for hunting red deer is permitted only from Nov. 1 to Nov. 10, inclusive—the same length of time as in previous years, but it will be noticed the period is ten days later than previously.

EDITORIAL COMMENT

RECENT indications that the manufacture of 6-inch shells is to be continued in Canada for some months at least, is very reassuring, as it has a tendency to clear up a situation which has been very beclouded since the recent report that the shell industry in Canada was fast approaching its end. With the present necessity for the continuation of the manufacture of 6-inch shells, many plants will resume operations on a large scale. Some plants which previously manufactured larger types are readjusting their machinery to manufacture the 6-inch shell and there appears to be plenty of orders for many months to come.

INCREASE IN CANADA'S TRADE

ACCORDING to trade figures made public this week, Canada had a favorable trade balance for the first five months of the fiscal year of $180,000,000. It is estimated that trade for the present fiscal year will exceed last year's great record by $500,000,000. The total trade for the first five months amounted to $1,128,274,119. The imports for the month of August alone amounting to $91,931,000 were much greater value than for the corresponding month of last year, when the total for the month reached $72,331,014.

Export trade shows a corresponding increase of from $96,832,161 in August last year to $152,563,345 during the corresponding month this year. For five months export trade totalled $672,022,649, an increase of $217,291,385 over the same period last year. For the first five months of the previous fiscal year total trade was $768,635,214. For the corresponding period this year it is $1,128,274,119.

These figures are decidedly encouraging and indicate that Canada's remarkable trade expansion continues without abatement.

SPLENDID OPPORTUNITIES

THE hardware merchant to-day is faced with one of the greatest opportunities for developing the scope of the trade which could well be imagined. A glance over the trade in Canada indicates without doubt that the most successful merchants are those who have taken hold of opportunities when they have presented themselves; and yet, to-day, with the unbounded possibilities of the auto accessory field available, a few merchants are carrying on business in an indifferent manner and with little regard for the rich rewards offered.

A great number of merchants throughout the provinces of the Dominion and located in centres of greatly varying characteristics have made huge successes of the auto accessory line. It is always found that where this line of goods is not carried, it is because the matter has received no detailed consideration, but sufficient investigation early proved to the merchants who are now carrying this line with profit, that with the general favor of both the buying public and the manufacturer, there was little reason for expecting anything different to the result which has been achieved. The present rapid development of the automobile industry is providing golden opportunities for wide-awake merchants. Hundreds of the best retail hardware firms in Canada are cashing in on auto accessory trade in a big way. Indications are that many more will have opened motor accessory departments before the opening of spring, 1918.

THE QUEBEC BRIDGE

AS we go to press, the task of placing the centre span of the Quebec Bridge in position has almost been accomplished, and it is hoped that before our publication reaches its subscribers, complete success will have crowned the effort. Arising out of past misfortunes connected with the undertaking, popular interest the world over has been whetted to a high pitch and, for the time being, the daily happenings, and the machinations of party politics have, so far as Canada is concerned at least, had to give place. The builders are to be commended for the dogged perseverance with which they have prosecuted the work, and, notwithstanding the tremendous strain under which those more directly concerned with the development and carrying out of the plans for "sealing the gap" have labored, and more especially during recent days, the reward will be at once commensurate and lasting. The completed structure will rank among the world's great achievements and its creation a brilliant exemplification of Canada's industrial prowess.

New Branch of Brandram-Henderson

New Branch to Serve Far West—Will Also Look After Trade in Orient and Australia—President Optimistic Regarding Future of Vancouver.

BRANDRAM-HENDERSON LIMITED, have just completed arrangements to establish a branch at Vancouver, B.C., to be operated under the name of Brandram-Henderson of B. C. Limited, according to a statement made to HARDWARE AND METAL by George Henderson, president and general manager of the company.

The firm already has factories at Halifax, Montreal and Toronto, with distributing depots at St. John, Winnipeg, Calgary and Edmonton, and the organization will be completed with the addition of the new Pacific Division at Vancouver.

The new division will control the sales and distribution of Brandram's B.B. White Lead, Anchor Pure White Lead, and all B-H Specialties in the Province of British Columbia, and will also exercise the same function in the Orient and Australia, and in the Pacific generally, with regard to the products of the company's paint and varnish department.

"A branch in British Columbia," said Mr. Henderson, "has strong attractions for us, not only because it rounds out our scheme of national distribution, but also because it gives us closer contact with the great markets of the Antipodes." Mr. Henderson, after his last visit to Vancouver, expressed himself as being most optimistic regarding the future of that city.

"Of course," said he, "it is impossible to forecast the changes that will come about after the war, but it is not hard to see that, in any world development which takes place, British Columbia is well situated to secure her share. She has natural resources untold, and besides, she is Canada's gateway to the Southern Pacific, where there should be great possibilities for a paint and varnish business."

"Personally," Mr. Henderson continued, "I see no reason why we cannot repeat the same successes in the Southern Pacific and the Orient which we have obtained in Canada, Newfoundland and the West Indies. If our product suits the people of British Guiana, it should prove equally suitable in New South Wales. At any rate, the organization of our Pacific Division will enable us to make a definite bid for business in the Southern Pacific and the Orient."

GLASS PRICES ADVANCED

The American Window Glass Co. recently advised the trade that the following boxing charges on window glass, to apply to all orders accepted by them from and after September 15, for shipment to points in the United States and Canada, would be made:

Single strength and double strength: First 3-bracket sizes, 30c per box; above sizes up to and including 100 united inches, 50c per box; sizes over 100 united inches, $1.00 per box. For glass packed 100 feet to the case the charges will be double the amount charged for the same size packed 50 feet to the box.

Grinders, chipped and ground glass: 100-foot cases, $1.00 per case; cut sizes ground and chipped same charge as for window glass; 16-oz. first and second qualities: first 3-bracket sizes (50-ft. cases), 50c per case; above sizes (50-ft. cases), $1.00 per case. 16-oz. third quality: first 3-bracket sizes (100-ft. cases), 60c per case; above sizes (100-ft. cases), $1.00 per case. 26-oz. and 29-oz. glass: Cut sizes same charge as for window glass; stock sheets (300-ft. cases), $3.00 per case. 34-oz. and 39 oz. glass: Cut sizes and strips (300-ft. cases), $3.00 per case; stock sheets (300-ft. cases), $3.00 per case.

GEO. HENDERSON,

President and General Manager, Brandram-Henderson, Ltd., who has announced opening of branch in Vancouver.

TIRES ADVANCE IN PRICE

United States manufacturers of auto tires have advanced prices for the fourth time this year. These advances, it is claimed, have been made necessary by the increases in price of almost every substance that enters into the manufacture of rubber tires.

The B. F. Goodrich Company has advanced casings or "shoes" 10 per cent. and the United States Tire and Goodyear companies have followed. The Firestone Company has put up the prices of solid tires, but no action on pneumatics has yet been taken. At the beginning of the year the tire companies made advances which averaged about 5 per cent.; one of 15 per cent. followed in March, another of 10 per cent. in April, and now a fourth of 10 per cent.

BIG HARDWARE STOCKS IN STORAGE

The Canadian Northern Railway company has, it is claimed, in storage at the head of the lakes upwards of $375,000 worth of binder twine, and there will likely be an addition of another $100,000 before the close of navigation. The twine in storage here is the property of western dealers and will be shipped as ordered during the balance of the year.

In addition to twine, it is said, the company also has in storage 30,000 kegs of nails, between thirty and forty cars of wire fencing and plain line wire. The storage of barbed wire is not so heavy this year as last, as the majority is going through to western Canada instead of being held at Port Arthur. It is estimated that between ten and twenty cars of barbed wire are being handled at this point weekly.

LIGHTNING RODS

Fires resulting from lightning are of frequent occurrence, especially in the rural districts, and many homes and barns are destroyed. Many farmers are realizing the protection which lightning rods afford, and are installing them. A properly installed lightning rod system rarely fails to protect the property, and so fully has this come to be recognized that nearly all insurance companies give a preferential rate to risks thus secured.

In a survey of 400 farms carried out by the Commission of Conservation in 1916, it was found that 43 per cent., or 172, of the farmers had their barns protected by lightning rods, while but 4.7 per cent. or 19, had their homes thus protected.

OIL DRILLING IN ONTARIO

Drilling operations for oil are about to start in Rockwood vicinity near Guelph, Ont., and with the discovery that there is salt water underneath the ground in places, the mineralogists are more than ever satisfied that oil will be struck. More land options are being secured daily and the total now reaches over 20,000 acres. There are three companies almost ready to start operations, the largest of which is the Imperial Oil Co. They have the majority of the land leased, the balance being divided between the Trenton Gas and Oil Co., and the Rankin Co., of Toronto. The Trenton drill will likely be the first to operate and is expected to arrive any day.

EVENTS IN THE TRADE

BUSINESS CHANGES

Benito, Man.—C. W. Staples, hardware, has sold stock.

Montreal, Que.—A. Lamarre, hardware, has dissolved.

Lanfine, Alta.—Stackhouse & Bailry, hardware, have dissolved.

Wilkie, Sask.—G. E. Van Blaricom & Co., hardware, has dissolved.

Delburne, Alta.—Delburne Hardware Co. has changed ownership.

Winnipeg, Man.—Freedman & Kluner, general store, have dissolved.

Midland, Ont.—H. A. McLean, hardware, has discontinued business.

H. PEARCY PORTER

Vice-President and Assistant Manager, Sanderson Pearcy & Co., Limited, Toronto, nephew of the late Sanderson Pearcy.

Wymark, Sask.—J. P. Kehler, grocer and hardware, has discontinued.

Tyvan, Sask.—Macartney & Davies, hardware, has dissolved, J. N. H. Macartney continuing.

Buchanan, Sask. — Plaxin & Verigin, hardware and lumber, has been succeeded by Plaxin Bros.

Toronto, Ont.—Ludlan & Co., hardware and electrical goods, have dissolved partnership, E. D. Banting continuing.

OBITUARY

Humberstone, Ont.—Geo. Kiehl, tinware, etc., is dead.

Lakefield, Ont.—R. Graham of R. Graham & Sons, general merchants, is dead.

FIRE LOSS

Detroit, Mich.—Standard Screw Company's plant was destroyed by fire with loss of $300,000, covered by insurance.

New Glasgow, N.S.—Fire loss estimated at $125,000 was suffered by Eastern Steel Company at Trenton recently. The fire broke out in the machine shop. Loss was practically covered by insurance.

PERSONAL

R. De Young, representing Copper Paint Works Co., of New Jersey, U.S.A., recently visited Lunenburg, N.S.

George Dwyer, manager of McMurtry Hardware Co., St. Thomas, Ont., has resigned and is removing to Toronto.

A. M. Robertson, formerly on the staff of the Dominion Glass Co., has been appointed mechanical engineer of the Acadia Coal Co., New Glasgow, N.S.

F. S. Ferguson, manager, and Thomas Charlton, superintendent of Canadian Iron Foundries, Ltd., St. Thomas, Ont., have retired from that company to open the new plant of the Standard Foundry and Supply Co., Ltd., being organized by them at Walkerville, Ont.

E. Jordan, Toronto, has been appointed general manager and chief engineer of L'Air Liquide Society, in succession to E. Royer, who resigned to go in business on his own account in Montreal. Mr. Jordan recently came to Canada from France, but had previously visited Canada.

TRADE NOTES

Cornwall, Ont.—Local branch of Retail Merchants' Association of Canada was reorganized here recently.

Vergeville, Alta.—Extensive alterations are being made to hardware store of Brown and Painter here.

MONTREAL PERSONALS

G. W. Bradley, of the H. B. Ives Co., New Haven, Conn., was in Montreal this week.

Raymond A. Catlin of the Corbin Cabinet Lock Co., was a business visitor to Montreal this week.

A. A. Seeley representing L. B. Wasserstrom, razor strop manufacturer, New York, was in Montreal this week.

W. F. Duffield, of the Reading Hardware Co., Reading Pennsylvania visited Montreal this week on business with the hardware trade.

L. Hahn, of the Hahn Brass Co., Ltd., New Hamburg, Ont., was in Montreal this week, and went on to view the process of erecting the final span in the Quebec Bridge.

INDUSTRIAL NOTES

Nanaimo, B.C.—Additions and improvements are shortly to be made to the plant at the Ladysmith Smelter.

Port Arthur, Ont.—Alderman Blaquier will introduce to the next meeting of the City Council a resolution to urge the Dominion Government to operate the blast furnace at the Atikokan Iron Works. The plant has been lying idle for a long time.

JAMES D. CRAIG,

Managing Director and Secretary-Treasurer, Sanderson Pearcy & Co., Ltd, Toronto. An announcement regarding this company appeared in last week's issue of HARDWARE AND METAL.

The company now operating the smelter have decided that there is no reason for them to ship their matte copper to Tacoma, Washington, for refining and are consequently about to instal converters on their own property. These improvements will cost about $2,000,000.

Tilsonburg, Ont.—Work has started on the new plant for the Maple Leaf Harvest Tool Co. The main building will include an office, 40 x 50 ft., at the south; paint shop, 40 x 90 ft.; finishing shop, 50 x 140 ft.; tin storage room, 50 x 60. Back of the main building will be a finished goods warehouse 100 x 130 ft. The

buildings will be one storey in height of red pressed brick and steel window sashes, and will be a model factory building. In the spring a polishing shop, 50 x 80 ft. a storage room, 50 x 50 ft., and a forge shop will be erected, 50 x 270 ft.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1287. **Enamelled ware.**—A firm in St. Vincent, B.W.I., desires to be put in touch with Canadian manufacturers of enamelled ware.

1289. **Shoe polishes.**—A manufacturers' agent at Barbadoes makes inquiry for Canadian shoe polishes, with the view to securing an agency.

1293. **Representation in New Zealand.**—Manufacturers' agents and importers desire to represent responsible manufacturers of practical specialties and general lines suitable for New Zealand. Also interested in advertising novelties, etc. Samples desired. Established ten years. Good staff salesmen selling to wholesale and jobbing trade throughout New Zealand. References: Dun's Special Report.

1295. **Trade with Brazil.**—A commission merchant long established in Brazil, with excellent references and facilities for carrying on correspondence in Portuguese, Spanish, French and English, desires to make connections with Canadian manufacturers in every line.

1296. **Building materials.**—A firm of merchants in Rotterdam, Holland, who import all kinds of building materials, would like to arrange for Canadian supplies after the war.

1300. **Railway material and railway supplies.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1301. **Wires.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1302. **Iron sheets, iron and steel.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of a Canadian manufacturer who is determined to work this market. They already have connections with English railways and government buying departments.

1305. **Wire, plain, galvanized and barbed.**—An English firm of manufacturers' representatives would be pleased to undertake the representation of any Canadian manufacturer, but are principally interested in the above-mentioned products.

CORRECTION

In the advertisement on page 50 of last week's issue of HARDWARE AND METAL, a typographical error appeared in the address of the company, which should have read as follows:— Kasement Skrene Dore Company, 98 Kingswood Road, Toronto.

NEW DEPARTMENT OF BRANDRAM-HENDERSON

Recognizing the great future of the shipbuilding industry in Canada, Brandram-Henderson, Ltd., have organized a new department in their business, known as the "Marine Specialty Branch."

One of the earliest efforts of Brandram-Henderson, Ltd., was in the manufacture of paints especially suited for Marine work. Marine paints, were among their first products, and the sales of their products in all parts of the Dominion will now be directed by the new department.

James G. Lorriman, has been appointed manager of the Marine Specialty Branch, with headquarters at Montreal. Mr. Lorriman was, for four years, sales and advertising manager of the Metal Shingle & Siding Co., Preston, Ont., and was connected with the MacLean Publishing Co. in their Montreal and Toronto offices, for nine years. He has been manager of HARDWARE AND METAL for the past six years.

JAS G. LORRIMAN,

Appointed Manager Marine Specialty Branch, Brandram-Henderson, Ltd.

THE SHOOTING SEASON

An Appeal to Hunters to be Careful With Fire in the Woods

September ushers in the shooting season with the accompanying dangers from the presence of hunters in the woods. The sportsman is usually a smoker, careless with matches and sparks from his pipe.

This year, owing to the long dry spell, the wooded areas are especially inflammable. The least spark may be the cause of a conflagration, the result of which cannot be estimated.

An appeal is made to sportsmen to be careful with fire, to refrain from smoking while in the woods or, if this is impossible, to make sure that all matches are thoroughly extinguished and that live sparks do not fall on the dry leaves or grass.

If camp-fires are necessary, guard them, and, when no longer required, extinguish them. Tramping out a fire is not positive; fires frequently follow dry roots into accumulations of dry material, only to break out again when fanned by a high wind.

The destruction of the forest means also the destruction of the game and wild life therein, and it is therefore in the interests of the sportsmen, if for selfish reasons only, to be careful with fire.

LIQUID FIRE IN THE WAR

Liquid fire is a weapon of value principally because of its demoralizing effect upon those attacked. There have been some casualties resulting from liquid fire, but it is the psychological effect that is sought. According to a writer in the bulletin of American Chemical Society, the apparatus usually consists of a metal tank holding about 4 gals. of liquid to be burned, a section of pipe from the tank to a rubber hose at the other end, in which there is a smaller metal pipe about a yard long fitted with a nozzle and a friction igniter, as well as an oil burning wick. There is a valve near the tank and another near the nozzle. Benzol, from coal tar, and crude oil are used in equal proportions, and are carried in the tank under a pressure of approximately 300 lb. per sq. in., this pressure being maintained by compressed nitrogen, an inert gas having no effect upon the contents of the tank. The tank and accessories are carried by a companion when liquid is being burned. Or it may be fixed in position and operated by the same man who carries the tank.

In use a cap is drawn from the end of the nozzle, and a wick burning kerosene or similar oil is thereby lighted, since the cap is a friction igniter. The oil is then turned on, and is ignited as it leaves the nozzle under great pressure. The result is a flame of burning oil about 30 yards long. For two-thirds of this distance the flame is straight, but it then turns up, as does any other flame. It may be directed against the ground, but care must be taken not to deflect it too sharply, as it may strike the ground and turn back on those operating the device. It is, therefore, not well suited to turning down into a trench.

It is said by an expert that liquid fire is not so effective now that it is understood by the troops and means for its defence have been worked out. It can be easily understood, however, that a number of such devices, with the roar of the escaping oil, when used together, gave a means of demoralizing the defenders of a trench, especially at night, and in the beginning was a valuable accessory, especially for raiding parties.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ADAMSON TIRE VULCANIZER.

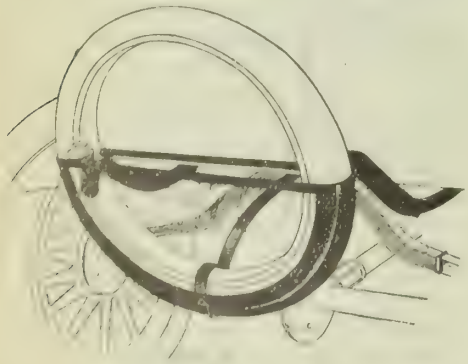
Adamson Manufacturing Company, Hamilton, Ont., has placed on the market a new 5-minute vulcanizer, which is designed to meet the demand for a light and handy outfit for the quick repair of punctures. The vulcanizer uses common gasoline and sells complete with a box of a dozen "Adamson" 5-minute repair gum patches for $1.50. The vulcanizer is claimed to be entirely automatic, and is operated by placing a patch over the

Adamson Vulcanizer Model "E."

puncture and applying the vulcanizer by placing it centrally over the patch. The screws are tightened with the fingers, the gasoline is lighted, and in five minutes a perfect vulcanized patch is claimed for the new device. Model "T" vulcanizer is for inner tubes only and sells at $2.50; Model "U" is for tubes and casings, and is claimed to repair tires without deflating or removing from the wheel. This type sells for $3.50. Model "E" is an exceptionally light and handy outfit for the quick repair of tube punctures and sells at $1.50 each.

TIRE CARRIER FOR 'FORDS"

The new "Niagara" tire carrier for Ford cars is being marketed by Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont. The carrier is of the basket type, and is claimed to have many desirable

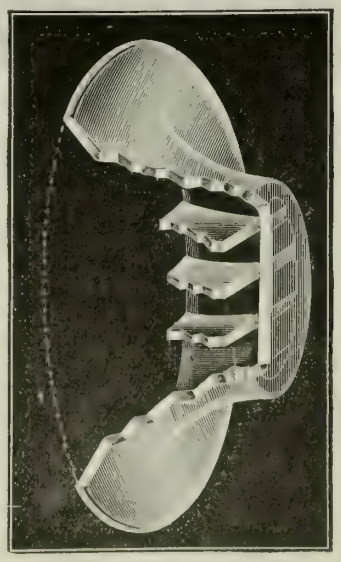


Ford Tire Carrier.

features. The attaching arms and middle support of the carrier are claimed to ensure absolute rigidity under the most severe strain. They are strong enough and stiff enough to hold the tire in the basket very firmly, thus doing away with any supporting wires depending from the top rest. A padlock is also furnished. The tire basket is of pressed steel sufficiently heavy to keep the shape; and will accommodate a tire on demountable rim. Lamp and license plate holder forms part of the outfit, the whole being finished in two coat baked black enamel. The carrier is claimed to be easy to attach and avoids drilling holes or disfiguring the car in any way.

NEW AUTO LENS

The Way-A-Head Auto Lens is being placed on the market by the Way-A-Head Light Company, 429 Union Arcade Building, Pittsburg, Pa. It is designed to spread the light ahead in a broad path in the middle of the road, and to diffuse



New Auto Lens.

sufficient light through the frosted glass to illuminate the road directly in front of the car. It is claimed that it does not need a dimmer, as the direct light is guided so that it cannot rise above the 42-inch line. The lens has a projecting nozzle of graceful lines. The inner construction is composed of three horizontal partitions with the slight downward angle, making a path to guide the direct light 300 to 500 feet ahead of the car. It is claimed for this device that a sheet of typewritten matter held in the light below the 42 inch line can be read at a distance of 350 feet. The entire lens is made of one piece of glass with the entire inner surface of the lens, partitions and all, frosted with the exceptions of the path for the direct light, which is clear and polished like three plate glass windows set between the partitions. The frosted surface gives a soft, diffused light, which is easy to look at.

LUCAS "VELVO-TONE" FINISH

A product known as "Velvo-Tone" is being marketed by John Lucas & Co., Inc., 322 Race Street, Philadelphia, Pa., which is claimed to produce a rich, soft, hand-rubbed effect with one operation. The new product is claimed to be soft,

Lucas "Velvo-Tone" Finish

pleasing, and of a permanent richness which meets with the demands of modern fashion, insures artistic refinement and true home beauty. The "Velvo-tone" finish is declared to be the result of many years spent in perfecting at the Lucas plant, and it is claimed to be just what will be used to a large extent for producing a soft, velvet-like effect in modern homes and other places where the artistic treatment of wood is required.

IMPROVEMENTS TO NO. 1 C. & L. FIRE POT

The Clayton & Lambert Mfg. Co., Detroit, Mich., have recently added two im

(Continued on page 71.)

THE CLERKS' DEPARTMENT

THE MAN WHO BUYS STEEL FOR THE U.S. GOVERNMENT

A Sketch of a Young Man Who Has Broken Some Industrial Records.

THERE is a man 41 years of age at Washington to-day who is buying all the steel for the United States. It would almost seem, from his comparatively tender years, that this young man, whose name is J. Leonard Replogle, was at the commencement of a brilliant career. In reality, Replogle has had a brilliant career. He has crammed enough into the few years that he has been in business to do half a dozen less strenuous men a life time. He has formed mergers, manipulated big sales, planned far flung consolidations and effected brilliant industrial coups. And now Uncle Sam has called him to handle one of the biggest jobs the war has opened up. The Annalist tells the story of Replogle as follows:

He does not like his first name—which is Jacob—and signs himself J. Leonard Replogle, but his friends shorten that to "Rep." It was not until recently, say within the last two years, that many people ever thought of him as Mr. Replogle. When a man has grown up in an industry with which he started as a young boy, his associates acquire the habit of addressing him as his employers did when they wanted him to carry a letter across the street or find out the baseball scores.

From now on he is more likely to be known by his last name, with the "Mr." leading off, for he has been taken away from his old haunts to be installed in Washington in an important capacity. He is the man who, perhaps without a title, will do most of the buying of steel for the War Industries Board. Fortunately for his peace of mind, he will not have to fix the price which this Government and the Allies will pay the manufacturers, for that is to be settled by the President on the basis of recommendations made by the Federal Trade Commission.

Replogle is still another man of the type that has never before figured in the administration of Government affairs, and his free-and-easy, come-to-the-point-and-decide manner will undoubtedly shock the subordinates who have grown up in the shadow of civil service and never moved out of the narrow lanes fenced with red tape. Like Hoover, Barnes, Baruch, Ryan, Davison, and the other big men who are able now to work for the Government because they accumulated fortunes before the war, Replogle sees no occasion to write half a dozen letters and consume three weeks in negotiation before making a decision. A few words over the telephone, a little figuring, and the transaction under consideration is either put through or dropped. These men entered Government service too late in life to learn its cardinal principle, which is never to assume responsibility that can in any way be passed to some one else. Washington calls it "passing the buck."

A Wall Street Product.

Replogle is one of the most interesting men Wall Street has ever met. He is not a Wall Street product, though he took to his new environment about as a duck slides into the pond. He found conditions in the country's money centre not essentially different from those of Pittsburg, with the same kind of men trying to outguess one another. He plays that game well himself.

He first began to get into the newspapers when he engineered a coup that gave him control, for a few hours, of the vast Cambria Steel Company plant. Replogle knew the Cambria works; he began work there as an office boy when he was 13 years old. He was a typical office boy in one respect—he never went to work on a warm afternoon without thinking how much pleasanter it would be to see the Pirates play ball—but he had the knack of getting on. He rose to shipping clerk, time-keeper, Superintendent of the axle department, Superintendent of the order department, assistant to the General Manager, assistant to the President, and, finally, Vice-President and General Sales Manager. He left the last position March 1, 1915, to become Vice-President and General Manager of the American Vanadium Company. Seven months later he held control of the Cambria. He bought it with borrowed money in the face of competition from a powerful group which did not need to borrow. But Replogle is a good trader. He made up in nerve what he lacked in his drawing account.

The Cambria Coup.

The story of the Cambria coup is too long to be detailed here, but as it made Replogle one of the best-known steel men in the United States, it is worth outlining. The Pennsylvania Railroad had owned 450,820 of the 900,000 shares outstanding, of which W. D. Donner, head of the Cambria Company, has acquired options on 112,000. He held his option on the condition that he should also find a buyer for the railroad's holdings of Pennsylvania Steel Company stock. While Donner was trying to arrange for a syndicate to take over both companies, Replogle got together banking support in Wall Street and offered the Pennsylvania $15,000,000 for 210,000 shares of Cambria. Confronted with an actual cash offer on one hand, and a promise on the other, the railroad Directors took the cash. Donner had the backing of Henry F. Frick, while Replogle had associated with himself E. T. Stotesbury of Drexel & Co., A. W. Mellon, and R. B. Mellon of the Mellon National Bank, and several New Yorkers. Both sides were picking up all of the minority stock to be had in the open market while the contest for the railroad holdings was on.

Having acquired enough stock to make him dominant in Cambria, Replogle at once started after two other companies for the purpose of effecting a merger. He interested new capital, got more options, and seemed in a fair way to get rid of his Cambria stock at a handsome advance, when one of the steel men threatened to block the merger unless his stock was taken in at a higher figure than that planned. The syndicate which had taken an option on Replogle's stock allowed it to expire while the discussions were on, evidently believing that a better price could be made with Replogle.

The young Pittsburger was not to be caught napping by the failure of the merger plans, however. In the last few hours preceding the expiration of the banking option he interested Frank A. Vanderlip and William E. Corey in a proposition that they take Cambria for the Midvale. When the option ran out, the sale was closed, Replogle getting $81 a share for the Cambria stock. After the division of profits, he found $1,600,000 left for his work of a few weeks. He hurried away to Palm Beach in order to play golf while the details were being settled.

Other Coups Followed.

That transaction, brilliant as it was in conception, might have been considered a fluke if Replogle had stopped there. With his new-won capital he formed a syndicate to buy control of the American Vanadium Company, of which he was then elected President. Soon afterward he joined the du Pont interests in financing the Sun Shipbuilding Corporation. After that he bought the Wharton Iron & Steel Company in New Jersey for the sake of the company's big ore deposits.

Replogle is only 41 years old now and he has not stopped growing. He has a winning personality, makes friends quickly, and has apparently been not in the least spoiled by his fortune. He is one of the best salesmen in the United States, with a coast-to-coast acquaintance with steel and railroad men. The respect in which he is held by older men in the trade was evidenced by the congratulations that poured in upon him when he offered his services to the Government to facilitate steel deliveries during the war. Knowing both the producing and selling side of the game, he ought to prove almost invaluable in his new position, where tact is as necessary as a knowledge of the steel business.

MORE SHELL CONTRACTS

The Imperial Munitions Board has promised contracts for 6-inch shells to the owners of plants which hitherto made 8-inch and 9.2-inch shells, but which have been idle since the last contracts for these sizes expired, and were not renewed owing to Britain's ability to turn out enough in its own plants. Should the owners of the works thus left idle care to convert the plants, the Board promises plenty of work.

What Chance Has a Store Clerk?

Clerk's Position Offers Chance to Know Human Beings and to Study Essentials of Successful Business—Many Good Opportunities.

HUNDREDS of the future rich, powerful and useful men of this country are working as clerks in stores, and thousands of young women that in future will be independent, well equipped, able to take care of themselves, are working in the stores alongside the young men. As yet the boys and girls of the country have not fully realized the fact that the modern store is the business college of the nation, for what a man or woman needs to advance in the world and succeed in business is supplied by conscientious work in the well-managed store.

In order that success might be attained, it is necessary to know fellow-men, and no place offers better opportunity for a study of human nature than the modern store. It is here that the weaknesses of each individual person are displayed and their curious dispositions revealed. The young man or woman standing behind the counter, alert, attentive, observing, can learn more of human nature in one week than the lawyer could learn in a year. The young clerk has twenty "clients" in a day whereas the young lawyer has only one in a month, comparatively speaking. The customer, eagerly shopping, is off guard and shows the real and undisguised nature of his being. Humanity is seen as it is.

As previously stated to succeed in business you must learn how to deal with human beings. It is not only that which is within you that gives success, but that which is in others—and you must learn to understand it, and so far as you need it, you must learn to get it. Business success is the art of persuasion, the art of making friends, the art of producing a good impression, and nowhere can these arts be better learned than in the modern store. Parents are more and more coming to realize that success for their sons and daughters depends upon their being equipped for the world's battle with a knowledge of the world and the people in it. While working in the store, that knowledge is obtained under the care of those interested in the welfare of the clerk. The clerk comes in contact with men and women of the outside world under right conditions. They want something and he is there to accommodate them.

Suppose the following proposition was put up to any father or mother who was anxious for their son to learn business, —which is really to learn commercial methods and human nature—by the owner of a store.

"I will take your son under my direction and observation. I will bring him in contact every day with dozens of different types of citizens—the very rich, the middle class, the classes with whom he must deal later in life, on his own account. I will make him acquainted with values, with merchandise, with methods of salesmanship, with the importance of regularity, attention, politeness. All this I will do day after day, giving him the opportunity to become a finished merchant. And while I am teaching him I will pay him, and I will look after him carefully as long as he is in my charge, give him the opportunity that I lacked when I was young

GEORGE EUSTACE PEARSON

The Saturday Evening Post published in a recent issue a 25,000-word story by Mr. Pearson Mr. Pearson was "gassed" at St. Julien, and his writings since on war experience have appeared in MacLean's Magazine and other publications. Before enlisting in the "Princess Pats" in August, 1914, Mr. Pearson was an Associate Editor of HARDWARE AND METAL. *Since returning from France he has again become associated with the MacLean Publishing Co.*

—opportunity to see quickly and learn quickly all that business life is."

That seems like a very acceptable proposition to the father who is anxious to see his son get a right start in life, and yet it is the offer which is being held out constantly by the owners of good, well managed stores. Every such store is a business college, and the training secured therein is far ahead of any theoretical training secured in school.

The store spells the word opportunity, it represents the whole world within a small compass, with its eagerness, its envies, its bargaining, its lavishness, its economy. Within a few hundred yards the intelligent store employe, has within reach all that makes up business success. A well-managed store represents the whole world of business and is the best place for a business education, for one good store is a business world. With full realization of the possibilities of their position, retail clerks should be attentive and ambitious, and be ready for success when it comes.

There are of course stores here and there which are poorly managed. The proprietors are of the type that never will become good or big merchants. They are small merchants and will always be small. By remaining with such merchants a clerk is wasting his time. He should form a new connection. There are so many good business houses nowadays that a good live clerk can always find a position with a good live firm.

WHY MERCHANTS FAIL.

From *Canadian Credit Men's Journal.*

The causes of merchants not making profits, as given by Mr. E. M. Sheppard in a recent address to the Pittsburg Association of Credit Men, are eight in number, and are as follows:

First—Few turn their capital often enough.

Second—Many turn a small part, while the rest remain dormant.

Third—Almost all carry too many brands of the same item.

Fourth—Most buy from too many houses in too small quantity.

Fifth—Few have any methods of promoting business except through price cutting.

Sixth—Not many are able to make an analysis of their market.

Seventh—All would welcome small investments and costs and quicker turnovers.

Eighth—And many need better advertising methods, counsel on operations, attractively arranged trimmings, etc.

These eight causes of not making profit —in other words, causes of failure—are all ascertainable. By proper investigation through traveling credit men or traveling salesmen, through co-operation with other credit men, making use of the credit interchange, and in fact through real, efficient, able-bodied investigation, all these causes may be ascertained.

VALUE OF BUSINESS NEWSPAPERS

Edwin N. Hurley, the financier and successful manufacturer, who retired from the chairmanship of the United States Federal Trade Commission to give attention to his own big manufacturing interests in the U. S. and Canada, but has just been persuaded to return to the public service, as chairman of the Shipping Board, says in his book, "The Awakening of Business":—

"Business men do not realize the value which trade newspapers and technical magazines may be to them in increasing the efficiency of their factory and giving them a broad, comprehensive view of their business.

"Our trade journals and technical papers should be encouraged and supported by our business men.

"Copies should be placed where employees can see them, and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines, and are helpful, not only to business, but to the country as a whole."

WHAT OTHER PAPERS SAY

PRICE REGULATION.

From *Review of Reviews.*

Professor Seligman, of Columbia, discussing the theories of price-fixing, would divide all things sold and purchased into three groups, one very small, one including commodities of fundamental importance like coal, wheat and ships, to be completely under Government control; another consisting chiefly of certain important raw materials like copper and oil, to be subject to price regulation, and all the remainder to be left free as to price to answer the law of supply and demand, with taxation of excess war profits derived from them to take the place of price regulation.

Professor Seligman is perhaps a little more than fair to the attitude of those who advocates price fixing, in his construction of a second group, the prices of which are to be fixed by the Government on the particular ground that high war prices would not increase production. Many will challenge his selection of oil and copper to form the backbone of this group.

As a matter of fact, the high prices of the war period have operated to increase enormously the supply of copper; in 1913 America's production was 612,000 tons; the production for 1916 was 964,000 tons. It is undoubtedly true that to-day a very important tonnage now coming from the lower-grade "porphyry" copper mines would be impossible with the metal selling at less than 15 cents per pound. So also with oil. A great number of individual wells —and also practically entire fields—which had to be passed over as unprofitable with oil selling at normal prices, are now being operated. The Kentucky oil fields in particular are illustrative.

IMMIGRATION AFTER THE WAR.

From *Financial Post.*

We are experiencing economic conditions which are absolutely without precedent. The future is clouded in uncertainty. There are many theories as to what Canada's experience will be in the period to come after the war; many of them are little better than guesswork. However, there can be little doubt but that in the future, as in the past, immigration will play a very important part in our national prosperity. The question arises as to whether there will be a large influx from Europe. Much, we believe, will depend upon the manner in which the Canadian Government handles the situation. It is not a day too soon to be giving the matter attention.

The indications are that if we are to have settlers from the old land in the future we will have to show an attractive, straightforward proposition. Europe is not going to watch her people depart for the New World without making an effort to detain them. In England there are various schemes being considered to keep the men at home when they take off the khaki. Other European countries, no doubt, also have the matter in mind. Lord Northcliffe states that it is not Britain's intention to let many wander from their native land.

We will need an aggressive immigration policy in Canada and an efficient administration of our public domain and agricultural affairs if we are to properly provide for our returning soldiers and induce an influx of immigrants in the period to follow the close of the war. A greater production of food is needed and will be needed for some years, and that should indicate a place for Canada in the world activity and a field for that energy which may be turned from the making of war supplies. No country can beat the sword into a plough-share to better advantage.

THE AUTOMOBILE AND HOME TRADING.

From *The National Bulletin,* U.S.

Retail merchants, particularly in the smaller towns, have viewed with interest and at times some uneasiness the rapidly growing popularity of the automobile. Top buggies and fine driving horses which once thronged the highways and lined the village hitch-racks on Saturdays are steadily growing less and less in evidence, while the motor car, in a space of a half dozen years, has almost surpassed comprehension in point of numbers.

The early inference was that the speed and ease at which people could go about the country would make the auto owner more susceptible to the attractions of the larger stores in the big towns.

This may have been true to some extent, but from replies to inquiries made in the recent trade survey, dealers tell us that an automobile can bring a customer to town just as easily as it can take another one away, and that people come to town oftener than they used to, presumably because it is so much easier to do so.

There are also plenty of dealers who believe, and with good reason, that automobiles are actually helping home trade in another way. They are creating a liking for having things done promptly. People who want goods often want them in a hurry, they are growing unwilling to wait for shipments. If in need of an article, they drive to town for it; if they cannot get it there they will drive on to some adjoining town, and in the space of from a few minutes to a couple of hours, as the case may be, they have what they want. In either event, the business did not go to some mail order house.

We do not question but that a great deal of business is still going to mail order houses; we hear that their trade is increasing; we know for a certainty that the retail merchants' business is, and more so in the last three or four years than was the case ten years ago. This is no doubt due in part to the fact that the retailer has become a business man, but this alone would not account for it. It is very evident that the automobile has been a considerable factor in this improvement.

There is no question but that the automobile is extending the trade horizon of the smaller towns, and provides a means for intensive development which has not existed before in years, and the principal task of the dealer who will take advantage of it is to carry an assortment that meets the requirements of the trade, advertise his goods and his business, and through good service make his store a popular trading point.

ELECTRIC STEEL MAKING.

From *The Ironmonger,* England.

By prohibiting the further installation of electric furnaces except under permit, the Ministry of Munitions is threatening to bring to a standstill, or nearly so, the development of electric steel making, which has lately made such astonishing progress in this country, and thereby to injure seriously the future welfare of the British steel industry. The leading authorities are agreed that electric steel is destined to play a part of enormous importance, and a country which fails to prepare for the new conditions must therefore be grievously handicapped in competition with more far-seeing rivals. In Great Britain very little had been done to develop the manufacture of electric steel prior to the war, but Germany was easily first among the great industrial nations in the production of this material. Since 1914 the United States had gone ahead at such a pace that she had already surpassed the German output, and many furnaces are still being built in America. Britain took up the industry eighteen months ago with a most promising vigor, and until our Government applied the brake there seemed every probability that we would in due course catch up our rivals. Now, however, the embargo is not only stopping the placing of further orders, but permission has been withheld to proceed with the erection of a number of furnaces which were ordered before the prohibition came into force. The reasons given for the refusals are scarcity of labor, materials, electrodes, and electric current, and the non-essentiality of the plant to war requirements.

The prohibition is not absolute, but dissatisfaction is felt with the manner in which the applications for permits are dealt with, and it is alleged that there is inconsistency in the decisions taken in reply to applications for permits. It must in fairness be admitted that the task of those who are responsible for the carrying out of the order is one of great delicacy, owing to the difficulty of making sure whether the erection of an electric furnace will be an advantage to the country, or otherwise, in the present circumstances. But the position now taken up by the authorities contains possibilities of injustice to firms whose applications are rejected, for such firms may be seriously handicapped in competition with more fortunate rivals, who will be enabled to get a long way ahead of them in supplying the future demand for electric steel.

The claims of the nation at war must necessarily involve many individual hardships, which must be borne willingly; but in this matter it is not only the interests of the individual but those of the country as a whole that are at stake. In carrying out schemes for controlling manufacture it is possible to commit errors that may cripple industry in the future, and seriously injure the restoration of national finances. In the coming reconstruction a prosperous steel trade is of prime importance, and if electric steel is essential to this prosperity, every encouragement should be given to the installation of the necessary plant now. If the work is deferred until peace arrives it may be too late, as other countries will be in a position to snatch the trade in electric steel which is awaiting us before our own manufacturers are able to deal with it.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE majority of the price changes this week come from Western Canada, and follow advances which took place previously in the Eastern markets. Trade continues good and fall lines are moving freely. Retailers are exercising caution in buying, and are buying in smaller quantities and more often than formerly. There is a feeling that prices on many lines will not go higher, and that in some cases declines may be expected. Some lines of building papers have declined in price. Lead products are easier, following recent declines in pig lead. There is a good demand for stoves and ranges and some manufacturers are unable to fill orders. So far as price changes on hardware lines are concerned this has been a quiet week, compared with any previous week in the past year. Unusual market developments are certain, however, for some years to come. Reports from the United States indicate that the Government's long awaited price plan for iron and steel will soon be announced. It is being awaited by all branches of the trade. The situation is badly confused and the official announcement, it is hoped, will clear the air. Retail hardware merchants report a good demand for motor accessories of all kinds. Wholesalers are steadily increasing their stocks of this line.

MONTREAL MARKETS

MONTREAL, September 19.—Amongst changes in prices for the present week are those for saws, lumbering tools, scales, and some less important lines. An interesting and unusual matter is a decline in building papers. Dry building papers are affected not tarred, and a few lines only. Plumbers oakum has advanced. The two kinds of poultry wire netting, Canadian and United States both have altered as to discount. Wholesalers mention with some concern the new developments against exportation of steel from the States, saying that while the manufacturers over there seemed to be getting into better shape as to output of goods often needed in Canada, they are now evidently going to be up against it to deliver across the border. Uncertainty is found in several directions affecting the hardware trade, but business is going ahead, especially in the seasonable lines.

Stove-Pipe Elbows And Oakum Up

Montreal.

SHELF GOODS.—Beyond a few minor alterations the market has been quiet in shelf goods lines, and is still quiet. The changes noted are as follows:

Stove-Pipe Elbows Up

Stove pipe elbows have advanced to $3.30 cents per dozen. This probably presages further advances for the material from which these are manufactured is exceedingly scarce.

Plumbers' Oakum Up

Plumbers' oakum is now quoted at $9.35 per hundred pounds by one firm of wholesalers, and is in firm market.

Shoe Thread Firmer

An advance of between 10 per cent. and fifteen per cent. on shoe thread is coming into effect according to reports.

Advance in Steel Drills

Some advances in steel twist drills were recorded some time back in HARDWARE AND METAL. The market for these strengthened in July but so far new price lists from various firms making steel drills have been delayed, and quotations for many lines have to be made by application to the makers. It is anticipated that still more difficulty and perhaps further advances may be developed in the lines of manufactured steel goods owing to the conditions in the United States.

Dry Building Paper Down

A decline—due it is said to no special decline in raw materials is recorded in dry fibre paper. No. 1 roll can now be had in Montreal at $1.10 per roll, and No. 2 at 59 cents, while surprise fibre is at 66 cents.

Saws Have Made Ten P.C. Advance

Montreal.

SAWS.—Advances in Disston's saws have been predicted in HARDWARE AND METAL of late. Following new prices are now on record with wholesalers.

D. 8 handsaws, per doz.: 26 in. $38.50; 24 in. $33.00; 22 in. $33.00; 20 in. $30.00; 18 in. $28.00.

Number 12, per dozen: 26 in. $48.00; 24 in. $45.00; 22 in. $42.00; 20 in. $38.00.

Buck-saw blades, per dozen: 6 x 30 in. $7.60; 32 in. $8.25.

Buck-saws: 6 x 30, $12.00; 40 x 30, $13.00.

Butchers' saws: 7 x 18, $20.50; 7 x 20, $21.50; 7 x 22, $22.50; 24 in., $24.00; 26 in., $25.50.

The extent of the advance on Disston's saws generally is about ten per cent. according to wholesalers' estimates.

Scales Have Gone Up In Price

Montreal.

SCALES.—In the price list issued by the Burrows, Stewart & Milne Co., Ltd., advances are made in various lines of scales. The ten pound grocers' trip scale without side beam and tin scoop is quoted at $14.00. With side beam and brass scoop $17.00. Plain confectionery scales, 61lb., $16.00 and $20.00. Ten pound grocers' tea scale without side beam $18. With side beam, $20. Ten pound household scale $5. Twenty-five pound household scale $6. Fifty-five pound express package scale $24. The discounts are for Imperial standard scales 20 per cent. off, and for Champion scales 10 per cent. off.

Peavies And Cant Hooks Up

Montreal.

LUMBERING TOOLS.—A new list of prices on Thomas Pink's lumbering and other heavy tools has been issued. Amongst the many lines covered may be mentioned a few stocked by wholesale houses in Montreal for Eastern needs such as Pink's Special Eastern Peavey which is quoted as follows: No. 2, 2⅜ in. x 4 ft. maple handle per doz., $24.50; No. 2, 4½ ft. handle $25.00 doz.; No. 2, 5 ft. handle $25.50; No. 2, 5½ ft. handle, $26. dozen.

Duckbill cant hooks, malleable clasps, maple handles, No. 8, 2 5-16 in. x 3½ ft. handle doz., $19.; 4 ft. handle, $19.50; No. 8, 2½ in. x 4 ft. handle, dozen, $20.; 4½ ft. handle per dozen, $20.50.

These are quoted net list.

Lumbering Tool Handles Advanced

Montreal.

HANDLES.—Amongst the lines of lumbering tools (Thos. Pink's) advanced are handles. Some of these are quoted from the list by Montreal wholesalers as follows: Cant hook handles (Maple) No. 63 2⅜ in., 3 ft. 6 in., doz., $3.90; 4 ft., $4.25; 4 ft. 6 in., $4.60; 5 ft. $4.95; 5 ft. 6 in., $5.30. The 6 ft. x 3 in. size is listed at $9.25 per doz.

Peavey handles (maple) No. 64, 2 5-16ths, 3 ft. 6 in. doz., $3.90; 4 ft., $4.25; 4 ft. 6 in., $4.60; 5 ft., $4.95; 5 ft. 6 in., $5.30. The 6 ft by 3 inch peavey handle is listed at $9.25 per doz.

These are net list.

Advances In Poultry Wire Netting Noted

Montreal.

NAILS AND WIRE.—There has not been any change in the market for nails and wire of late, and quotations remain as last week at $5.50 base for standard steel wire nails, and $5.75 base for cut nails. Wire is still at $6.50 base. There are of course doubts as to the effect upon the steel wire nail market of the situation in the United States affecting steel, but no predictions can as yet be made. A change in the discount of Canadian and United States poultry wire netting is mentioned by wholesalers this week. The Canadian discount is now 25 per cent. instead of 30 per cent. and the discount on American wire netting is 15 per cent. instead of the former 25 per cent.

Difficulties That Beset Steel Grow

Montreal.

IRON AND STEEL.—Increasing concern is felt by all interested in the importation of steel from the United States. The system of licenses now in effect practically precludes the bringing over the border of anything but metal for muntions purposes. The fear is now that many people who have in the past depended upon their importations of American steel for commercial and civil purposes will find serious shortages of supply, and deliveries slow to the last limit of endurance even when permits for the securing of supplies can be obtained. Quotations in the iron and steel lines listed below remain unaltered this week.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs	5 95
Mining tool steel, per lb	0 18-0 19
Black Diamond tool steel, per lb	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb	0 18-0 19

Sheets And Plates May Be Scarcer

Montreal.

SHEETS, PLATES.—The situation in the United States as to steel for export is affecting all classes of metal coming within the range of the term steel, and there are further serious shortages of plates and sheet-steel in sight according to opinion heard variously expressed. No alterations in the prices of black sheets has been made this week, however, but the market for these is very firm, and supplies are increasingly difficult to secure. The situation as to galvanized sheets is also one of difficulty and shortage. Prices however, are still maintained at levels of the past week.

MONTREAL—	Montreal, 100 lbs.
10 gauge	$11 50
12 gauge	11 60
14 gauge	11 65
16 gauge	11 75
18-20 gauge	11 80
20-22 gauge	11 85
26 gauge	11 90
28 gauge	12 00

Gasoline And Coal Oil Firm

Montreal.

GASOLINE ETC.—The market for gasoline and coal oil continues steady with quotations for gasoline still at 37½ cents per Imperial gallon. Demand is still active for automobile business and industrial use. Coal oil is in active demand with the approach of fall, dark evenings and spells of cold weather. Coal oil heaters havebeen sold numerously of late, and thus demand is increased. Prices of coal oil keep at the levels which have prevailed for a long time, Royalite 17 cents and Palacine 20 cents per Imperial gallon. The market outlook is however, firmer.

Considerable Call For Rope Probable

Montreal.

CORDAGE.—This is the quietest time of year for the trade in rope and cordage. Nevertheless enquiries have begun to come along as to spring prospects already. There will be some business in the later fall to adjust stocks and secure needs for the winter and manufacturers of cordage are busy adding to their already fairly large stocks. More rope is being made at present than there is immediate demand for, but news from wide districts in the country indicates probable need for abundant supplies of cordage as there has been considerable agricultural activity calling for rope, and marine needs have been heavy, and will be heavier as new ships begin to take completed shape. Markets for raw materials are still excessively firm, but no advances in price of ropes have been made since summer.

Good Stove And Range Demand Now

Montreal.

STOVES, RANGES, ETC.—In spite of high prices and firm markets for stoves, ranges, heater, etc., there exists a surprisingly good demand for these lines in the opening weeks of the fall, and as it is just possible that the market has not even yet seen the top the securing of the manufactured goods at present prices is considered wisdom by the makers though there are always fears expressed that the high prices may soon reach the prohibitive limit. Some complaint has indeed been heard of amongst retailers that stove and range prices are hindering formerly more frequent sales but these are apparently not by any means general as the manufacturers find business exceptionally brisk at present. The same holds good as to enamelled ware and sheet metal goods galvanized or bright. No further advances are predicted for the immediate future.

Lead Products Are Steady, But Quiet

Montreal.

LEAD PRODUCTS.—There is no change in the main market for the lead products though a good deal of uncertainty and some weaker tendency seems to beset the ingot metal market for lead One firm which had reduced lead pipe to below the levels quoted last week in this report has brought the product back to the levels now quoted viz. 18 and 19 cents as under-noted. The other lead products maintain prices as quoted. Demand is only fair.

MONTREAL—

Lead pipe, lb.	$0 18
Lead waste pipe, lb.	0 19
Lead traps and bends	20% on list
Lead wool, lb.	0 18
Lead sheets, 3 lbs. sq. ft.	0 16¾
Lead sheets, 3½ lbs. sq. ft.	0 16¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 17

Market For The Old Metals Quiet

Montreal.

OLD MATERIALS.—There has been a very quiet tone generally to the market for old materials. Heavy copper has declined half a cent, but the other metals remain at the same prices as were quoted last week. In the rubber market there has been a slightly firmer tone, and old overshoes, lumbermen's rubbers etc., are worth a quarter of a cent more per pound this week.

MONTREAL—

Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 23½	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06¾	.....
Bicycle tires	0 03½	.....
Auto tires	0 06	.....

Ingot Metals Are In Dull Market

Montreal.

INGOT METALS.—There is still uncertainty and a declining trend in the ingot metal market, though recoveries are looked for in some quarters.

TIN.—Tin is quoted still at 64 and 64½ cents per lb. for small orders, but can be had at 62½ on larger scale business.

COPPER.—Copper keeps steady at 33 to 33½ cents a pound for small orders. Larger business could be done at 32 cents.

LEAD.—Lead is unsettled in tone, and is down to 12¾ cents to 13 cents for small business, and even as low as 11 cents to 12 cents for large orders.

SPELTER.—The market for spelter is quiet at 10½ to 11½ cents for smaller business, and as low as 10 to 11 cents for larger orders.

ANTIMONY.—Antimony is quoted at from 18 to 20 cents, the higher figure for the smaller quantities.

ALUMINUM. — The quotation for aluminum this week is 70 cents. The market for this is steady. Demand is not very active.

TORONTO MARKETS

TORONTO, Sept. 20.—For the first time since the commencement of the war, there are practically no price changes on staple hardware goods this week. There has been a stability of prices without changes, and from reports being received it is evident that prices will remain very firm for some time to come. The tendency of the market is toward advanced prices on manufactured articles. Shipments are being fairly well made, but are not sufficient to supply the demand yet. Business continues good and fall and winter goods are being shipped out freely with practically no cancellations for any part of orders booked in the spring for fall delivery, and in some cases additions have been made, showing that stocks which merchants have on hand are extremely low. Fall trade is opening up very satisfactorily, though retailers are notably very cautious in buying.

Big Shortage Of Hay Fork Handles

Toronto.

HAY FORK HANDLES. — Handle manufacturers report practically a famine, particularly in regard to second growth ash hay fork handles, with corresponding high prices for anything they might be able to deliver. For best second growth hay fork handles taking 4½ feet as a base, dealers will have to pay in the neighborhood of $4 per dozen.

Market In Pocket Knives Unsettled

Toronto.

POCKET KNIVES.—The market situation in regard to pocket knives is in a very chaotic state and shipments from the United States have practically ceased for the year. No orders are being accepted by manufacturers for shipments earlier than March or April. Shipments from England are now a thing of the past.

Big Increase On Oil Stoves And Ovens

Toronto.

OIL STOVES, OVENS.—A general increase in prices on oil stoves is recorded this week. Gurney Foundry Company report an increase of 20 per cent. in price on their oil stoves. McClary's ovens are up 33 1-3 per cent., and oil stoves are about the same. It is understood the Perfection stove has undergone a similar advance. McClary ovens which sold at $3.25 now sell at $4.25. Other stove lines and enamelware are steady in price this week. Stove manufacturers are still meeting with great difficulties in securing raw material and help, and many retailers may expect to be short-ordered.

Galvanized Sheets Have Steady Tone

Toronto.

GALVANIZED AND BLACK SHEETS. — The situation in regard to black and galvanized sheets still remains steady. There is still some feeling of unsettlement owing to the new Customs Department regulations to the effect that valuation for duty dates to the time when specifications were made. It is some weeks, however, since there has been any change in the price of galvanized sheets and dealers this week report that they do not expect any changes within the next few weeks. At the present time the market in these products is very steady at the following quotations:

TORONTO—		
BLACK SHEETS—	Per 100 lbs.	
10 gauge	$	$11 50
12 gauge	10 05	11 60
14 gauge	9 95	11 65
16 gauge	10 00	11 75
18-20 gauge	9 80	10 80
22-24 gauge	9 85	10 85
26 gauge	9 90	10 90
28 gauge	10 00	11 00
29 gauge	10 10	.....
3-16 inch plate	.....	12 25
¼-inch boiler plate	.....	12 00
GALVANIZED SHEETS—	Per 100 lbs.	
10¾ oz.	11 25	12 00
U.S. 28	10 95	11 70
U.S. 26	10 65	11 40
22 and 24	10 50	11 25
18 and 20	10 35	11 10
16	10 20	10 95
14	10 10	10 85

Advance Of 10% On Boiler Tubes

Toronto.

BOILER TUBES.—A recent heavy demand for boiler tubes and a noticeable diminution of stocks owing to the failure of dealers to get supplies from United States manufacturers, has resulted in an unexpected increase of approximately 10 per cent. in the price of tubes. Much repair work and new installations during recent weeks have created the big demand. Prices under the approximate increase of 10 per cent. are as follows:

Toronto—	Per 100 feet. Cold drawn	Lapweld
1 inch	$36 30	$ ....
1¼ inch	39 60	....
1½ inch	41 80	35 20
1¾ inch	41 80	35 20
2 inch	49 50	36 30
2¼ inch	52 80	38 50
2½ inch	55 00	41 80
3 inch	63 80	49 50
3¼ inch	....	58 30
3½ inch	77 00	60 50
4 inch	90 20	73 70

Cordage And Twine Remain Steady

Toronto.

CORDAGE, TWINE. — Business still continues to be of a routine nature in cordage and twine goods. The market continues firm and prices are unchanged. Owing to the uncertainty of future developments in the industry orders are not being booked ahead and only immediate requirements are being looked after by retailers.

Oakum Prices To Advance Shortly

Toronto.

OAKUM, WASTE, COTTON TWINE. —An advance in prices of oakum is expected at the beginning of the week. This advance may be considerable, but is not unexpected owing to the tremendous demands being made for this product by the shipbuilding industry apart from the increasing costs of raw materials. Prices on waste and cotton twine have remained steady during the week.

Prices On Corrugated Sheets Unchanged

Toronto.

CORRUGATED SHEETS, EAVETROUGH.—Though the market still remains unsettled in corrugated sheets, prices have held steady during the week. There is little buying being done, and only the immediate needs of retailers are being met. Eavetrough and conductor pipe are unchanged at 10 per cent. off list.

TORONTO—	Galvanized Per 100 Sq. Feet	Painted
No. 28 gauge	$8.70-$9.20	$ 7 20
No. 26 gauge	9.60-10.00	....

Some Paper Lines Have Prices Revised

Toronto.

BUILDING PAPER.—Some slight revisions have been made during the week on prices of building paper. Anchor brand fibre dry No. 1 sheeting is now quoted at $1.10 per roll; glazed sheeting, 59c per roll; Surprise sheeting, 66c per roll. Other lines of sheeting are unchanged and can be found in the current quotations.

Brushes, Woodenware, Brooms, All Steady

Toronto.

BROOMS, BRUSHES, WOODENWARE.—Despite the fact that there is an acute shortage in the broom industry of first-crop broom corn, prices on brushes and brooms are unchanged during the week. Manufacturers may have some

difficulty meeting orders owing to the present chaotic condition of the broomcorn market, and a shortage in these lines is not altogether unexpected. Prices on woodenware are likewise unchanged this week.

Slight Decline In Lead Prices

Toronto.

INGOT METALS.—There was a tendency toward a slight decline in tin prices in the United States markets during the week while prices on other ingot metals have remained unchanged and steady. Copper and lead markets are at a standstill, and owing to recent declines in the latter, further reductions are expected, and as a result little buying is being done. Pig lead declined slightly in the local market during the week, and orders are still light.

COPPER.—Local prices for casting copper are unchanged this week. The United States copper market is reported as stagnant, and a great scarcity of casting copper continues. Some announcement by the Government in regard to price fixing would revive the activity which recently prevailed.

TIN.—Prices of tin in the United States market have been shaded sharply during the week with an inside price of 62c. There is said to be a good enquiry for tin but buyers are acting very cautiously.

LEAD.—Slightly easier prices on lead were quoted in the local market during the week, the range being from 12½c to 13c per lb. representing a further decline of ½c over last week's similar drop. The United States market is stagnant and buyers are declared to be expecting a further reduction after the recent decline .

SPELTER.—Buying of spelter on the primary market is still being done on a hand-to-mouth basis. The Government has invited bids on 2,000,000 pounds of grade "B" spelter. The lowest price quoted on the market on this grade is 11.50c with most of the sellers holding for 12c or better. Locally prices on spelter remained unchanged this week.

ANTIMONY.—Quotations on antimony remained unchanged at 18c per pound during the week, with a continued light demand.

ALUMINUM.— Prices on aluminum remained unchanged at from 60c to 64c during the week. Trade is still quiet in this metal.

PIG IRON.—United States market reports few orders and small inquiries for pig iron. Most sales being made are of resale lots, and even these are reduced to very small proportions. There is no pressure to sell and furnaces are reported as asking higher rather than lower prices for this metal rather than offer for this year's shipment.

LONDON MARKETS

LONDON Sept. 18.—The list of price changes for this week is lighter than usual, although all prices remain firm. Business continues seasonably good, with a fair demand for fall goods, which will improve again with cooler weather. Collections are good.

Castor Oil, Shoe Thread Advance

London.

CASTOR OIL.—A considerable advance has taken place on castor oil this week, bringing new quotations to 35c per lb. for firsts.

Shoe Thread

An advance has also taken place on shoe thread prices, bringing new quotations to the following:—Barbour, No. 8, $2.04 per lb.; No. 10, $2.12; No. 12, $2.15; No. 15, $2.22; No. 20, $2.27 per lb.; Acadia thread, No. 8, $1.85; No. 10, $1.92 per lb.

Drive Well Points

An advance is recorded on drive well points this week, bringing new discounts to 45 per cent. off list.

Rifles, Guns And Ammunition Advance

London.

RIFLES AND SHOT GUNS.—With the hunting season now well under way, an advance is recorded this week on shooting accessories. Winchester rifles and shotguns are higher by an addition of 15 per cent. to list price. Stevens single shot rifles are now priced as follows:—Little Scout, $3.85 each; Crack Shot, $4.75; Marksman, $6.25; Favorite, $7.75 each.

Loaded Shells

An advance has also taken place on loaded shells. Black powder shells are higher by an addition of 10 per cent. to list, while smokeless shells are quoted at net list.

Weather Strip, Nails And Sweepers

London.

WEATHER STRIP.—With the approach of cold weather a demand for weather strip is soon expected. Wood and felt strip are quoted at 75 per cent. off list; Swan hardwood strip is 75c per set, and Frost King strip is quoted at $4.40 per doz.

Nails

Prices on nails are unchanged during the week at previous quotations of $5.45 base for wire nails and $5.75 base for cut nails.

Carpet Sweepers

The special Christmas offer is now out for Bissell carpet sweepers. This offer gives one free sweeper with every dozen ordered before December 1.

Lanterns, Globes, Glass And Putty

London.

LANTERNS.—Short and long pattern lanterns are unchanged in price at $12 per doz. There is an increasing demand for lanterns with the approach of shorter days.

Lantern Globes

Lantern globes are also in good demand, and are unchanged in price at the following quotations:—Short and long pattern, 85c per doz. for 6 doz. to case; 90c per doz. for 3 doz. to case; $1 per doz. for 1 doz. to case.

Glass

Glass prices are likewise unchanged this week, with a better demand. Single and double diamond are 50 per cent. off list, and cut lights 40 per cent. off.

Putty

Putty prices are unchanged this week at $4.35 per 100 lbs. for standard 100-lb. drums; $4.45 for 25-lb. drums; $5.35 for pure putty in 100-lb. drums, and $5.45 per 100 lbs. in 25-lb. drums.

Rope, Stove Boards, Scoops And Shovels

London.

ROPE.—The rope market during the week has maintained the steady tendency of recent weeks. Business is quiet and prices are unchanged at 37c base for pure Manila rope; 31c base for British manila; 31c for New Zealand hemp, and 26½c for sisal rope.

Stove Boards

Wood-lined stove boards are quoted this week at 30/10 per cent. off list.

Scoops

Furnace scoops are quoted this week at the following:—D.H. socket scoops, $7.87 per doz.; L.H. socket scoops, $7.87 per doz.

Snow Shovels

Snow shovels are unchanged this week at previous prices of 12½ per cent. off list.

Miscellaneous Lines Show Steady Tendency

London.

ASH SIFTERS.—There is an increasing demand with the change of the weather for many articles of a miscellaneous character. Ash sifters in common wood sides are unchanged at $2.15 per doz.; Banner sifters, $2.90 each; Rocker sifters, $5.25 each.

Harvest tools are unchanged at 25 per cent. off list.

Cow chains are quoted this week at 12½ per cent. off list.

Stamped stall fixtures are selling at $1.25 per doz.

Linseed Oil, Turps, White Lead Unchanged

London.

LINSEED OIL.—Despite the unsettled condition of the market, there have been no changes in linseed oil prices during the week. Previous prices are maintained as follows:

	Raw, per gal.	Boiled, per gal.
1 to 2 bbls.	$1.55	$1.58
3 to 5 bbls.	1.54	1.57
6 to 9 bbls.	1.52	1.55

Turpentine

Turpentine prices are also steady at former prices of 66c per Imp. gal. in 1-bbl. lots; 65c per gal. in 2 to 4-bbl. lots; and 73c per gal. in 5-gal. lots.

White Lead

White lead in oil is also unchanged at $19 per 100 lbs. for pure lead in ton lots, and $19.30 per 100 lbs. in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Sept. 18.—With the first appearance of fall weather certain activity is shown in the movement of stoves, stove boards, lanterns, etc., which will increase as the winter approaches. Present indications point to good sales of all seasonable lines.

This week's changes are not very numerous, as many of the manufacturers are as yet undecided what their prices for next spring will be, owing to the uncertainty of procuring sufficient raw material, as embargoes are almost certain to curtail the supply.

Big Advance On Saws And Barb Wire

Winnipeg.

DISSTON SAWS.—Disston hand saws show another advance of 10%, making to-day's prices on D8 x 26, $33.95 doz.; 28 in., $38.45 doz.; D8 panel saws, 18 in., $24.55 doz.; 20 in., $37.40 doz.; 22 in., $30.15 doz.; 24 in., $32.30 doz.

BARB WIRE. — Among this week's changes is barb wire, which shows the largest advance at one time since the commencement of the war, being 65c per spool, making to-day's prices: Lyman, 4-point, $5.10, f.o.b. Ft. William, $5.40 f.o.b. Winnipeg; Glidden Cattle, 2-point, $4.95, f.o.b. Ft. William, $5.25 f.o.b. Winnipeg; Baker, 2-point, $4.90 f.o.b. Ft. William, $5.20 f.o.b Winnipeg

Although no advances have as yet been made on other lines of wire it naturally follows that they should advance with the barb wire and important changes will no doubt come through in the next week or ten days

Good Demand For Bolts; Cordage

Winnipeg.

BOLTS.—Bolts of all kinds still remain unchanged with the demand fairly good. Prices now prevailing are as follows: Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; Plow bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list.

Sleigh shoe bolts, ⅜ and smaller, 5% on list; 7-16 and larger, 5% on list.

Cordage

Cordage prices still remain unchanged, but indications are that unless prices are fixed by the United States further advances will occur, as cordage companies will not accept booked orders for future delivery at firm prices, but only at prices ruling date of shipment. To-day's prices are quoted herewith: Sisal, 26½c base; pure manila, 36½c base; British manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope ¼ in. and over, 51c.

Pliers And Fork Handles Advance

Winnipeg.

PLIERS.—Combination pliers which have remained unchanged for a long period at last show an increase. To-day's prices are as follows: 6 in., black, $3.25 doz.; 8 in., black, $5.40 doz.; 6 in., N.P., $4.50 doz.; 8 in., N.P., $5.75 doz.; 10 in., N.P., $7 doz.

Fork Handles

Following the recent advance in harvest tools comes fork handles, which show only a very small advance, ranging from 5c per doz., on 4 ft., to 15c. per doz. on 5½ ft. Present market prices are 50% off new manufacturers' list.

Lanterns, Chimneys In Good Demand

Winnipeg.

LANTERNS.—Lanterns show a good demand as is usual at this time of year, owing to the shortening of the days, and even to-day's high prices do not seem to lessen the demand. To-day's quotations are: No. 2, plain, $12.50 doz.; 25 Dashboard, $15.50; Short Globe, $12.50 doz.

Lamp Chimneys

Good demand still continues for lamp chimneys, with market prices unchanged, the following prices still being in force: "A," per case of 8 doz., $5.50, per doz., 75c.; "B," per case of 6 doz., $4.85, per doz., 90c.

Scoops In Demand At Old Prices

Winnipeg.

SCOOPS.—With the harvest well under way the sale of scoops has increased and prices continue to hold firm, to-day's market prices are quoted herewith: Black Cat and Crescent Scoops, No. 4, $14.80 doz.; No. 6 $15.80 doz.; No. 8, $16.80 doz.; No. 10, $17.80 doz.; Moose and Jones scoops, No. 4, $16 doz.; No. 6, $16.90 doz.; No. 8, $17.80 doz.; No. 10, $18.70 do.z

Linseed Oil And Turps Hold Firm

Winnipeg.

LINSEED OIL. — This week again shows linseed oil prices holding firm and are quoted as follows: Raw, $1.75 per gal.; boiled, $1.78 per gal.

Turpentine

Market prices on turpentine still remain unchanged. Present prices are as follows: Bbls., 85c gal.; ½ bbls., 88c gal.; 5 gals., 90c gal.; 1 gal., 90c gal.

PITTSBURG MARKETS

PITTSBURG, September 17. — The general stagnation in the iron and steel markets continues. As has been pointed out in previous reports this condition is in line with all precedents, being the natural and necessary sequel to a period of great price advances and heavy buying. Two things must occur. Prices must be readjusted to a less unreasonable basis, so as to establish a level at which business can be resumed, and buyers and sellers must work off a large part of the obligations they have assumed. Week by week progress is being made along these lines, but the end has not been reached as yet. It may be reached, possibly, in a few weeks, but more likely two months or more will be required still.

Price Declines

The most significant decline in the week was in billets, $10 a ton, sales having been made of limited tonnages at $65, with more offered at the same figure. This was by middle interests. There is an unconfirmed rumor that Italy has purchased a round tonnage of billets at $60. This, of course, would be from a mill. Thus far the mills have not admitted making cut price quotations, their position having been that cut prices would not enable them to effect important sales and that their best interest lay in endeavoring to maintain prices while they work off the high-priced business now on books.

In foundry pig iron there has been a clear cut decline of at least $3 a ton, some valley furnaces being willing to sell at $50, furnace. Resale lots are occasionally offered at still less, but do not make a well-defined market. This is the first clear decline in foundry iron, Bessemer and basic iron having previously declined about $6 a ton, since the top point for all grades of pig iron, reached late in June.

Plates, which recently declined to 8.00c, Pittsburg, having been for some time firm at 9.00c to 10.00c, are being sold at slight cuts under 8.00c, down to 7.85c or lower.

Sheets are a trifle easier, quotations having been made in the past week at 8.35c on classes of business against which 8.50c would formerly have been quoted. Some sheet mills are now soliciting enquiries, their attitude previously having been apparently that they would prefer not to make sales.

It is learned that a leading steel mill has made one contract for merchant steel bars at 3.50c, the lowest price previously reported having been 4.00c, a decline from 4.50c as had been quoted for two or three months. There is no open quotation out at 3.50c and the market in general remains quotable at 4.00c.

Government Buying

The Government continues to place orders for steel, but very few details of transaction are allowed to become public. The total orders placed thus far is cer-

tainly far under the recent estimate in Wall Street, 3,200,000 tons. So far as Government buying is a factor in general trade conditions, the important matter is not the amount of steel the Government has bought at any one time, but the monthly rate at which the steel is to be furnished. The production of ingots is now running at fully 44,000,000 gross tons a year, which means about 33,000,000 gross tons of finished rolled steel, as the losses in scrap, scale, etc., from the ingot to the merchantable steel always runs from 25 per cent. Thus the monthly production of rolled steel is about 2,750,000 gross tons a month. The proportion that is passing into Government work of all descriptions is between 10 and 15 per cent., according to the most accurate estimates that can be made. Within a few months a great deal more steel will be passing into shipbuilding, as increased yard facilities become available, but on the other hand there will be some decreases in other directions, as the building of shipyards is at present taking a great deal of steel, and a considerable tonnage has been going into the equipment of the army cantonments, the airplane factories and training camps, and other activities. Shell steel requirements will probably increase. In the first six months of next year the proportion of the output passing directly or indirectly into the Government may somewhat exceed 15 per cent.

The amount of steel that will be furnished in future to our Allies is quite in doubt. Possibly on account of uncertainties as to prices, as it is far from being settled that our Allies are to be named the same prices as paid by the Government. The War Industries Board, which was to act as purchasing agent for our Allies, has done nothing in this direction, and the latest report is that the Allies have entered into some negotiations with steelmakers on their own account. As the amount of steel passing to them in the past has been very large, and as there has been little buying of this character in recent months, it will require quite heavy purchases in future merely to assure a continuance of the previous pace.

Thus there is no reason whatever for assuming that there is to be such an increase in war steel requirements, on the whole, as to make up for the decreased domestic consumption that is certain to occur in many directions, and indeed has already begun to occur, to say nothing of the continually increasing productive capacity. It is much more probable that steel will become more plentiful than that it will become scarcer.

Jobbers Somewhat Interested

Jobbers are now showing some slight signs of being interested in making purchases of steel products. Many of them did not contract for fourth quarter and although they are reducing their stocks and perhaps were in some instances overbought for third quarter, they will still need to buy some material. Manufacturing consumers, who as a rule are covered by contracts to the end of the year, are not yet showing any decided signs of interest in the market. Some of the automobile makers are sounding out the producing trade, on bars, sheets, etc., but evidently with a view to securing information as to what prices are likely to be asked rather than with an idea that they will really make any purchases at any early date.

NEW HARDWARE GOODS

(Continued from page 62.)

portant improvements to their No. 1 gasoline fire pot, both of which are shown in the accompanying illustration, which they claim add greatly to the service and efficiency of this popular fire pot.

These improvements consist of a dust-proof cap or filler plug for the funnel used for filling the tank, which prevents dirt from getting into the gasoline; also a cushion protection band around the bottom of the tank, which serves to protect the fire pot if it is roughly handled.

The No. 1 fire pot has been on the market some years. The tank is made of seamless drawn steel and the bottom and fittings are welded in, which makes it practically indestructible. It is claimed that the improved construction of the burner represents the highest development of generating power and heat efficiency from gasoline, and saves the fuel to a remarkable degree, producing an ideal blue flame entirely free from smoke easily regulated, giving satisfactory results under all reasonable conditions, including windy or cold weather. The burner is swiveled, which permits moving the flame up or down. A pair of twelve-pound soldering coppers can be heated and a pot of lead or solder melted at the same time. The top section can be removed, thus producing an open fire.

A catalogue showing the different styles of gasoline and kerosene fire pots and torches made by this company will be mailed upon request.

NEW METHOD OF SMELTING POOR IRON ORE

According to the London *Times*, two young Norwegian engineers have made an important discovery within the realm of steel smelting, which will probably have far-reaching results. The discovery has been patented and consists of a new method of smelting poor iron ore by electric energy into first-class steel at a very low cost and with less fuel. The smelting will be done by assistance of coal oxide gas and water gas, and the new important factor of the discovery is that the coal gas by passing through a flame oven is reduced to coal oxide, which can be utilized again.

The well-known metallic expert, Dr. Groendal, welcomes the new process, and has put his different metallic patents at the disposal of the young engineers. Practical people are sanguine of the success of the new smelting process, which will specially suit a country like Norway with only poor iron ore deposits, but plenty of cheap water power at disposal. The Norwegian mining trade journal, *Bergverkflyt*, referring to this new discovery, says: "We welcome this discovery with sincere pleasure, and hope it will make our naturally poor country rich and mighty."

BRITISH IRON AND STEEL TRADE

IMPORTS of iron ore and scrap into Great Britain for the five months ending May 31 were valued at £10,312,752 in 1916, and £11,005,800 in 1917; an increase of £1,206,952. The quantities of iron ore are not stated.

Imports and exports of iron and steel and manufactures thereof for the five months ending May 31 are valued by the Board of Trade returns as follows:—

	Imports 1916.	Imports 1917.
Iron and steel ...	£4,247,437	£3,324,501
Machinery	3,524,679	3,281,961
Hardware, etc. ...	315,947	136,783
Total	£8,088,063	£6,742,245

	Exports 1916.	Exports 1917.
Iron and steel..	£23,826,285	£19,574,960
Machinery	5,850,868	7,009,394
Hardware, etc. .	3,269,802	2,959,061
New ships	299,043	504,002
Total	£33,245,816	£30,047,517

VAIN REGRETS

I could have bought farm land once in what is now the centre of Chicago."

"Cheap, I'll bet."

"Yes. If I had done it I'd be rich now."

"We all have those vain regrets," opined the grocer. "If I had every potato I've stuck on the spout of a kerosene can I'd be wealthy beyond the dreams of avarice."

RAISES SERIOUS RETAIL QUESTION.

From *American Artisan.*

Local retail dealers are rapidly aligning themselves against some goods that may be known as "nationally advertised." Last fall and winter the manufacturer of a flashlight battery and case spent large sums of money and secured the co-operation of hundreds of local dealers in pushing an advertising campaign.

The last catalog issued by the largest mail order house in the country gives the answer to this campaign of this manufacturer and dealers in these goods. The entire inside of wrapper of the catalog is devoted to drawing attention to and creating a desire for these goods. When the interested reader turns to the pages, as directed, he finds the price of 30 cents quoted where his local dealer has been selling for 40 cents, and other prices in proportion.

The local retailer is in a dilemma. If he sells at 40 cents, he boosts the business of the mail order house not only on this item, but all other items in their catalog.

If he sells at 30 cents he barely covers his cost of doing business. Many dealers have solved this problem by meeting the mail order price, but selling other goods which have points of superiority and individuality. The live dealer must be awake to these conditions that menace his business.

WEEKLY PAINT DEPARTMENT

How We Get the Price

No Good Reason Why Merchants Should Not Dispose of Large Quantities of Paint at Advanced Prices—Reasons Why Trade Should Get Fair Price.

HARDWARE AND METAL has on several occasions pointed out that the price of good ready mixed paint, is not high when compared with present prices of other commodities. Tables of comparative prices have been published to substantiate the claims, and have been used with good effect by the trade. Articles have also been published urging the retailers to take a fair margin of profit on all paint sales, and the advice was widely followed.

A number of interesting articles have recently appeared in United States contemporaries along the same lines. The American Paint and Oil Dealer recently published the views of several U.S. dealers under the heading, "How I Get the Increased Price." Extracts from a number of the letters will undoubtedly prove interesting to Canadian retailers. They are reproduced in part as follows:

An Erroneous Idea

"The idea that some dealers have that the present high price of paint is working a hardship on the paint dealer is certainly erroneous.

"If the dealer who got caught with a fine big stock of paint and painters' accessories on hand and everything kept rising didn't have enough 'head pennies' to raise his stuff with the market —well, I feel sorry for him.

"No doubt he kept selling at the old prices, telling his customers that he wasn't robbing them like his competitors were—just like a lot of dealers are doing.

"Well, we have raised our paint price every time the manufacturer has raised his, and we have raised lead just as fast as the lead manufacturers raised theirs, and then we kept right alongside of the raises of the lead and oil men and we never lost out. In fact, we have gotten a bigger percentage of the business than we had before.

"I don't play even with the game—I play winner. When the manufacturer raises 10c, I raise 11c, because you can't handle a $1.10 investment for the same money that you can handle $1 worth — can you? Well, you can't and come out even, but nine out of every ten dealers try to do it. I am unloading every odd can of paint I have and every can with a soiled label and every slow-selling color, too.

"Every community should show an increase in the paint business this year, as the disturbed conditions have retarded building, but the necessity of preserving the buildings already up can be brought that much more forcibly before the property owner.

"Some people have an idea that when paint is high a low price paint will sell better. Every gallon of cheap paint you sell you give away with it an inch of your reputation as a paint dealer.

"Go into a clothing store where you have always bought a good class of clothing and try to buy a shabby suit of clothes. The salesman usually tries to induce you to buy a good suit. If you finally persist in buying a shabby suit, you get only what you paid for and, of course, are not satisfied, for you are not getting the usual service from the same firm. Now, if you buy a suit from a catalogue house or cheap clothier, it's a case of 'Blessed is he who expects nothing, for he shall not be disappointed.'

"Now you can see how easy it is to get into the 'cheap' class of dealers, and once in their fold you can't get a decent profit by honest dealings.

"Don't be afraid to keep your stock complete during these times of good prices. While I write this a man has come into our office and is buying about $20.00 worth of stuff, who has not been in for years, but came this time because our competitors let their stocks run down on account of high prices and didn't have the first and principal thing the customer asked for, so he came to us and is buying the whole bill here. Your customers will get up against just such temptations if you don't keep your stock well assorted and complete.

Create a Desire

"We forget price and endeavor to create a desire on the part of the customer to have his surroundings kept in spic-and-span condition—the increase in price does not prevent sales.

"Mr. Jones comes into our store and states that he wants to paint his front porch if the paint does not cost too much.

"'All right, Mr. Jones; here are the different colors of a real porch paint that is specially made to walk on.'

"'Yes, that is a very good color and will make you very proud of your porch, and your neighbors envious.'

"'How much is this paint?' 'Well, Mr. Jones, as this is absolutely the highest grade of porch paint it of course costs more than cheap paint and consequently will wear more than twice as long, and it does not cost one-third more. This paint is $3.25 per gallon, which is a little more than last year, but every article you purchase is more than it was a year ago.

"'If you do your painting now instead of next year, you will not only be improving the appearance of your property, but will be saving considerable on the actual cost.

"'As you well know, if you do not keep your property well painted, it will (next year) take more paint than now and also expensive repairs will have to be made before you can paint.

"'Mr. Jones, about two gallons of this paint will make your porch look and wear 100 per cent. better. Shall I send it down? And do you need a brush? Here is a very good one for home use, 75c. All right, Mr. Jones, thank you. Good day.'

Prepare for Future

"Many merchants are slow about advancing their selling prices. They seem to forget that there is a day coming when there is to be a big tumble in prices, which they will HAVE TO MEET; besides they will get no thanks for their under-market prices.

"It has been our custom for years to advance or lower our selling prices with the market and we have strictly adhered to this rule during the present crisis.

Follow the Markets

"It takes courage to follow market prices during such radical changes as we are now experiencing. But such advances only emphasize the NECESSITY of keeping pace with them. We are keeping abreast of prices and not only getting the advances but regular percentages on the increased cost. NO DEALER SHOULD CHEAT HIMSELF BY NOT DOING SO REGARDLESS OF WHAT HIS COMPETITOR DOES.

Forgets Competitors

"How do we get the price?—why, we realize that to stay on earth and continue in business we are obliged to make all the profit that is permitted us. We are putting into effect, as fast as we get hold of them, increased prices on paint and varnish products and everything else in our stock and pay no attention to what our competitors may be doing. We have

(Continued on page 76.)

QUALITY

Advertising creates Markets, but—

Merit Holds the Trade

Merit—Sterling quality—coupled with experience in paint-making, has kept JAMIESON'S READY PREPARED PAINTS and VARNISHES on the market for over fifty years—and they still command the trade of those who want dependable paint.

We consider it a prime essential to give the dealer a substantial profit—look into our proposition.

R. C. Jamieson Co.
Limited
Vancouver Montreal
Established 1858

Owning and operating P. D. Dods & Co., Limited.

FIRST

THERE'S A BIG SELLER

"Steel Grip-Rubber Set"

Painters' Brush

The "Steel Grip" process causes the bristles to converge to the centre, as shown in cut A, which produces much freer action and gives better results. This and the famous **"rubber set"** feature is a Boeckh patent in paint brush efficiency. It's a feature appreciated by "men who know" and they prefer Boeckh's brushes to all others because of this advantage.

Boeckh's Brushes have been the best brushes to sell for 60 years, and they are still in the lead.

The Boeckh Bros. Company, Ltd.

TORONTO, CANADA

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, Sept. 19.—The market tone as regards the paint trade products is very steady at present. Linseed oil has been fluctuating curiously owing to varied and often conflicting weather reports from the North-West, but rapid advances one day have been off-set by corresponding declines, and the note at time of writing was one of strength but steadiness at the figures of last week as far as crushers were concerned. Turpentine was also steady, but with some slight tendency towards strength. White lead in oil and putty were unaltered in price, and mixed paints also unchanged in price, found active demand, according to reports from productive sources in general. The outlook is said to be towards a brisk consumption of paint this fall.

Linseed Oil Is Still On Firm Side

Montreal.

LINSEED OIL.—Conflicting weather reports made the market for linseed oil jump during the past week as far as the experience of crushers is concerned, and, while the condition of market to the retailer is described generally as but little changed as compared with the past week's reports, there are some easier quotations to record here and there. These, however, are subject to an undertone of strength, and conservative firms are not doing business on any lower basis than prevailed last week owing to a feeling that higher prices are probable than the lower quotations heard of. It is early yet for harvest news of flax, but the views of well-informed men concerned are that the yield in the Canadian North-West will be good, but rather under the amount of seeding time estimates, based on acreage sown. Reports of present condition of the crop are very reassuring, but there are many doubts as to transportation prospects for the winter. Argentine news is of small moment so far. The crop there is not in condition to be much affected by weather, it is said, and interest is principally directed towards the Canadian crop. Quotations for the present week are as follows: Linseed oil—1 bbl. lots (raw), $1.35-$1.46-$1.50; boiled, $1.37½-$1.49-$1.53; 5 to 9 bbls., $1.34-$1.45 and $1.49 per Imperial gallon for raw; $1.36½-$1.48 and $1.52 per Imp. gal. for boiled.

Turpentine In Uneventful Market

Montreal.

TURPENTINE.—The market for turpentine is steady, and without feature as far as local opinion is concerned. There is a suggestion of firmness in some quarters, but this is not found general. No suggestion of weakness is traceable, however. Quotations remain as given last week, with the exception that a quotation of 58c per Imperial gallon was found, which is lower than any given last week, and a quotation of 67c per gallon compares as higher than last week's high quote. The quotations of last week may be taken as in general representative, the lower and higher figures found this week being due to special circumstances of supply or demand in the particular cases.

Turpentine.	Per Imp. gallon.
1-5 bbls.	$0.64-$0.65
5-9 bbls.	$0.63

Putty Is Steady; Demand Brisker

Montreal.

PUTTY.—The condition of market for putty is unchanged as compared with last week, quotations being unaltered. Standard putty bulk in barrels is $3.60 per 100 lbs. in less than tons. The price for 100-lb. drums is $4.05 per 100 lbs. Looking towards the fall repair work the market for putty is promising to be active. Some concerns have secured good supplies of whiting from England, and while linseed oil remains at present levels, it is not anticipated that there will be advances in putty prices. Nevertheless it is in the direction of putty that the probabilities of advances were pointing when linseed oil last developed especial strength, and heavy fall demand might produce more firmness in this product.

White Lead In Oil Prices Unchanged

Montreal.

WHITE LEAD IN OIL.—With fall demand developing for white lead in oil, and with uncertainty as to the market probabilities as regards this product, there is plenty of activity in selling at present. The market is firm, and has lost no note of strength during the holiday period now concluding rapidly in this district. Quotations, however, remain steady at $18.80 per 100 lbs. for lots of 1 ton, and $19.10 per 100 lbs. for lots of less than a ton.

Mixed Paint Trade Reported Busy

Montreal.

MIXED PAINTS.—The feature of the mixed paint market at present is activity. Manufacturers are well pleased with the state of business in ready-mixed paints at present. People are evidently awake to the wisdom of painting as an economy of materials to be protected, and painting in time as an economy of paint. This fall is believed to be on the way to becoming as big a business season for paint sales as even the spring of this year. In view of the rapid approach of fall, manufacturers are getting ready to ship to distant points accessible only by water, and to points where water transportation means a big saving before the approach of the close of navigation congests the boats with freight. Some considerable shipments of paints are on their way now, as orders came in in good time, and according to accounts were considerable orders.

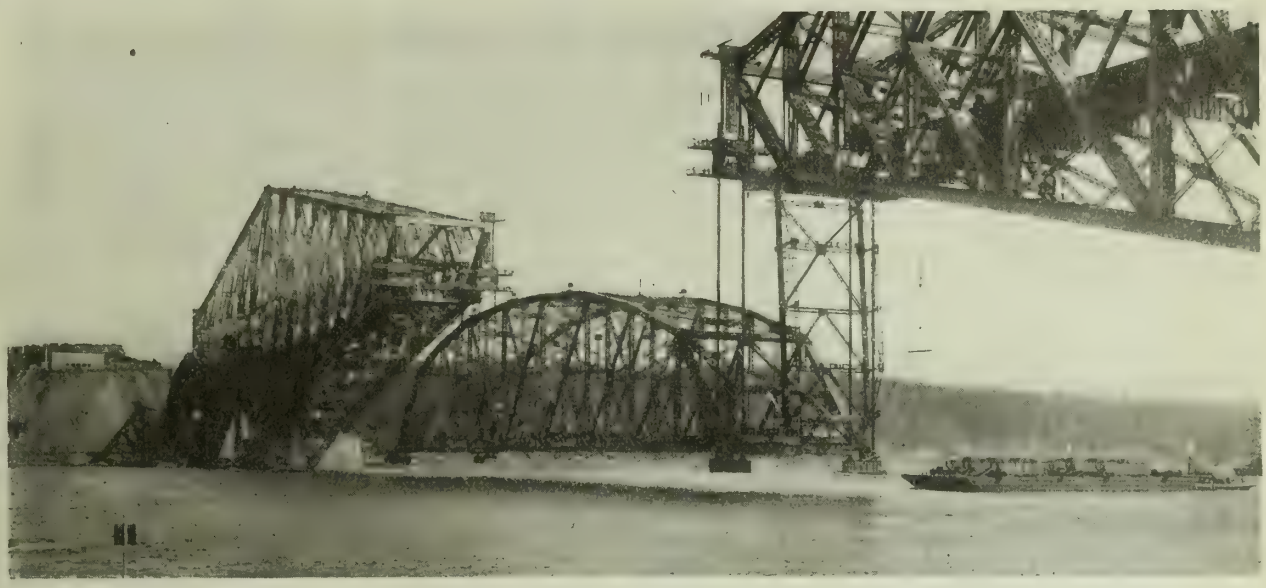
TORONTO

TORONTO, September 20.—The feature of the local paint market this week is the decrease in price of linseed oil and increase in the price of turpentine. Flaxseed is reported to be a little weaker. Flaxseed meal is selling high in England at the present time, and that tends to bring prices of oil down considerably. Contrary to expectations turpentine has a decidedly firm tone, though it is stated that the crushers are not making much profit at present prices. The necessity for securing a license for the shipment of oil from the United States into Canada is causing some difficulty, and it is reported that supplies entering Canada from Detroit have been temporarily held up by the Government, thus creating a shortage of oil in the Windsor district. Recent charges in connection with the license, amounted to $4.00 on a car of oil which had to be paid by a local dealer in order to get the oil to the market.

Substantial Drop in Linseed Oil

Toronto.

LINSEED OIL.—A decline of 6 cents in prices on linseed oil was made this week. This is due in part to the weaker tendency of flaxseed and the fact that the crushers do not wish to make much reduction. High prices secured for



View of the span shortly after it had started on its upward course.

Quebec Bridge

Length 3,239 feet from shore to shore; length of central span 640 feet, 90 feet longer than that of the Firth of Forth, hitherto the world's longest span; height above water 150 feet. Carries two railroad tracks, two street car tracks and two roads.

Our agents selling B-H Paints throughout the Dominion will be interested to know that large quantities of

BRANDRAM-HENDERSON PAINT

were used on the Quebec Bridge.

Discriminating buyers of paint the country over recognize the superior qualities of B-H Paint and specify it on any job of importance.

In any locality where we are not represented, we shall be glad to hear from a progressive merchant. Particulars of our agency proposition gladly furnished, and will not place you under any obligation.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

flaxseed meal in England also tend to decrease oil prices locally. Latest quotations are as follows:

	Raw, Per 9 lbs.	Boiled, Per 9 lbs.
1 to 2 bbls.	$1 49	$1 52
3 to 5 bbls.	1 48	1 51
6 to 9 bbls.	1.46	1 49

Turpentine Advances Light Demand

Toronto.

TURPENTINE.—There was a decidedly firm tone in turpentine during the week, which was almost unexpected. An advance of 3 cents per gallon has been made in prices. Local demand for turpentine has been much lighter than expected and producers say they have been obliged to sell lower than they should have done.

Latest quotations on turpentine showing the new 3 cent advance over last week are as follows: 1 bbl. lots, 67c per Imperial gal.; 2 to 4 bbl. lots, 66c per gal.; 5 gal. lots, 74c per gal.

White Lead is Steady Decline in U.S. Market

Toronto.

WHITE LEAD IN OIL.—The market for white lead in oil continues steady with no price changes. A considerable decline has been registered in the primary market, but it is not expected that the recent decline in the United States on pig lead will affect the local market. This statement is based on the fact that white lead prices were not increased when pig lead was up, and a drop in pig lead is not expected to compensate for any difference.

Glass Market Firmer Putty is Unchanged

Toronto.

GLASS, PUTTY.—The situation in glass this week is reported to be a little firmer. An early advance is expected owing to the fact that United States manufacturers are not able to look after the business. A better demand for glass has been evident recently. It is possible that negotiations regarding the new wage scale between manufacturers and glass blowers in the United States has had some effect on the situation which is due to bring higher prices. Putty prices are likewise unchanged to those quoted in the current prices.

Resins Advance 50c Per Bbl. in 2 Weeks

Toronto.

RESINS.—Resins are reported to be stiffening in price this week, and an advance of 50c per barrel has been made during the past two weeks.

WEEKLY PAINT DEPARTMENT

(Continued from page 72.)

had very little difficulty in getting the RIGHT price and believe our immediate competitors are also getting it.

Sells Established Lines

"We believe there is but one way to win a permanent trade and that is to sell products which are wanted again. To accomplish this we must have quality. To obtain quality we must handle products made by concerns who put price before quality. Accordingly we sell established lines of known quality. The building of our trade is established on that policy.

"We contend that quality products command a higher price, when their worth is proven, than those sold to meet a price. Educating the public along these lines brings the repeat orders so necessary for continued confidence and profit.

"After twenty years of selling high grade painting materials our customers have learned the advantages — the ECONOMY—of buying QUALITY. True economy is found only in the very best.

Gets Price by Asking

"We get the increased price by asking it. You will never get it unless you do the same. A small amount of investigation will convince anyone that the prices in the paint line are lower in comparison than in any other line. If you don't believe it, build or replenish a home. Buy or price lumber, hardware, furniture or clothing.

"Don't think or talk too much in terms of dollars or ducats. If the customer is "shy" on the question of high prices express yourself in terms of corn and cotton, or butter and eggs, or wheat and watermelons or pork and beans. It would have taken more than one bushel of wheat to have paid for a gallon of high grade paint four years ago, and whereas now two pounds of cotton will purchase a pound of Butchers' Polish there was a time, not so many years ago, it would have taken eight.

"The way to get the increase is to ask it.

Confidence Gets the Price

I firmly believe there are a great many people who are in a way enjoying the high cost of living. I do not mean by this the manufacturer or speculator, who is making a fortune out of other people's necessities, but the common, ordinary man. They enjoy telling that they had to pay so much for this and so much for that. It is a novel experience for them to be able to pay such high prices, and they take pleasure in talking about it. This is all due to the universal prosperity this country has had during the past three years. Everyone is employed and in a comparative way, making money. Under these conditions they have educated themselves to pay the increased price.

"It is a business axiom with me to treat my customers equally as well as my own firm. This tends to confidence between customer and salesman, and the house he represents. Confidence means permanent customers, not merely a transient buyer, but one who will come again and bring his friends.

"Under these conditions we endeavor to give a man as much knowledge of the market situation as we ourselves possess, so that if he so desires, he can anticipate his wants and save money by placing his order.

"Most business men are willing to pay a fair profit. They appreciate the fact that during the past few years, that the man of whom they are buying goods often times is making more than a fair profit, because he is fortunate in having goods on hand at less than the market price. This, however, is as it should be. The time is coming when prices are going the other way, and the dealer or manufacturer who has goods in stock will have to sell at a loss. No matter how good a business man he is, this loss has got to come and the apparently large profit made now will prove only sufficient to offset this loss.

"Men, real business men, are fair in their dealings. They expect others to be the same. Hence they are willing to pay the "increased price" with the firm conviction that they are paying no more than they should."

U. S. LIMITS EXPORTS

The United States Government has published a conservation list of materials which cannot be exported except under lincense. The ruling is intended for Northern European neutrals, but also affects Canada. The list follows: "Acetone; alcohol; aluminum; ammonia salts; ammonia nitrate; anhydrous ammonia; arsenate of lead; arsenate of soda; boiler tubes (iron and steel); butter; carbolic acid (phenol); castor oil and castor beans; chrome nickel, steel; cotton linters; cyanide of sodium; ferro-manganese; phosphoric acid; phosphorus; pig iron; potash and chlorate of potash; ferro-silicon; ferro-vanadium; flax, glycerine; iron and steel plates, including ship, boiler, tank and other iron and steel plates half-inch thick and heavier and wider than six inches, whether plain or fabricated; mercury salts; nitrate of soda; nitric acid; nitric salts; potassium salts; saltpetre; scrap iron; scrap steel; searchlights and generators (suited for army and navy use); sodium sulphite; spiegeleisen; stearine and stearic acid; steel billets; steel blooms; steel ingots; steel sheet bars; steel slabs; sugar; sulphate of ammonia; sulphur and sulphuric acid; superphosphate; tinplate; toluol; tungsten; wireless apparatus; wheat; wheat flour and wool rags.

SWEDISH IRON AND STEEL MARKET CHAOTIC

The dependence of the Swedish iron and steel industry on foreign supplies of coal has resulted in the prices of these products rising to such a point that they are quite out of the British market. Swedish pig iron, if bought to-day, says the "Ironmonger," would cost the British consumer about $225 per ton, compared with $30 per ton before the war. The cost of rough bar iron for making crucible steel, and of steel billets, averages $325 per ton or a little more, compared with $52 and $60 in ordinary times.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

First Choice of Homebuilders for Fifty Years

The marked preference of home builders, and the endorsement of discriminating painters make an ever increasing demand for BERRY BROTHERS' VARNISHES, ENAMELS and STAINS.

House owners and home builders have learned that the permanency of beautiful interiors depends upon the use of the right Finishes on woodwork, floors and ceilings.

Liquid Granite Floor Varnish, Luxeberry Enamels (white, ivory and three shades of gray), Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are among the quick selling "BERRY" products that have enjoyed the confidence of architects, decorators and house owners for over half a century.

You can increase your varnish sales by pushing BERRY BROTHERS' brands.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers
Fstablished 1858
WALKERVILLE ONTARIO

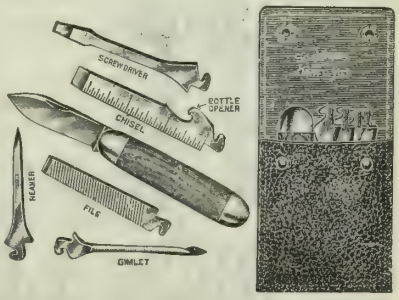
(592)

Can You Imagine a Man or Boy

Who Wouldn't Like to Own This Kit?

No matter what a man's occupation may be, he will find daily use for the "So Handy" Pocket Knife Tool Kit. Autoist, Sportsman, Hunter, Farmer, Boy Scout—these, especially, will find it a pleasing and practical pocket companion. Excellent, too, for use around the home.
Outfit comprises a splendid Jack Knife with cocoa handle and an exceptionally good blade, and the following tools which can be instantly attached to the knife handle: File, Chisel, Reamer, Screw Driver, Bottle Opener, Gimlet and Rule, all made of high grade steel, carefully hardened and oil tempered.

The So Handy Kit is made in five styles. Jobbers—get posted about this good specialty.



RETAIL PRICE $1.50.

THE BRIDGEPORT HARDWARE MFG. CO. BRIDGEPORT, CONN., U.S.A.

PRESCOTT W. ROBINSON, Canadian Representative, 414 Drummond Building, Montreal

Don't Wait. Order Now

The situation of the market to-day suggests the necessity of making early and complete purchases of all lines required for the Fall and Winter business. It is unnecessary to point out to the Trade that there has been no relief in the conditions which are causing a shortage of manufactured product. The only safe method is to stock up fully and not presume on any favorable turn of affairs in the immediate future.

Rifles and Shotguns

Decoy Ducks, Reloading Tools, Axes, Knives, Lamps, Gun Cleaners, Duck-back

Hunters Supplies

Waterproof Coats and Pants, Sweaters and Sweater Coats, Shoe Packs, Moccasins and Snowshoes.

Winchester, Savage, Remington and Marlin Rifles, all calibres.

Single and Double Barrel Shotguns in 12, 16, 20 gauge.

Winchester, Remington and Marlin Repeating Shotguns.

We carry full lines of Shotgun Shells for Duck Shooting—Dominion, Remington, Winchester. Get after the hunter's trade. It's worth while.

Skates in Full Varieties
Hockey Skates, Hockey Sticks, Hockey Boots and Team Outfits.

LUMBERMEN'S SUPPLIES

Axes—stock includes our special **"Excello"** brand, made from finest steel; **"Black Prince," "Mattawa," "Welland-Vale Special," Garretts' "Black Diamond," "Model"** and other well-known makes.

Axe Handles—We ask your attention to our **"Excello"** brand—it's just right and made from the choicest second growth hickory. We will gladly furnish samples and full particulars.

Cross-Cut Saws—Full line of the well-known makes, including **"Shurly and Dietrich," "Simonds."**

Files—We carry **"Heller Bros.," "Globe,"** and **"Black Diamond."**

Cant Hooks, Peavies, Pike Poles, Skidding Tongs, Chain Hooks, etc. Also a large stock of Jones & Lloyds' BBB English Crown Tested Crane Chain. Regular Proof-Coil Chain and Electric Welded Coil Chain.

COAL SAVERS

There will be an increased demand for a convenient, dustless ash-sifter this Winter. We are prepared for the business with an acceptable model.

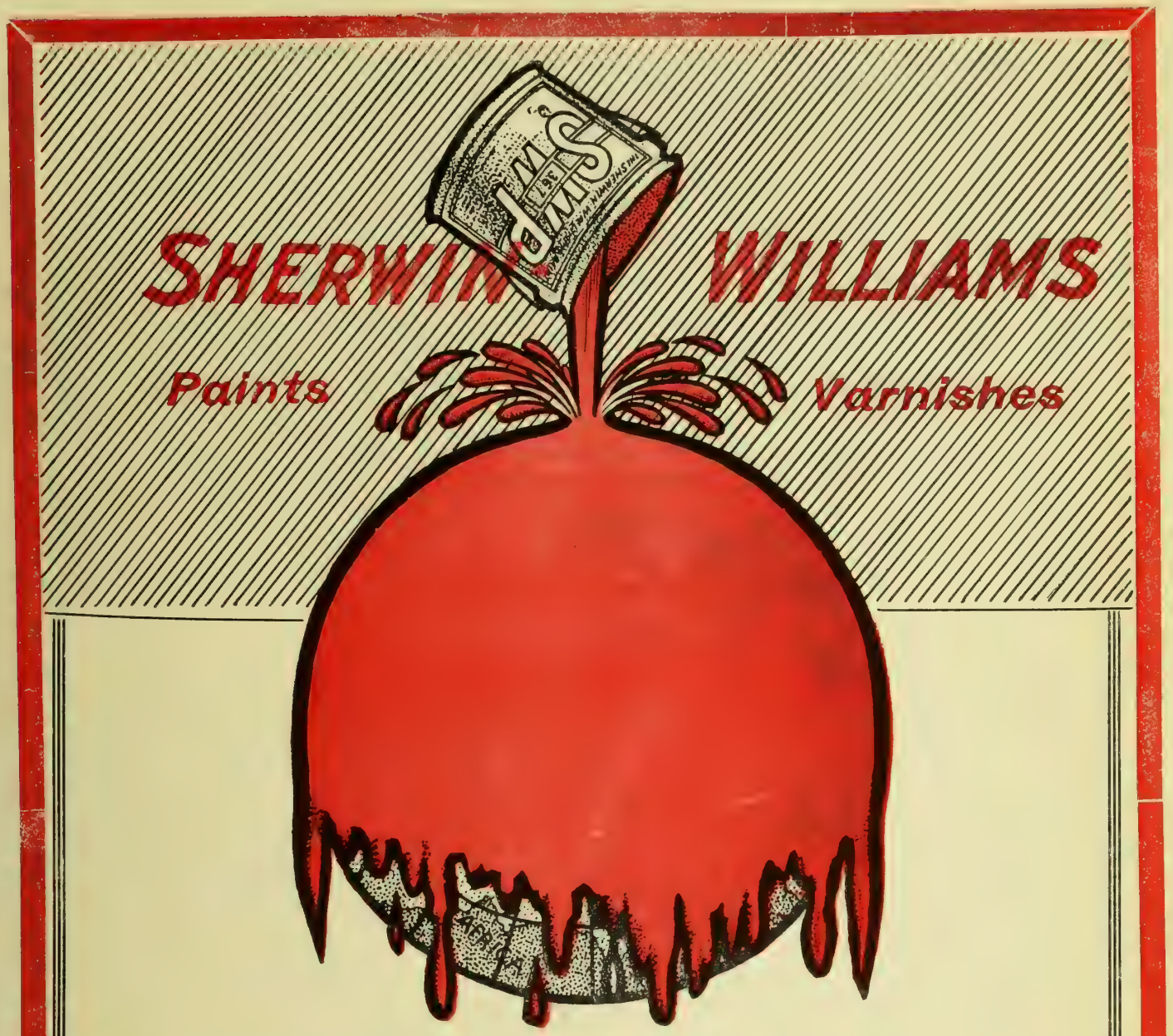
Fire-place and Grate Equipment

A most exceptionally complete assortment of Hods, Stands and Pieces, Fenders, Screens and Andirons in dull and polished Brass and Black Iron.

RICE LEWIS & SON, Limited

Established 1847 **19 VICTORIA STREET, TORONTO** **Phone Main 4040**

If any advertisement interests you, tear it out now and place with letters to be answered.



The Sherwin-Williams Agency

And What It Means to Merchants

The Sherwin-Williams Agency, backed by this Trade-Mark, means larger and better sales, more profits, and general increase in all lines you sell.

Our representatives will call on you shortly. Be ready to look over the new plans and dealer helps we have for you to secure more business.

If you are not an S-W Agent, write us for full particulars regarding this big proposition.

COVER THE EARTH

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

COVER THE EARTH

Oppenheim

John Bayne MacLean

COL. MACLEAN contributes another chapter on the war situation as he knows it, in his forceful, smashing style. These articles by Colonel MacLean are truly startling by reason of their revelations.

Germany's Secret Work in Canada

GERMANY is plotting in Canada and the United States right now. If you are curious to know just what she is doing, learn from Miss Agnes C. Laut's article in the October MACLEAN'S, "The Plot Behind the Pacifists."

THE biggest single feature ever secured by MACLEAN'S MAGAZINE is a serial story by E. Phillips Oppenheim, British author and a great writer of romantic stories.

The serial beginning in MACLEAN'S for October is "The Pawn's Count," a story of the present war, dealing with the work of the secret service agents of the various belligerent countries. You can depend on its being a strong, thrilling story, told by a master of his craft.

BELAND
Prisoner of War

THE HON. LOUIS BELAND, a prisoner in Belgium since the beginning of the war, gives the story of his captivity, chiefly in the form of letters to Sir Wilfrid Laurier, in whose last cabinet he held a portfolio.

The story is intimate, vivid, gripping, wholly unusual, and appears in the October MACLEAN'S.

Beating the Customs

AN article full of actual occurrences of how the public attempts to "beat" the Customs, and of how the Customs authorities beat the public. This absorbingly interesting narrative is by J. D. Ronald who, as a Customs officer, came into close touch with offenders and offences. A semi-detective article, this true story makes great reading.

Stringer, Fraser, Leacock and Hendryx

THE work of these masters of the short and long story appears in the October MACLEAN'S. Stringer's story is "The Redeemer of Waste Lands"; W. A. Fraser writes a love story, "For Catherine's Sake"; Leacock has a humorous sketch; and Hendryx continues his captivating story of the Canadian Northwest, "The Gun Brand."

MacLean's Magazine
For OCTOBER

At All News-dealers 15 cents

SIGN OF QUALITY
OTTAWA PAINT WORKS LIMITED
PAINTS
O.P.W.
VARNISHES
TORONTO OTTAWA VANCOUVER
HIGHEST QUALITY
MADE IN CANADA

Nearly Quarter of a Century Making O.P.W. Paints and Varnishes

The value of buying and selling trade-marked goods is in the qualities represented by that trade-mark — either quality of the goods or service, or both.

The O.P.W. trade-mark on paints and varnishes is your safeguard — your guarantee to your customer — our assurance to you that we stand back of you with an absolute guarantee of quality and service.

We solicit an opportunity to tell you about O.P.W. Paints and Varnishes (RIGHT NOW).

(Write Now)

Ottawa Paint Works, Limited

Toronto OTTAWA Vancouver

CANADA

Toronto Branch:

153 Duchess Street, Toronto

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.35; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $17.35-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%.

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 10%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bit, doz.	11 25	13 50
Double Bit		16 00
Boys' Axes		9 00
Hunters' Axes	8 00	9 00
Bench No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb. ... $1.40-$1.75

Cut Lace Leather, lb. ... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. ... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	18 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ... Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets. $11 25 ....

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

Universal Varnish

Universally used for years. Universal satisfaction always.

For Floors, Woodwork or where Good Varnish is required use UNIVERSAL.

Do you stock this line? If not, don't hesitate.

A. Ramsay & Son Company

MONTREAL

Branches at

TORONTO and VANCOUVER

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $21.60; 9-16 in., $32.50. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	7 30
Steelall, No. 51	7 80
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	12 00
Barn door track, round, ft.	0 24
Discount on round track, 45%.	

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch, dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 00
No. 3, per doz.	3 50	4 50
No. 4, per doz.	3 60	5 10
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	3.25-4.20	
Cold blast, common ruby	3.25-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

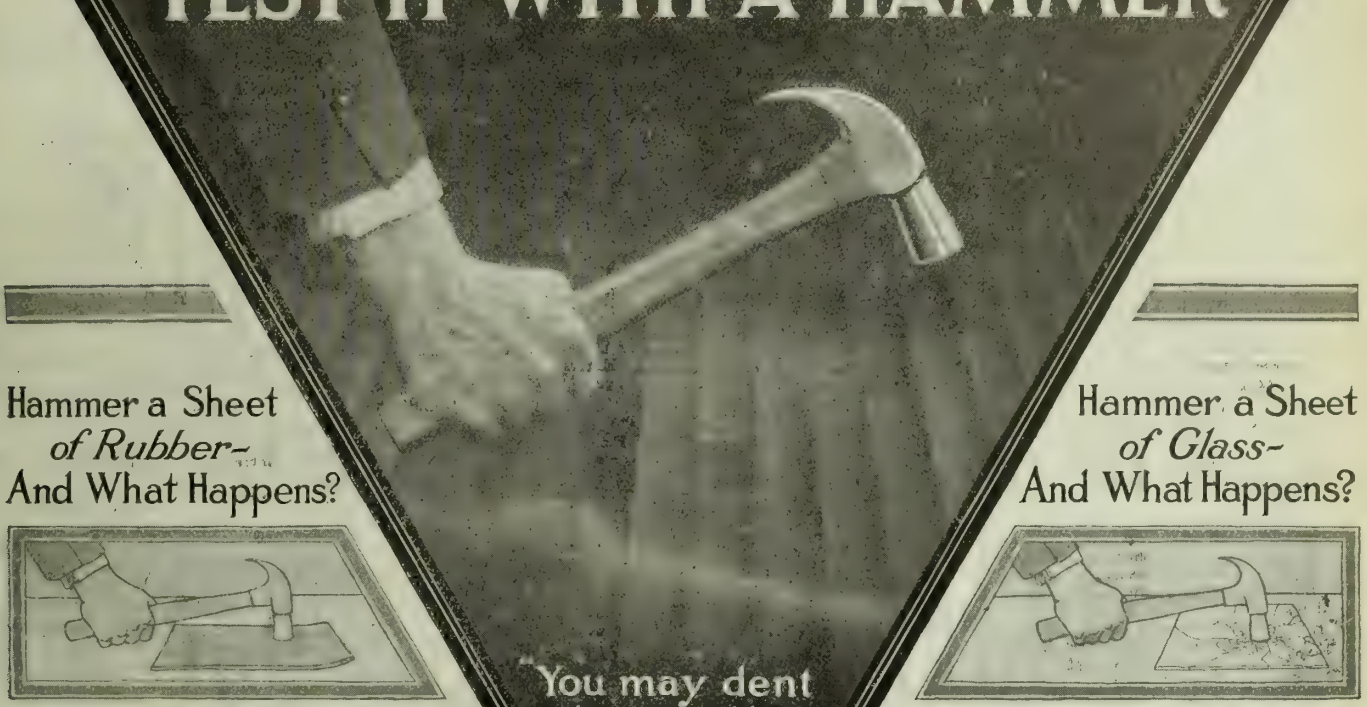
F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand	Per box of 25 lbs.
No. 3		$19 50
No. 4		9 50
No. 4½		8 25
No. 5		4 50
No. 6		4 25
No. 7		4 00
No. 8		4 00

COPYRIGHT 1917, PRATT & LAMBERT - INC.

TEST IT WITH A HAMMER



"You may dent the wood but the varnish won't crack"

Hammer a Sheet *of Rubber*— And What Happens?

NOTHING — your hammer leaves no impression — why? Because rubber is *elastic.* And it is the elasticity of "61" Floor Varnish that makes its life so long. Send for a sample panel. Test it yourself. Examine the dented wood and the unbroken varnish film. Then think of the heel-blows that your floor is called upon to endure, and you will understand why *"the varnish that can stand your hammer can best endure your heel."*

Hammer a Sheet *of Glass*— And What Happens?

WRECKAGE — the glass is shivered into a thousand pieces — why? Because glass is *brittle.* And this in a lesser degree is exactly what happens to countless floors finished with ordinary varnishes which crack, check and chip off. A good varnish doesn't break off — it wears off — *slowly;* but the costly oils and gums used in "61" preserve its toughness far longer than the cheap ingredients used in ordinary varnishes.

Demonstrating to the American Continent ONE VITAL VARNISH FACT

The Durability of "61" FLOOR VARNISH

THE forceful picture shown above, with the two explanatory sketches that go with it, will be repeated more than

EIGHTEEN MILLION TIMES

as the keynote of the great Pratt & Lambert Advertising Campaign in the big national magazines this fall. This campaign will be backed up and hitched closely to your store by the most complete system of dealer co-operation we have ever offered in a single season. This massive advertising effort will mean *larger sales than ever before* for P&L Dealers. Your customer will want "61" Floor Varnish — the one that stands the "Hammer Test." This will help sell all other P&L Varnish Products. *Have you a stock of P&L Varnish Products on your shelves?*

WRITE TODAY FOR THE PRATT & LAMBERT DEALER PROPOSITION

PRATT & LAMBERT-INC.

VARNISH MAKERS 68 YEARS

24 Courtwright St., Bridgeburg, Ontario

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.

F.o.b. Montreal, Toronto, Hamilton.

London

"M.R.M." BRAND

Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting, 30% off list.

Montreal, 25% off list.

American netting, 15% off list.

	Per rod
Invincible—1640	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	18 50
Clipper (spun)	21 00
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Pure jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 90
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 20
Tarred Fibre, No. 2 roll	0 70
Surprise Fibre	0 66
Tarred felt, per cwt.	3 25
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT

Effective July 5, 1917.

Black Galvanized

Per 100 feet

Standard Buttweld

⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00

Standard Lapweld.

2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces. .. ....

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list	$8 00	
3 in., in 10-ft. lengths, list	9 70	
4 in., in 10-ft. lengths, list	12 80	
5 in., in 10-ft. lengths, list	17 50	
6 in., in 10-ft. lengths, list	21 30	

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)

See prices under 'Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	40%
Cistern Pumps	40%
Set Lengths	40%
Brass Lined Cylinders	40%
Brass Body Cylinders	40%

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.

F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	37
British Manila basis	31
New Zealand hemp basis	31
Sisal basis	26½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	26½
Double lath yarn	27
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ⅛ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

	Scale List	Stamping extra
Champion—		
4 lb.		
10 lb.		
240 lb.		
600 lb.		
1200 lb.		
2000 lb.		
2000 lb. Drop lever		
10 lb. Household		
25 lb. Household		

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS

Net list.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾oz.	.....	.....	13 50

Less 25c in case lots.

F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.

F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS

Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR

See Weekly Report.

STAPLES

See Wire Products.

STOVES

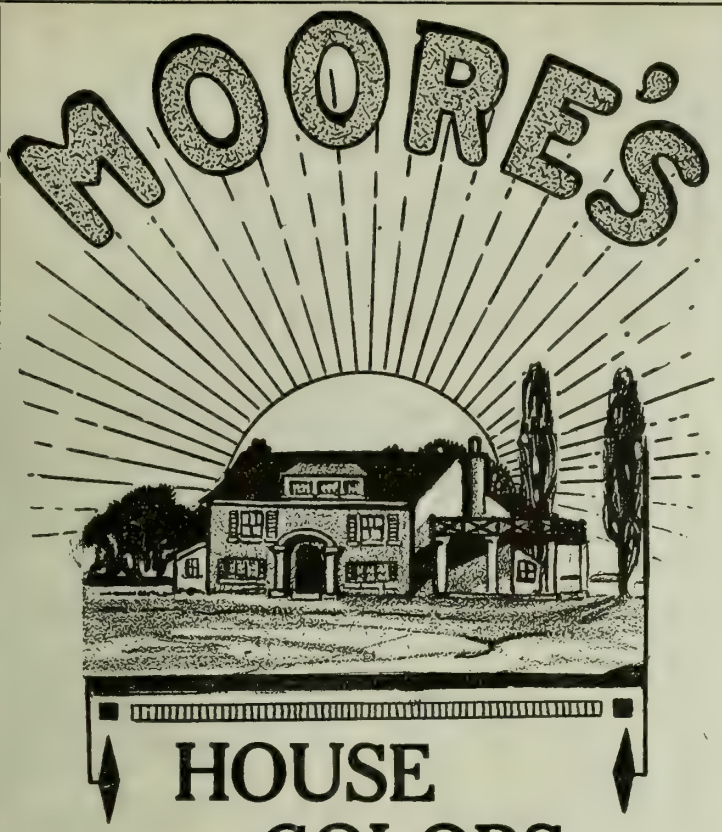
Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	$3 85
No. 525 (125), each	3 80
No. 530 (130), each	4 25
No. 560 (160), each	6 55
No. 630 (230), each	5 65
No. 660 (260), each	7 95

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa



Every year our sales show a remarkable increase.

We are constantly receiving big repeat orders and many new customers.

The high quality of these pure linseed oil paints, plus their reasonable price, make a very popular value.

Moore agents "swear by" Moore's House Colors—never at them.

It places you under no obligation whatsoever to ask for full details of our agency proposition.

It will pay you to write us now.

Moore's House Colors pay a big profit.

BENJAMIN MOORE & CO.
Limited
WEST TORONTO, CANADA

MEAKINS BRUSHES

You know, Mr. Dealer, that price plays an important part in the sale—MEAKINS BRUSHES sell at a price that makes the sale easy and gives the quality that more than satisfies. Brushes may sell at higher prices, but MEAKIN QUALITY at MEAKIN PRICES is hard to beat.

Get our Catalog and compare values.

MEAKINS & SONS, Limited
HAMILTON, ONTARIO
Warehouses: Winnipeg, London, Toronto, Montreal

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks .....65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916 .....60 and 15%
Double pointed tacks....60 10%
Shoe findings list adopted July 5, 1917—Net list.
List of Capped Goods adopted Jan. 1, 1916..60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford. Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jump, No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	3 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft.	$0 19½
550 ft.	0 20
600 ft.	0 20½
650 ft.	0 21¼

In 5-ton lots ⅛c discount from above; 10 tons and upwards, ¼c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb. 50-55c
4-ply wrapping, lb. 54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

	Extra net
Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 95
No. 9 pl. galv.	6 55
No. 12 pl. galv.	6 70
No. 13 pl. galv.	6 85
No. 9 coil sp.	6 60
No. 12 coil sp.	6 86

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list $12 00
Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

MR. CLERK

YOUR SPARE TIME

WHAT do you do with it? By that we mean, is it bringing you any returns in the ways that go to assure your future success?

How would you like to know of a plan that will bring you in as much (if not more of an income) than your regular occupation. **Would you be interested?**

We have a plan by which hundreds of **clerks** throughout Canada are greatly increasing their weekly incomes. This plan interferes in no way with their regular duties. It helps them to become of more value to their employers as well. Besides it supplies them with extra funds.

Write, and we'll give full particulars concerning it. This places you under no **obligation**, we'll be glad to tell you all about it. Drop us a line **To-Day**.

The MacLean Publishing Co.

Dept. C.G. **143-153 University Ave.**

Toronto **Canada**

A Beautiful White at Low Cost

for general painting and decorating. Used and recommended by the largest Master Painters of Canada.

PURE SUPERBA WHITE

is the best blended lead on the market. It is made from Pure White Lead, Pure Zinc White and Barium Sulphate and ground to an extreme degree of fineness in Pure, Refined Linseed Oil. It breaks up easily, spreads well, covers well, is *very white* and *stays white*—will do all that White Lead will do and we guarantee it absolutely.

Make a profit on your White Lead. Order to-day at the present market price of

$13.00 per hundred pounds.

McArthur, Irwin, Limited

Montreal *Established 1842* **Toronto**

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35	$2.00
Weighted, 20 lbs., each	1.60-	2.25
Acme, 15 lbs., each		1 75
Acme, 20 lbs., each		2 00
Acme, 25 lbs., each		2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	2½-3¾
Venetian red, best bright	0 04
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red oxide, bbls.	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7 50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9 200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	28½-24
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 35
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.

F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$18 80	$19 00
Anchor, Pure	18 80	19 00
Crown Diamond	18 80	19 00
Green Seal	18 80	19 00
Tiger Pure	18 80	19 00
Ramsay's Pure	18 80	19 00
Moore's Pure	18 80	19 00
O.P.W. Dec. Pure	18 80	19 00
Red Seal	18 80	19 00
Decorator's Pure	18 80	19 00
O.P.W. English	19 00	19 20
Elephant Genuine	19 30	19 80

B.B. Genuine Lead, less than tons, $21.25 Toronto; $21.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity	....	17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 50
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. C.P. Co.	
Prices withdrawn.		
600-lb. bbls.	..	
250-lb. kegs	..	
100-lb. drums	....	55 00
50-lb. drums	....	55 00
25-lb. drums	....	55 25
1-lb. 100s, papers	57 25	60 00
½-lb. 200s, papers	59 25	62 00

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	3 90
Bulk, 100-lb. drums	4 05	4 35
Bulk, 25-lb. drums	4 15	4 45
Bulk, 12½-lb. irons	4 40	4 70
Bladder, in bbls.	4 30	4 60

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

B.H. Varnishes	$2 75
Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 00
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.
In gallons	$2 10 $2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

Results are quick - with DOUGALL'S Transparent Floor Varnish

A varnish that will give entire satisfaction

For use on wood floors of every description—will stand the maximum amount of hard wear and is especially suited for use where much traffic is expected—One of the Dougall line of quality varnishes.

DOUGALL VARNISH COMPANY, Limited - MONTREAL

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

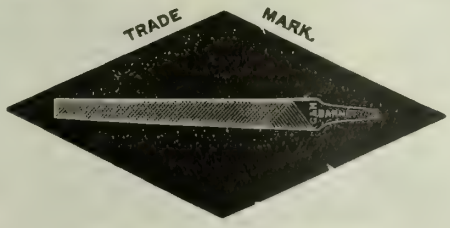
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

If any advertisement interests you, tear it out now and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.35 base; ⅜, 7-16 in., $5.60 base; other sizes, $5.35 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅝ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 57½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.05.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and Premier	"Fleur de Lis"
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B. per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 45c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 26½c base; pure Manila, 36½c base; British Manila, 30c base; lath yarn, 26½c base; African hemp, 30c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 80%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4, $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅝ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $5.10 f.o.b. Ft. William, $5.40 Winnipeg; Glidden Cattle, 2-pt., $4.90 Fort William, $5.05 Winnipeg; Baker 2-pt., $4.90 Ft. William, $5.20 Winnipeg; plain twist, cwt., Fort William, $5.50; Winnipeg, $5.90; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Reinforcing Bars for Concrete

Shipment from Mill or Stock

Medium Steel, Square Cold Twisted, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

Medium Steel, Plain Round and Square, sizes from 1/4 to 1 1/4 inches, lengths up to 60 feet.

BAR IRON

Carried in all sizes and lengths for immediate shipment. Special prices on certain sizes.

STEEL SHEETS

A complete range from 10 gauge to 16 gauge, for immediate shipment.

SMALL ANGLES

From 3/4" x 3/4" x 1/8" to 2" x 2" x 1/4" in all sizes, thicknesses and lengths.

STEEL PLATES

All sizes from 3/16" to 1" thick, in stock now.

Now is the time to protect yourself against the ever-increasing prices.

We carry on hand, ready for immediate delivery, a 5,000-ton stock of standard and miscellaneous steel and iron, such as Plates, Beams, Channels, Angles, Tees and Flat Bars, Cold Rolled Shafting, Bolts, Rivets, etc.

SEND FOR MONTHLY STOCK LIST.

Manitoba Bridge & Iron Works, LIMITED

WINNIPEG MANITOBA

The Best Share For Every Plow

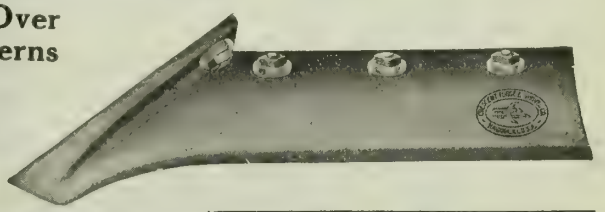
CRESCENT FORGE & SHOVEL CO. TRUE FIT TRADE MARK HAVANA, ILL. U.S.A.

CRESCENT PLOWSHARES

Fit Practically Every Plow in Western Canada

OUR WARRANTY: We warrant all goods of our manufacture to be made of the best quality of steel for the purpose intended, and to be made in a workmanlike manner. Fitted plowshares are warranted to fit the plow for which they are intended. The fit of every share is carefully tested before leaving the factory, and every precaution is taken to prevent mistakes, which occasionally occur. Should any share prove defective in fit, material or workmanship, it will be cheerfully replaced free of charge.

Made in Over 1000 Patterns



Crescent Forge & Shovel Co.

HAVANA, ILLINOIS, U.S.A.

Crescent Plowshares are sold in Canada by

D. ACKLAND & SON, LIMITED, Winnipeg, Man.

Ask Ackland's for the Latest Lists—Write

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.
Adjustable Hack Saw Frames
Bridgeport Hardware Co., Bridgeport, Conn.
Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.
Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.
Aluminum Paint
G. F. Stephens & Co., Winnipeg
Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg
Aluminum Polish
Louis McLain Co., Ltd., Winnipeg
Aluminum Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.
All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.
Antimony
Canada Metal Co., Ltd., Toronto.
Artist Brushes
T. S. Simms & Co., St. John, N.B.
Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.
Andirons
Enterprise Foundry Co., Sackville, N.B.
Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.
Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.
Auger Bits
Wilkinson & Kompass, Hamilton.
Augers, Post Hole
Canada Foundries & Forgings, Brockville
Armco Iron
American Rolling Mill Co., Middletown, Ohio.
Art Glass
Consolidated Plate Glass Co., Toronto.
Asbestos Papers
Walter Belyea, Winnipeg
Auto Accessories
Canadian National Carbon Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Co., Ltd., Winnipeg.
Great West Electric Co., Ltd. Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co. Toronto.
Lee, Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.
Automobile Hammers
Bridgeport Hardware Co., Bridgeport, Conn.
Automobile Tire Tools
Bridgeport Hardware Co., Bridgeport, Conn.
Automobile Screw Plates
Wells Bros. of Canada, Galt.
Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.
Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.
Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.
Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Air Valves
Pease Foundry Co., Ltd., Toronto.
Arms
Iver Johnson Arms & Cycle Wks., Fitchburg, Mass.
Atlas Camp Spoons
Atlas Mfg. Co., New Haven, Conn.
Axles
B. J. Coghlin & Co., Montreal.
Axle Grease
Prairie City Oil Co., Winnipeg.
Axle Pulleys
Canada Foundries & Forgings, Brockville
Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Awls
Stanley Rule & Level Co., New Britain, Conn.
Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.
Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.
Bags, Paper
Walter Woods & Co., Hamilton
Bake Boards
Stratford Mfg. Co., Ltd., Stratford
Bakers' Oven Castings
Canada Foundries & Forgings, Brockville
Bale Buckles
J. E. Beauchamp & Co., Montreal
Barb Wire
Canadian Steel & Wire Co., Hamilton
Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal
Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg
Boat Fixtures
Canada Foundries & Forgings, Brockville
Bedfasts
Canada Foundries & Forgings, Brockville
Bench Screws
Canada Foundries & Forgings, Brockville
Brass Castings
Canada Metal Co., Ltd., Toronto
Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.
Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto
Brass Ferrules
Canada Metal Co., Ltd., Toronto
Brass Sheets
Tallman Brass & Metal Co., Hamilton
Brass Rods
Tallman Brass & Metal Co., Hamilton
Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.
Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville
Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Balata Belting
Plewes, Ltd., Winnipeg.
Belt Fasteners
Dominion Belting Co., Ltd., Hamilton
Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal
Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Belting Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.
Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg
Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.
Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.
Bibb Washers
Jenkins Bros., Ltd., Montreal
Bicycles
Hyslop Bros., Toronto
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Bicycle Supplies
Hyslop Bros., Ltd., Toronto.
Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal
Bent Glass
Toronto Plate Glass Co., Ltd., Toronto
Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.
Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal
Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.
Blacksmiths' Supplies
D. Ackland & Son, Winnipeg
Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Hilton
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton
Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.
Bone Grinders
Toronto Lock Co., Toronto.
London Foundry Co., Ltd., London, Ont.
Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.
Boring Bars
Pratt & Whitney Co., Ltd., Dundas
Box Chisels
Bridgeport Hardware Co., Bridgeport, Conn.
Box Openers
Bridgeport Hardware Co., Bridgeport, Conn.
Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.
Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton
Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal
Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton
Baskets
Walter Woods & Co., Hamilton
Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton
Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg
Band Iron
Manitoba Rolling Mills Co., Winnipeg
Barrel Stands
Wakyte Mfg. Co., Winnipeg
Baths (Enamelled)
Canada Metal Co., Ltd., Toronto
Baths (Steel)
Canada Metal Co., Ltd., Toronto

QUALITY and CO-OPERATION

Both Are Yours When You Handle

MARTIN-SENOUR PAINTS AND VARNISHES

Made in Canada—Sold on Merit

Every can of Martin-Senour 100% Pure Paint is full to the brim with Quality. It is not possible to make a better Paint.

When you sell Paint why not sell the Best Quality Paint. It will save you endless trouble, will satisfy your customers, thus building up your business for the future and will cost no more money than many inferior brands.

Our Co-Operative Selling Helps

will render you the greatest assistance in securing the lion's share of the Paint and Varnish business in your locality. Our national advertising, together with our extensive mailing campaign and many other advertising features, all of which are real trade-winners, will bring your store to the notice of every paint prospect in your vicinity.

Are You Getting Both Quality and Co-operation in Your Paint Department Now?

If Not, Write us at Once for our Dealer Ageney Proposition.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
MONTREAL
WINNIPEG TORONTO HALIFAX

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Barn Door Track
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Ham-

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gr. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.

Battery Testers
Canadian Carbon Co., Ltd., Toronto.

Battery Switches
Canadian Carbon Co., Ltd., Toronto

Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Block Tin Pipe
Canada Metal Co., Ltd., Toronto

Block Planes
National Machinery & Supply Co., Hamilton

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt

Boiler Compound
Prairie City Oil Co., Winnipeg

Boilers
Pease Foundry Co., Ltd., Toronto

Boiler Taps
Wells Bros. of Canada, Galt

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal
Pomeroy & Smith, New York
The Stanley Works, New Britain, Conn.

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Blow-off Valves
Jenkins Bros., Ltd., Montreal

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Toronto Lock Co., Toronto.

Brass Rods
A. C. Leslie & Co., Ltd., Montreal

Brass Sheets
A. C. Leslie & Co., Ltd., Montreal

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus

Builders' Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg

Butter Boxes
Walter Woods & Co., Hamilton

Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Bradley Shelf Brackets
Atlas Mfg. Co., New Haven, Conn.

Bradley Metal Clasp C & H Hooks
Atlas Mfg. Co., New Haven, Conn.

Bumpers for Automobiles
Hyslop Bros., Toronto

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.

Bread Boards
Stratford Mfg. Co., Stratford, Ont.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Britannia Metal
Canada Metal Co., Ltd., Toronto

Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.

Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Waller Belyea, Winnipeg

Buckles
Parmenter & Bulloch, Gananoque

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
Toronto Lock Co., Toronto.
The Stanley Works, New Britain, Conn.

Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio

Buzzers
Spielmann Agencies Ltd., Montreal

Bells
Northern Electric Co., Ltd., Montreal

Belt Fasteners
Dominion Belting Co., Hamilton

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cast Hardware
Canada Foundries & Forgings, Brockville

Cast Iron Holloware
Canada Foundries & Forgings, Brockville

Casters, Bed
Canada Foundries & Forgings, Brockville

Cans
A. R. Whittall Can Co., Ltd., Montreal

Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg

Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casement Operations (Rixon)
Toronto Lock Co., Toronto.

Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto

Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg

Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.

Calks
D. Ackland & Son, Winnipeg

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Canning Machines
Louis McLain Co., Ltd., Winnipeg

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford

Camp Stoves
National Stamping & Electric Works, Chicago

Casseroles
Louis McLain Co., Ltd., Winnipeg

Casement Holders
Toronto Lock Mfg. Co., Toronto

Casement Operator
Toronto Lock Mfg. Co., Toronto

Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.

Came Lead
Canada Metal Co., Ltd., Toronto

Canoe Headlights
Canada Carbon Co., Ltd., Toronto

Canvas Belting
Plewes Ltd., Winnipeg

Cable Carriers
Gype Hazard Store Service Co., Toronto

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Cement Coating
G. F. Stephens & Co., Winnipeg

Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto

Centre Reamers
Wells Bros. of Canada, Galt

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Centre Punches
Stanley Rule & Level Co., New Britain, Conn.

Cement
Waller Belyea, Winnipeg

Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

SELL

EVEREADY DAYLO LAMPS

For High Efficiency, Strong Light and Durability

No. 4702.

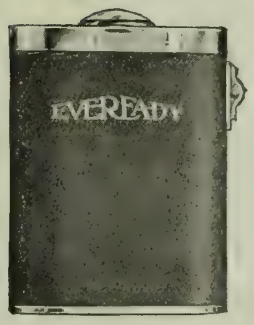
No. 2683—Black Finish.
No. 2684—N.P. Finish.

No. 2638
Size 1½" x 6½".

No. 2619
Size 1½" x 8½".

No. 2624
Size 1½" x 6½".

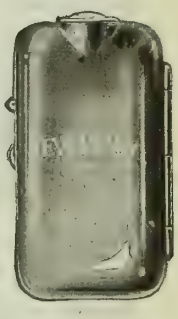
No. 1991



No. 6909

No. 6961

No. 6992



No. 6991

Miniature
Mazda
Lamps

Guaranteed
Ever-ready Daylo
Tungsten
Batteries

No. 2675

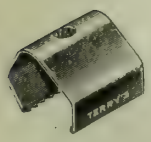
Wholesale Distributors:

CAVERHILL, LEARMONT & CO.

MONTREAL

CLASSIFIED LIST OF ADVERTISEMENTS

Chains
B. J. Coghlin & Co., Montreal
Chain Dies
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Conch Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Crate Openers
Bridgeport Hardware Co., Bridgeport, Conn.
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton



TERRY

FOR

SPRINGS and PRESSWORK

—with 60 scientifically organized departments—over 1,000 skilled workers—and 60 years' specialized experience—we are able to meet needs of any manufacturer or consumer.

Why not send prints, or samples and give quantities — and get our prices?

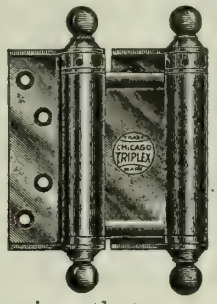
The
SPRING & PRESSWORK
SPECIALISTS
REDDITCH, England
Established 1855-an British

TRADE
CHICAGO
MARK

SPRING HINGES

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

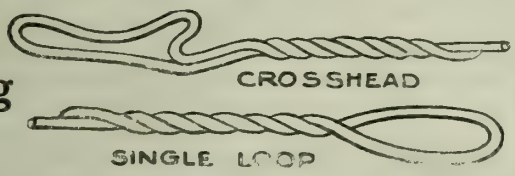
Send for Catalogue M. 32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK **NEW YORK**

Wire Bale Ties

and Bailing Wire



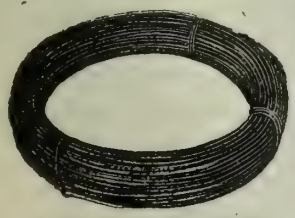
Quick Delivery

Your customers need Wire Bale Ties and Baling Wire in large quantities for the big hay crop this season.
LARGEST STOCK IN CANADA. BEST QUALITY AND BEST PRICE.
Wire Nails, Staples, Fine Wire. Wire drawn to order.

Specialists in this Line.

The Laidlaw Bale-Tie Co.

Limited
Hamilton - Canada



A. T. Diggins, Stair Bldg., Toronto, Ont.
Harry F. Moulden, Winnipeg, Man.
H. E. O. Bull, Montreal, Que.
Geo. W. Laidlaw, Vancouver, B.C.
London, Eng.: M. Bryan, 24 Aldgate

SAMUELS' "CANADA" Dustless ASH SIFTER

Probable Coal Shortage Makes it Big Seller

Consumers are heeding the Government request to economize in the use of coal. The result is a big demand for the **SAMUELS' ASH SIFTER.**

It will recover 1/10 of fuel ordinarily wasted.

Nothing to equal it. See your jobber about it quick.

J. SAMUELS
275 Queen St. W.
Toronto, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock

Dumb Waiters
Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
McDonald Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Electric Vacuum Cleaners
McDonald & Wilson, Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Eave Trough
Toronto Lock Co., Toronto.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto

Explosives
Dupont Powder Co., Wilmington, Del.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto

Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

Figured Glass
Consolidated Plate Glass Co., Toronto

Fittings
Pease Foundry Co., Ltd., Toronto

Fittings, Wire Door
Toronto Lock Co., Toronto.

Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Filters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Flue Liners
Toronto Pottery Co., Ltd., Toronto

Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford

Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

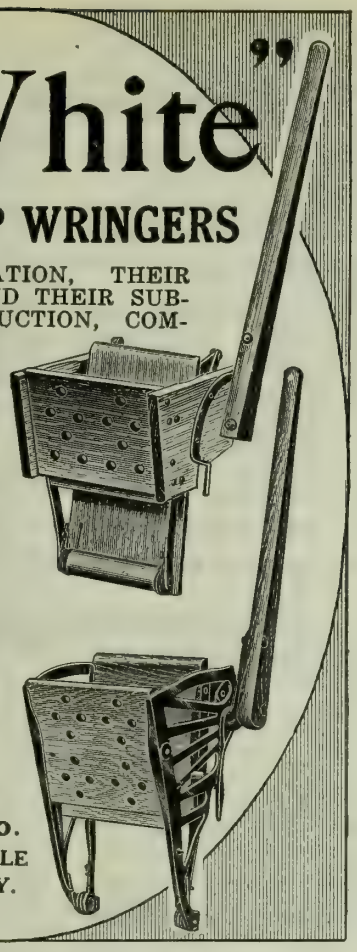
"White"

MOP WRINGERS

EASE OF OPERATION, THEIR GREAT UTILITY AND THEIR SUBSTANTIAL CONSTRUCTION, COMBINED WITH THEIR PRICE, MAKES THE WHITE MOP WRINGER A RAPID SELLER.

Made of malleable iron and the best of hard woods — Maple or Birch. Fits any kind of pail and wrings the mop thoroughly.

It has more than one use —often used for fruit and vegetable presses and works perfectly. The advent of the White Mop Wringer proved a boon to the housewife—it sells itself and is a good profit-maker.



White Mop Wringer Co.
FULTONVILLE
N.Y.

Twines and Wrapping Paper

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

Arctic Metal

QUALITY

should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.
HAMILTON, ONT.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

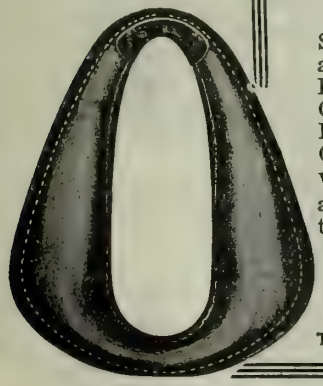
Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

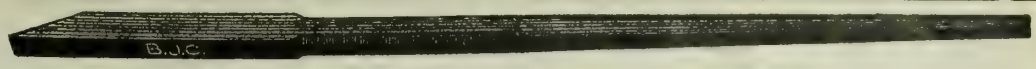
Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanizing
Toronto Lock Co., Toronto.
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto
Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Buck Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto
Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpeek Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Grates, Coal
Toronto Lock Co., Toronto.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.
Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hinges, Rixon Checking
Toronto Lock Co., Toronto.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED Manufacturers of all kinds of Building Paper, Pitch and Coal Tar **MONTREAL**

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright, annealed, oiled and annealed.

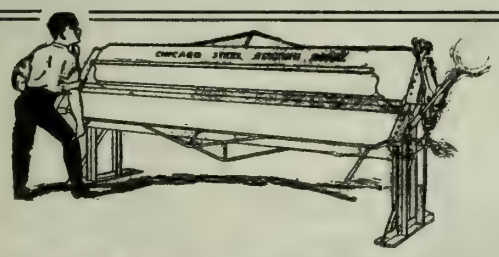
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.

FENCE STAPLES—WIRE NAILS—WOOD SCREWS

PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

Standard Tube & Fence Co., Ltd.

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes 3/8" to 2", 14 to 20 Gauge.

Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.

WOODSTOCK ONTARIO

CLASSIFIED LISTS OF ADVERTISEMENTS

Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton
Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Settees
Beauchamp, J. E., Montreal
Lawn Mowers
Canada Foundries & Forgings, Brockville
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Toronto Lock Co., Toronto.
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Nutting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Lath
American Rolling Mill Co., Middletown, Ohio
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg

Yes! it does pay to sell "DELTA" FILES

Dealers find that the co-operation we give them makes files sales easy and helps to bring new business to their stores.

DELTA FILES once sold to a customer establish a permanent good-will—the Extra Durability and Lasting Cutting Edge of these files prove of great advantage to the user, cutting down file expenses.

The dealer who sells his customers *Delta Files* establishes a good-will toward his store that brings the customer back for other articles. Thus do these files help to establish pleasing relationship between the dealer and his customers.

Let us send you full particulars of our agency proposition and our co-operative helps.

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S. Howland, Sons & Co., Toronto;
Starke, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax;
Merrick-Anderson Co., Winnipeg.

ALL LEADING JOBBERS

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba—Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

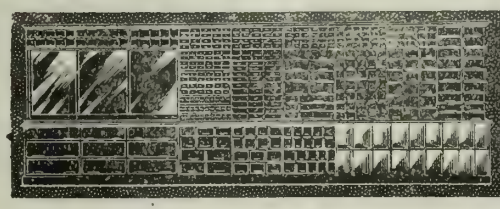
SHARRATT & NEWTH'S

GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal

Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

The quality of our goods is top-notch. Prices right.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LISTS OF ADVERTISEMENTS

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg

Monel Metal
International Nickle Co., New York

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Linc, Hansen & Kimball, Moose Jaw, Sask.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Northern Electric Co., Montreal

Motor Generators
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Gananoque

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Oil Stains
A. Ramsay & Son Co., Montreal

Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil, Furniture
Prairie City Oil Co., Winnipeg

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

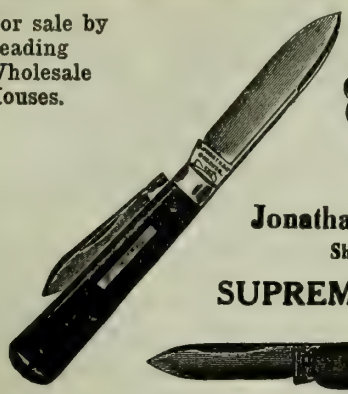
Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Ltd., Halfax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

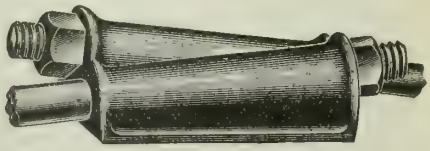
THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN
ENGLAND and AMERICA
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.
THE L. MARTIN CO.
New York, Montreal, Philadelphia, London, Eng.

Acme Waste Mfg. Co.
Manufacturers of all kinds wiping, polishing and packing waste.
Samples and Prices on Request
GRANATSTEIN & SONS
482 Wellington Street, West Tel. Adelaide 1892
TORONTO
5 Queen Street Tel. Main 4308
MONTREAL

JOSEPH RODGERS & SONS LIMITED
SHEFFIELD, ENG.
Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.
REGISTERED TRADE MARK
GRANTED 1682.
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Look for the full name
Russell Jennings
stamped on the round of our
Auger Bits
The original double twist auger bit, patented by Mr. Russell Jennings in 1855
Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

MALLEABLE IRON LUGS
SILOS
TANKS
PIPE
LINES
KILNS, etc.



Variety of patterns for round and flat bands all sizes.
Silo Wrenches Washers
Otterville Mfg. Co., Limited
Otterville, Ontario

CLASSIFIED LIST OF ADVERTISEMENTS

The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin
Canada Metal Co., Ltd., Toronto

Phospher Copper
Canada Metal Co., Ltd., Toronto

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

Pipe Covering
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe System
Powerlight Co., Winnipeg

Pipe Vises
National Machinery & Supply Co., Hamilton

Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Plaster of Paris
Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Bridgeport Hardware Co., Bridgeport, Conn.

Powder
Dominion Cartridge Co., Ltd., Montreal

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal.

Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Portable Baskets
Toronto Lock Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

Powder, Smokeless
Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Pottery
Toronto Pottery Co., Ltd., Toronto

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
Dominion Cartridge Co., Ltd., Montreal

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

Pump Jacks
Beatty Bros., Fergus, Ont.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Plate Glass
G. F. Stephens & Co., Winnipeg

Pump Valves
Jenkins Bros., Ltd., Montreal

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges
Canada Stove & Foundry Co., Ltd., Montreal

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co. Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

OWL BABBITT METALS

We broke in on one dealer after hard work. At first he didn't want to handle babbitt metal. Now he sells $100 a month. The profit each month pays half his rent. What about you?

OWL METAL CO. - WINNIPEG

J. H. MORIN & CO.
54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOWRY MOTOR VARNISHES

DITZLERS COLORS

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc

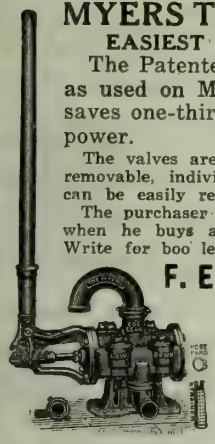
Wellington Mills, London, England

MYERS TANK PUMPS
EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for boo let.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings, Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The Cost of Selling

SCARCELY necessary, is it? to protest that you must spend some money, much or little, to keep yourself and your merchandise known to your customers and should-be customers.

This you admit, but—DO YOU FOLLOW CLOSE UP THE LEAD OF YOUR CONVICTION?

Are you spending the money?

Let's look at the cost of close-up work in

The FARMER'S MAGAZINE

A half-page 12 times will cost you $367.20 ($30.60 per insertion). A full page, $714.00 ($59.60 per insertion).

Not a heavy annual cost to canvass the choicest class of farmers in this country—farm homes of greatest prosperity, progressiveness and capacity.

But—are you keeping a salesman always on the job?

You should—and can, at so low a price.

Write in about it.

Hickory Handle Specialists

Quality, Shape and Finish
UNEXCELLED

They Look Well, Sell Well and Last Well

Write for latest prices, etc.

St. Mary's Wood Specialty Co., Ltd.
St. Mary's, Ontario, Canada

Sold in Packages *Good Profits*

Sell "Brantford" ALL AROUND

GLUE

Build up a reputation in your community as a dealer in the best glue.

¼, ½, 1-lb. packages.

Canada Glue Co., Ltd. Brantford, Ontario

KINDLY MENTION THIS PAPER WHEN WRITING ADVERTISERS

CLASSIFIED LIST OF ADVERTISEMENTS

Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
Northern Electric Co., Montreal

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.

Spark Coils
Canadian Carbon Co., Ltd., Hamilton

Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.

Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.

Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.

Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

Stable Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville
Toronto Lock Co., Toronto.

Store Ladders
Allith Mfg. Co., Ltd., Hamilton

Steam Cookers
Louis McLain Co., Ltd., Winnipeg

Storage Batteries
Canadian National Carbon Co., Toronto

Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zred Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Geo. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils
Hamilton Stamp & Stencil Co., Hamilton

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Square
Stanley Rule & Level Co., New Britain, Conn.

Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Williamms Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stains, Oil, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co. Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd. Montreal
Spielman Agencies Ltd., Montreal

Stains, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co. Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd, Montreal

Stitched Cotton Duck Belting
Dominion Belting Co., Ltd., Hamilton

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Battery
Canadian Carbon Co., Ltd., Hamilton

Swivel Base Vises
National Machinery & Supply Co., Hamilton

Tables
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps and Dies
Wells Bros. Co. of Canada, Galt

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tanks
Beatty Bros., Ltd., Fergus
National Equipment Co., Toronto
Pease Foundry Co., Toronto
Wheeler & Bain, Toronto

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Bell
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Wrought Iron Range Co, Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Thimbles, Builders'
Collins Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Tiles, Roofing Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tiling, Walls and Floors
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinstock
Pease Foundry Co., Ltd., Montreal

Tin Plates
A. C. Leslie & Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg

Tinsmiths' Snips
Bridgeport Hardware Co., Bridgeport, Conn.
J. Wiss & Son, New York

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tire Chains
Canadian Fairbanks-Morse Co., Ltd., Montreal
Hyslop Bros., Toronto

Tire Holders
Hyslop Bros., Toronto

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto

Toasters, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Toboggans
J. E. Beauchamp, Montreal

Tools
Buck Bros., Milbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Northern Electric Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio

Tools, Harvest
F. E. Myers & Bro., Ashland, O.

Toys
J. E. Beauchamp & Co., Montreal

Toy Drums
Soun Bros., Toronto

Tool Kits
Canadian Fairbanks-Morse Co., Ltd., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg

Tools, Carpenters'
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Tower Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps and Bends (Lead)
Canada Metal Co., Ltd., Toronto

Trucks
John Watson Mfg. Co., Winnipeg

Truck, Barn door
Allith Mfg. Co., Ltd., Hamilton
Beaaty Bros., Fergus, Ont.
Beatty Bros., Fergus, Ont.
National Machinery & Supply Co., Hamilton

Track Systems
Beatty Bros., Fergus, Ont.

Transom Operator, Concealed
Toronto Lock Mfg. Co., Toronto

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg., Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

TRADE MARKS

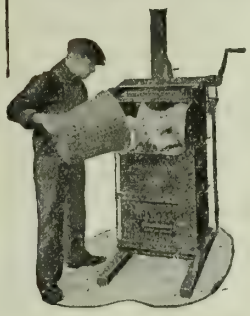
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Waste Paper Balers

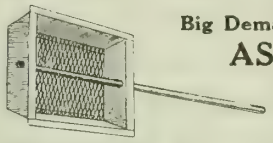


"GLIMAX"
ALL STEEL

Turn your waste paper into money. 12 sizes. $25.00 up.

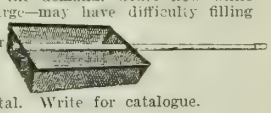
Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.



Big Demand for
ASH Sifters

Everybody's going to sift ashes this winter because of high price of coal. You need to be well stocked to meet the demand. Order now while the supply is large—may have difficulty filling orders later.



Headquarters for all kinds of ash-sifters — wooden ends with metal sides, or all metal. Write for catalogue.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada.

THE BEST TRADE
Sell The Best Made.
ADDRESS
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

BATH ROOM FITTINGS

AUTO ACCESSORIES

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

TRADE **SAWYER** MARK
Registered
STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Strong, Serviceable Trucks of all Kinds

Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg

TWEED
SANITARY ODORLESS CLOSET

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd.,
145 St. James Street, Tweed, Ont.

Make Your Own Paper Money

Paper you are burning or throwing away is worth money when baled. Left laying around, it is a nuisance and a danger. It can be turned into dollars with a

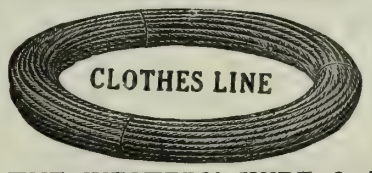
Perfected PAPER Baler

Strongest, simplest, most efficient and easiest to operate—Full particulars from SPIELMANN AGENCIES RGD
45 St. Alexander St., Montreal.

WRITE TO-DAY

HARDWARE CLERKS make good agents for
STEVENSION SIGNS AND SHOWCARDS
STEVENSON BLDG., TORONTO

KINDLY MENTION THIS PAPER WHEN WRITING TO ADVERTISERS.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made.

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

CLASSIFIED LIST OF ADVERTISENENTS

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.

Trucks, Hand and Platform
Jno. Watson Mfg. Co., Ltd., Winnipeg
London Foundry Co., Ltd., London, Ont.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands
Stratford Mfg. Co., Stratford, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twist Drills
Pratt & Whitney Co., Ltd., Dundas, Ont.

Twines
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Walter Woods & Co., Hamilton

Vises, Household
National Machinery & Supply Co., Hamilton

Valve Discs
Gutta Percha & Rubber, Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Valves, Brass, Iron and Cast Steel
Jenkins Bros., Ltd., Montreal

Valve Boxes
Jenkins Bros., Ltd., Montreal

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto

Valleys
Wheeler & Bain, Toronto

Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Ventilating Apparatus
Toronto Lock Co., Toronto.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Wagons for Children
Woodstock Wagon & Mfg. Co., Woodstock

Washers
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Washing Machines, Hand
Louis McLain Co., Ltd., Winnipeg

Water Systems
National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

Washing Machines, Electric and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Prairie City Oil Co., Winnipeg
Scythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wash Boilers
Soren Bros., Toronto

Wash Tubs
Soren Bros., Toronto

Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg

Whitewash Outfits
Collins Mfg. Co., Toronto

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wheelbarrows
London Foundry Co., Ltd., London, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

Wall Coping
Toronto Pottery Co., Ltd., Toronto

Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John

White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
G. F. Stephens, Winnipeg, Man.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Window Glass
Canada Foundries & Forgings, Brockville
G. F. Stephens, Winnipeg, Man.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Fence Stretchers
Canadian Steel & Wire Co., Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton

Wire Staples
Canadian Steel & Wire Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Co., Ltd., Hamilton

Wire Signs
B. Greening Wire Co., Ltd., Hamilton

Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago. Ill.

Wooden Cold Air Gratings
Pease Foundry Co., Ltd., Toronto

Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal

Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt

Wrenches, Basin
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Chain
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Monkey
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrenches, Pipe Trims
Trimont Mfg. Co. Roxbury (Boston), Mass.

Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg

Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal

Zinc, White
G. F. Stephens & Co., Winnipeg

ELECTRICAL SUPPLIES

MAZDA

LAMPS

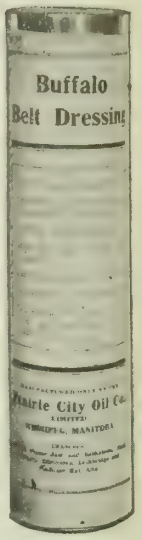
SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED
TORONTO CANADA

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited
WINNIPEG, MANITOBA

Demand *for* Plate Glass Grows

Good opportunity for Hardware dealers to work up new line of business.

As a covering for dining, parlor and bedroom tables, dressers and other furniture, plate glass tops are being found to give the height of satisfactory service.

Plate glass is easy to keep clean, adds to the appearance and gives the best of protection to the housewife's finest furniture.

Plate glass over a covering of chintz is very artistic—demonstrate it in your store, bring it to the attention of your women customers, and a demand for plate glass tops will surely follow.

Advertise the possibilities of plate glass—attractively illustrated cards to hang in your store window upon request.

Write for display cards and estimates.

EXCELSIOR PLATE GLASS CO.
Glass Importers and Mirror Manufacturers
189 QUEEN STREET EAST, TORONTO

Lawn Mower Orders Placed Before Dec. 31st

Despite the unsettled condition of the steel and iron markets we are confident of being able to deliver by April, 1918, all orders for Taylor-Forbes Mowers booked before December 31st. We urge dealers to book their orders as early as possible and thus assist us in overcoming as far as possible the present abnormal conditions. If your jobber cannot quote on T-F Mowers, write us direct.

The Largest Manufacturers of Hardware in Canada.

TAYLOR-FORBES COMPANY Limited GUELPH, CANADA

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Ackland, D., & Sons 93
Acme Waste Mfg. Co..... 107
Adamson Mfg. Co. 22
American Pad & Textile Co... 42
American Eveready Co. 33
American Shearer Co. 4
Aske Voltage Regulator Co.... 31
Atlas Metal & Alloys Co. of Canada, Ltd. 41
Atkins, E. C. 116

Barnett, G. & H., Co. 91
Barton Netting Co., Ltd., The. 44
Beatty Bros. 1
Belleville Lock Co. 42
Benjamin Electric Co. 36
Berry Bros. 77
Boeckh Bros. 73
Bowser, S. F., & Co., Inc..... 24
Brandram-Henderson Co. 75
Bridgeport Hardware Co. 77
Brown, Boggs 40
Buck Bros. 16
Burlington Windsor Blanket Co. 42

Cameron & Campbell 105
Canada Foundries & Forg. Co. 12
Canada Glue Co. 109
Canada Metal Co. 83
Canada Steel Goods Co. 6
Canadian Carbon Co. 25
Can. Consolidated Rubber Co.. 46
Can. Fairbanks-Morse Co. 20
Canadian Lamp & Stamping Co. 19
Canadian Wm. A. Rogers Co.. 45
Canadian Tube & Iron Co..... 103
Canadian Tungsten Lamp Co.. 111
Canadian Warren Axe & Tool. 6
Canadian Winkley Co. 27
Cane, Wm., & Son 42
Cannon Oiler Co. 32
Cartwright, C. C. 32
Caverhill, Learmont 97
Chatillon & Sons, John 44
Chicago Flexible Shaft 11
Chicago Spring Butt Co. 99
Climax Baler Co. 111
Coghlin, B. J., Co., Ltd..... 103

Collette Mfg. Co. 44
Collins Mfg. Co. 111
Colts Patent Fire Arms Co.... 26
Consumers' Cordage Co. 13
Crookes, Jonathan 107
Cummer-Dowswell, Ltd. 16

Davidson, Thos. 4
Delta File Works 105
Dominion Cartridge Co. 17
Dominion Iron & Steel..... 14
Dominion Sheet Metal Co. .... Front cover
Dougall Varnish Co., Ltd., The. 91
DuPont de Nemours, E. I., & Co. 28

Excelsior Plate Glass Co..... 113

Factory Products 113
Francis-Rand Co. 30

Gipe-Hazard Mfg. Co. 107
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Carhartt Co. 37
Hamilton Stamp & Stencil Works, Ltd. 111
Harrington & Richardson Arms Co. 26
Howard-Vaughan Co. 32
Hoyt Metal Co. 114
Hutton, Jas. 107
Hyfield Mfg. Co. 32
Hygienic Products 43
Hyslop Bros. 22, 27

Imperial Oil Co. 35
International Nickel Co., The.. 105
Interstate Electric Co. 39
Iver Johnson Arms & Cycle Wks. 25

James Bros. 111
Jamieson & Co., R. C. 73
Jenkins Bros., Ltd. 14
Jewell Electric Co. 32

Kinzinger, Bruce & Co., Ltd.31, 111

Laidlaw Bale Tie Co. 99
Lamplough, F. W., & Co..... 111
Landers, Frary & Clark..... 2

Lane, Will B. 24
Leslie, A. C. 48
Lewis Bros., Ltd. 3
Line, Hansen & Kimball..... 28
London Bolt & Hinge Works... 107
London Foundry Co. 40
London Rolling Mills Co. 105
Lufkin Rule Co...Inside back cover

MacLean's Magazine 80
Manitoba Bridge & Iron Works 93
Marble Arms Co. 24
Martin-Senour Co. 95
Martin, The L., Co. 107
McArthur, Irwin, Ltd. 89
McComb, J. H. 103
McDougall, R., Co. 44
Meakins & Sons 87
Metal Specialties Mfg. Co..... 27
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd. 87
Morin, J. H. 109
Morrison, James, Brass Co.... 8
Myers, F. E., & Bros..... 109

National Electric Heating Co.. 38
National Hardware Co. 111
Newman, Wm., & Sons..... 15
Nicholson File Co. 10
Northern Bolt, Screw & Wire Co., Ltd. 39
Northern Electric Co. 21
Nova Scotia Steel & Coal Co.. 109

Oakey, John, & Sons 109
Ottawa Paint Works 81
Otterville Mfg. Co. 107
Owl Metal Co., Ltd. 109

Parmenter, Bulloch Co., The... 111
Penn, A. C. 43
Pink, Thos., & Co.Inside back cover
Plewes, Ltd. 111
Plymouth Cordage Co. 7
Port Hope File Mfg. Co. 48
Powerlight Co. 116
Prairie City Oil Co. 113
Pratt-Lambert, Inc. 85
Progressive Mfg. Co. 103

Ramsay, A., & Son..... 83
Renfrew Machinery Co. 40
Rice Lewis & Son 78
Russell-Jennings Co. 107

Samuels, J. 99
Sharratt & Newth 105
Sherwin-Williams Co. 79
Simms, T. S., Co. 10
Simonds (Canada) Saw Works. 8
Sphinx Mfg. Co. 28
Spielman Agencies 32, 111
Standard Tube & Fence Co.... 103
Stanley Rule & Level Co. 43
Stanley Works ..Inside front cover
St. Mary's Wood Specialty Co. 109
Star Mfg. Co. 32
Starrett, L. S., & Co..... 5
Steel Bending Brake Works.... 103
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine 111
Stevenson, W. H. 111
Stevens-Hepner 39
Still Mfg. Co., J. H. 39
Stop Glare Co., The 29

Tallman Brass & Metal Co.... 101
Taylor-Forbes Mfg. Co. 113
Terry, Herbert, & Sons..... 99
Thompson, B. & S. H..... 48
Tire Import Co. 23
Toronto Plate Glass Importing Co. 91
Townsend, S. P. 31
Trees, Samuel, & Co. 101
Trimont Mfg. Co. 15

Ward & Payne 12
Watson, John, Mfg. Co. 111
Western Clock Co. 18
Wheeler & Bain 109
White Mop Wringer Mfg. Co.. 101
Whitman & Barnes 16
Wilckes-Martin-Wilckes Co. ... 111
Wilkinson & Kompass 32
Williams Bros. & Piggott..... 39
Woods, Walter, & Co..... 101
Wrought Iron Range 41
Wrought Washer Co. 101

HOYT METALS

MEMO

SEPT. 22nd.

for your Babbitt Metal file

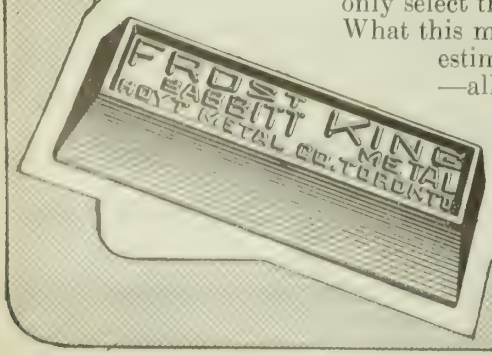
Selecting Raw Materials

Of paramount importance in the manufacture of metal alloys is the selection of the raw materials used.

This has always been a Hoyt strong point.

Our splendid buying connections gives us the world to select from and enables us to not only select the best, but to get the best possible price.

What this means to you as a user or seller of Hoyt metals cannot be over-estimated. It means, to say the least—right goods at right prices—alloys that stand the test.



HOYT METAL CO., Toronto

NEW YORK, N.Y. LONDON, ENG. ST. LOUIS, MO.

Wanted

SITUATIONS VACANT

WANTED.—RETAIL HARDWARE SALESMEN with 5 or more years' experience. Apply to Mills Hardware Co., Hamilton, giving age, salary and experience.

FOR SALE

FOR SALE—NEARLY NEW SET TINSMITHS' tools. Frank Kell, Port Rowan, Ont.

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

A FOUR-THOUSAND-DOLLAR WELL ASsorted stock of general hardware to be sold by tender; a bargain for quick sale. I. J. Shaw, Guelph, Ont.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

ONE FIVE AND ONE TEN-BARREL BOWSER gasoline tank and pump, in A1 condition; one fifty and two hundred dollars respectively, f.o.b. Toronto. Noden's Hardware, West Toronto.

SIX THOUSAND DOLLAR HARDWARE stock, in western town. Property for sale or rent. Investigate this splendid opportunity. Must sell quick owing to health. Box 489, Hardware and Metal.

STEEL BARS FOR SALE—250 TONS 1⅝ x ⅝, mill lengths, carbon .55/.70, all guaranteed first class material passed by Government inspection and of best forging quality. Inquire Canadian Billings & Spencer, Limited, Welland, Ont.

STORAGE TANK FOR SALE

LENGTH 16', DIAMETER 4', CAPACITY 1204 Imperial gallons. Made of ¼" boiler plate, in first class condition. E. S. Hubbell & Sons, Thamesville, Ont.

WELL ESTABLISHED HARDWARE BUSIness, choice residential section Toronto, for sale owing to ill health of proprietor. Will require at least three thousand cash payment, with security for balance. Box 491, Hardware and Metal.

OVERSTOCKED IN GUNS

WE HAVE AN OVERSTOCK OF THE FOLlowing guns which we can offer at very attractive prices.

No. 1—12-gauge L.P.G., D.B. Guns—30" barrel.
No. 1—28-gauge L.P.G., D.B. Guns—28" barrel
No. 1½—12-gauge L.P.G., D.B. Guns—30" bbl.
No. 2—12-gauge L.P.G., D.B. Guns—30" barrel.
No. 5¾—12-gauge L.P.G., D.B. Guns—30" bbl.
No. 10—44-gauge L.P.G., D.B. Guns—26" barrel.

If interested write us for prices.

THE TOURTELLOT HARDWARE CO., LIMITED
Port Arthur, Ont.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

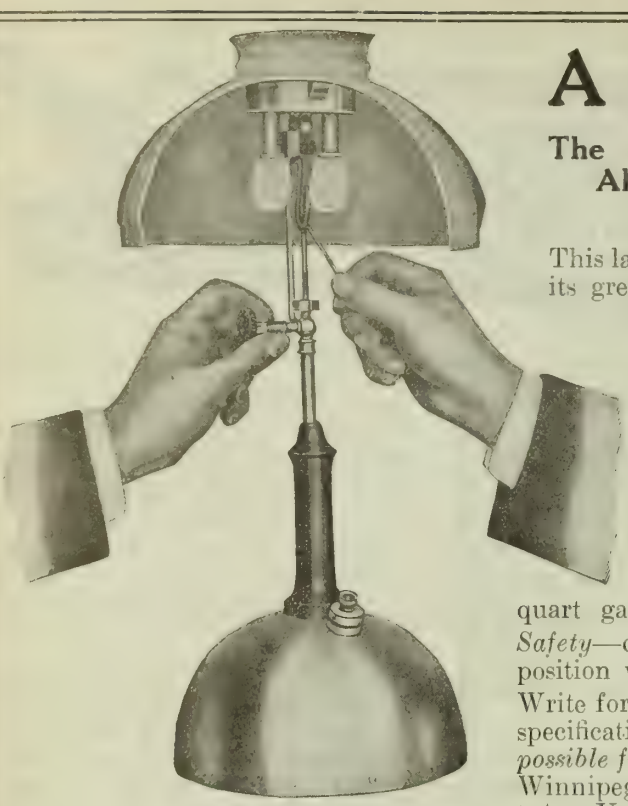
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

This lamp will sell quickly because of its great convenience and economy.

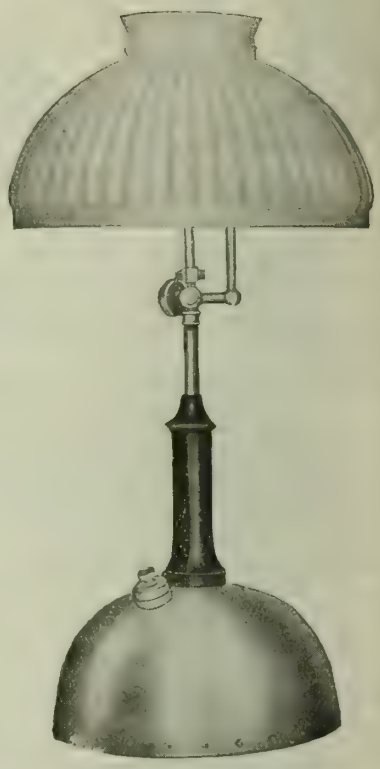
Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

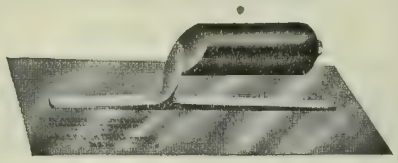
Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

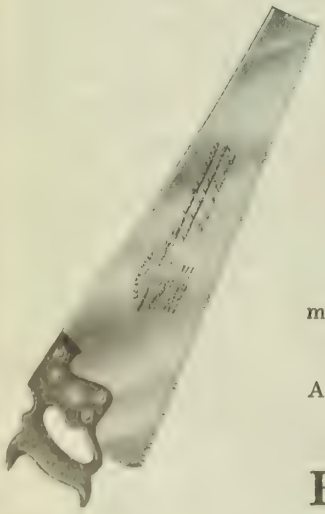
POWERLIGHT CO., 52 Gertie Street, Winnipeg

Material, Workmanship and Complete Satisfaction guaranteed.



A line backed by over sixty years' experience.

ATKINS



STERLING STEEL
Hand Saws and Trowels

A portion of the Atkins line. Made specially for the best mechanics and admirers of fine tools.

They satisfy in every respect and command a higher profit.

Sterling Steel and Atkins Sales co-operation cause a demand. Are you ready to meet it?

Ask for co-operation proposition "H. M."

E. C. ATKINS & CO., INC.

Sterling Steel Saws and Tools—Made in Canada

Factory: HAMILTON, ONT. VANCOUVER BRANCH: 109 Powell St.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

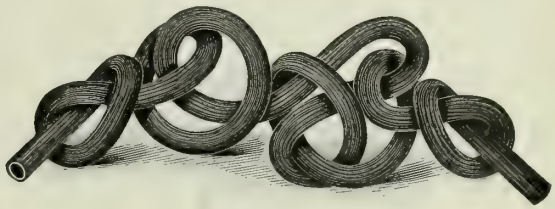
PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

"Multiped"

The Garden Hose That Doesn't Kink

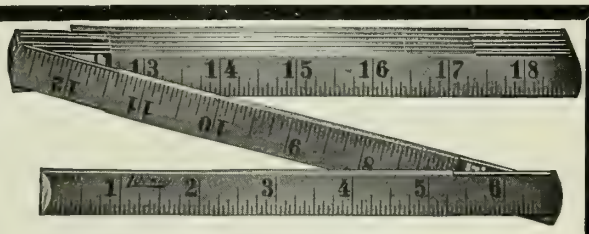


A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver

LUFKIN Spring Joint Wood Rules

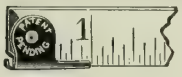


MADE IN CANADA

The Best Rules

The Quickest Service

OPEN



CLOSED

Ask about our New Folding Hook Attachment on such rules.

Measuring Tapes and Rules of all kinds.

SEND FOR CATALO GUE

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Stocked by the Jobbers

TINKER TOM'S TALKS.

Talk Number One Hundred and Sixteen

Now is the time to push the repairs trade before Fall weather sets in Let the people of your town know that you do good work and use Canadian-made Galvanized sheets—you'll get the preference.

TINKER TOM.

Look for Talk No. 117 next week.

DOMINION SHEET METAL CO., Limited

HAMILTON, CANADA

HAWLEY & NORTON

This illustration shows the No. 1½ Trap in actual size

Canada's Most Popular Game Trap

Forty-eight years of dependable trapping service in every province of the Dominion stand behind Hawley & Norton Game Traps. Built of the same materials and in the same manner as the famous Newhouse Trap, but somewhat lighter on construction.

Furnished in six sizes—Nos. 0, 1, 1½, 2, 3 and 4.

Your jobber can supply you.

ONEIDA COMMUNITY, LIMITED, Niagara Falls, Ontario

HARDWARE AND METAL

Vol. XXIX No. 39 — PUBLISHED EVERY SATURDAY SINCE 1888 — September 29 1917

THE MACLEAN PUBLISHING COMPANY, LIMITED

PUBLICATION OFFICE: TORONTO, CANADA

100% PURE

THE QUALITY NEVER CHANGES

You Get

REAL VALUE

IN EVERY CAN OF

MARTIN-SENOUR

PAINTS AND VARNISHES

MADE IN CANADA — SOLD ON MERIT

MARTIN-SENOUR QUALITY is unsurpassed and our guarantee gives absolute assurance to both the Dealer Agent and his customer of full value for every dollar invested.

The Martin-Senour complete line will meet every requirement of your trade and will spell Bigger and Better Business for you.

Write us for our Dealer Agency Proposition.

The MARTIN-SENOUR Co.

LIMITED

PRODUCERS OF PAINTS AND VARNISHES

MONTREAL

WINNIPEG — TORONTO — HALIFAX

Canadian Tube & Iron Co., Limited

Works: Lachine Canal, Montreal

Manufacturers of

BOLTS AND NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, etc.

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade-mark.
We also manufacture NIPPLES in all sizes—black or galvanized.

Canadian Rolling Mills Co., Limited

Works : Lachine Canal, Montreal

Manufacturers of

BAR IRON AND STEEL (rounds, squares and flats).

TWISTED STEEL BARS FOR REINFORCING.

CANADIAN TUBE & IRON CO., Limited

MONTREAL

Colonial Wire Mfg. Co., Limited

Manufacturers of

SMOOTH STEEL WIRES (Bright annealed, solid and annealed).

TINNED MATTRESS WIRE, BROOM WIRE, FINE WIRE (plain and galvanized).

FENCE STAPLES — WIRE NAILS — WOOD SCREWS.

PUMP RODS (plain and galvanized).

CANADIAN TUBE & IRON CO., Limited

MONTREAL

TRADE MARK

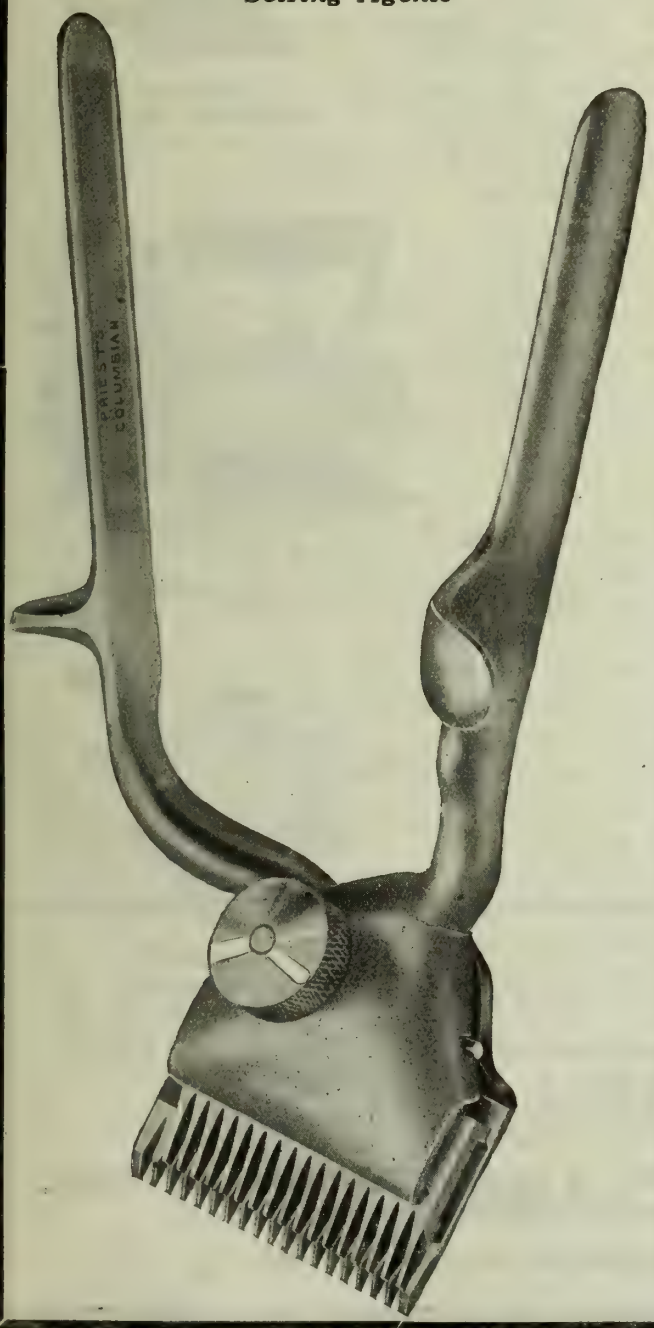
Priest's Toilet Clippers

You will make no mistake in getting acquainted with Priest's Toilet Clippers because you can depend upon them to satisfy your customers.

A. MacFarlane & Co.
Montreal, Canada

Wiebusch & Hilger, Ltd
New York City

Selling Agents



"P.&W. Co." SMALL TOOLS

Taps, Dies, Reamers, Milling Cutters, Drills

Highest Grade Materials—Expert Workmen—Quality absolutely guaranteed.

PRATT & WHITNEY CO., OF CANADA, LTD.

Dundas Ontario Canada

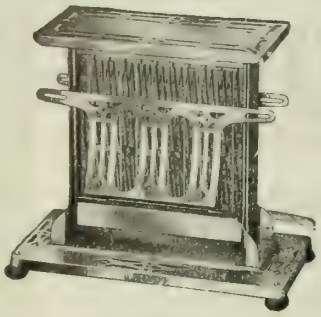
Montreal, 723 Drummond Bldg.; Vancouver, 609 Bank of Ottawa Bldg.; Winnipeg, 1205 McArthur Bldg.

The name Yale on locks and hardware is just as valuable to the dealer as to his customer. It means profitable sales and repeat sales and satisfied buyers.

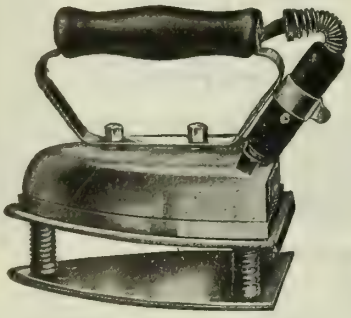
The name "Yale" helps make the sale.

Canadian Yale & Towne Limited, St. Catharines, Ont.

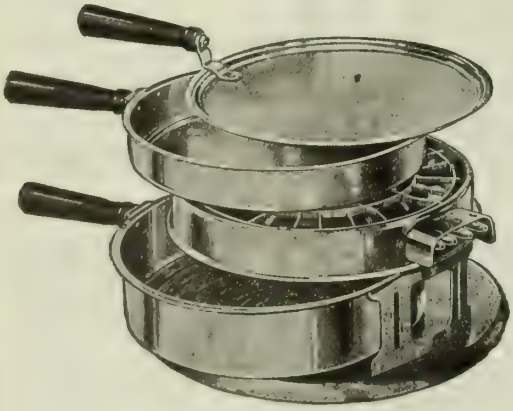
UNIVERSAL
Electric Home Needs



UNIVERSAL
Electric Toaster No. E944.



UNIVERSAL
Electric Iron, No. E9051
With Snap Switch.



UNIVERSAL
Four Heat Electric Grill No. E984.

EVERY Universal product that is sold nets some dealer a good profit. We are forever helping to make this happen often. Help us to help you make more money by pushing Universal Electric Goods.

Let your customers know that you handle the well known Universal Electric Home Needs. Show them the advantage of making coffee the Universal way. Not by boiling, but by pumping—thus securing a delicious aromatic beverage, without the bitter tannin which comes from boiling.

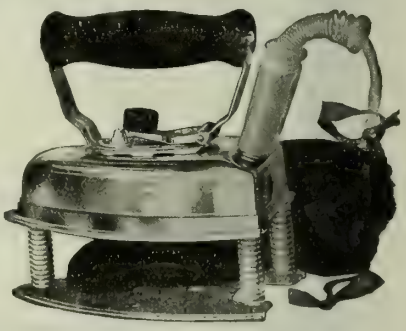
Demonstrate the wonderful Universal Electric Toaster. Connect it up. Toast a slice of bread. Call attention to the evenly browned toast produced.

Impress the fact that with a Universal Electric Iron any woman can materially lessen her housework. One Universal Electric Iron will do the work of a myriad of the old-fashioned type—no danger—no dirt.

Get out a Universal Electric Grill, the acme of an assorted quick meal. It boils, fries, stews and toasts—cooks a whole meal right on the table. Explain this great advantage, show its wonderful construction and clinch sales.

The Universal Electric Chafing Dish will not only prepare an almost endless variety of dishes, but is beautiful in line and design and will add distinction to any dining room.

UNIVERSAL
Electric Coffee Percolator
No. E9637.



UNIVERSAL
Tourist's Electric Iron
No. E9021.

UNIVERSAL
Electric Chafing Dish
No. E9890.

UNIVERSAL

LANDERS, FRARY & CLARK, NEW BRITAIN, CONN., U. S. A.

Canadian Representatives: A. MacFarlane & Company, Montreal

We Strongly Recommend Placing Orders for

SAND PAPER
GARNET PAPER
EMERY CLOTH
EMERY

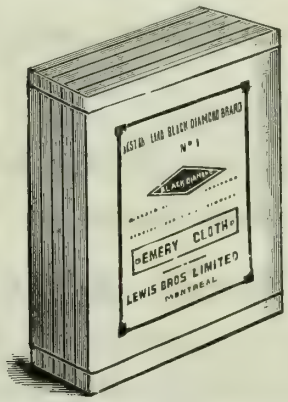
For further particulars please refer to No. 50 Catalogue

Our Stocks are Complete but the Demand is Heavy

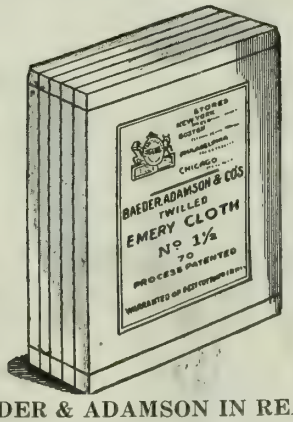
Quick Service Mail Order Department

LEWIS BROS., LIMITED
MONTREAL

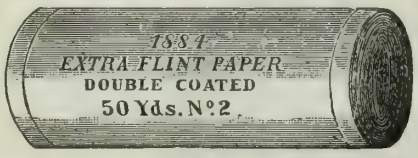
BLACK DIAMOND—IN REAMS
Extra Fine Quality Paper, Glue and Flint
Stocked all grades 00 to 3.



BLACK DIAMOND—IN REAMS
Best Grade Twilled Cloth; Finest Grade Emery Coating
Stocked all grades 00 to 3.



BAEDER & ADAMSON IN REAMS
First Quality, American Made; Fine Quality Twilled Cloth and High Grade Emery Coating.
Stocked all grades Crocus to No. 3



BAEDER & ADAMSON—IN 50 YARD ROLLS
Stocked all grades 00 to 2
24, 30 and 36 inches Wide

If interested, tear out this page and keep with letters to be answered.

UNIFORMITY

USED THE WORLD OVER

SATISFACTION

Atlas Babbitts

MADE IN CANADA

AMACOL ATLAS

TENAXAS TIN-TOUGHENED MASCOT W. E. W. BABBITT

In recommending this line of babbitts to your customers

A WORLD-WIDE REPUTATION FOR UNIFORMITY AND RELIABILITY STANDS BEHIND YOU

PRESSURE AND SPEED DEFIED
Large Stocks

THEY MAKE GOOD EVERYWHERE
Prompt Shipment

Atlas Metal & Alloys Company of Canada, Limited

Office: 49 Common Street, Montreal Works: Riverside Street, Montreal

Davidson's "MARATHON OAK"

A First-Class Heater. Artistic in Appearance.
Quick in Action. Economical on Fuel.

Burns either wood or coal.

Has blued steel body, draw centre grate, deep fire pot, steel base strips.

A low priced stove in great demand

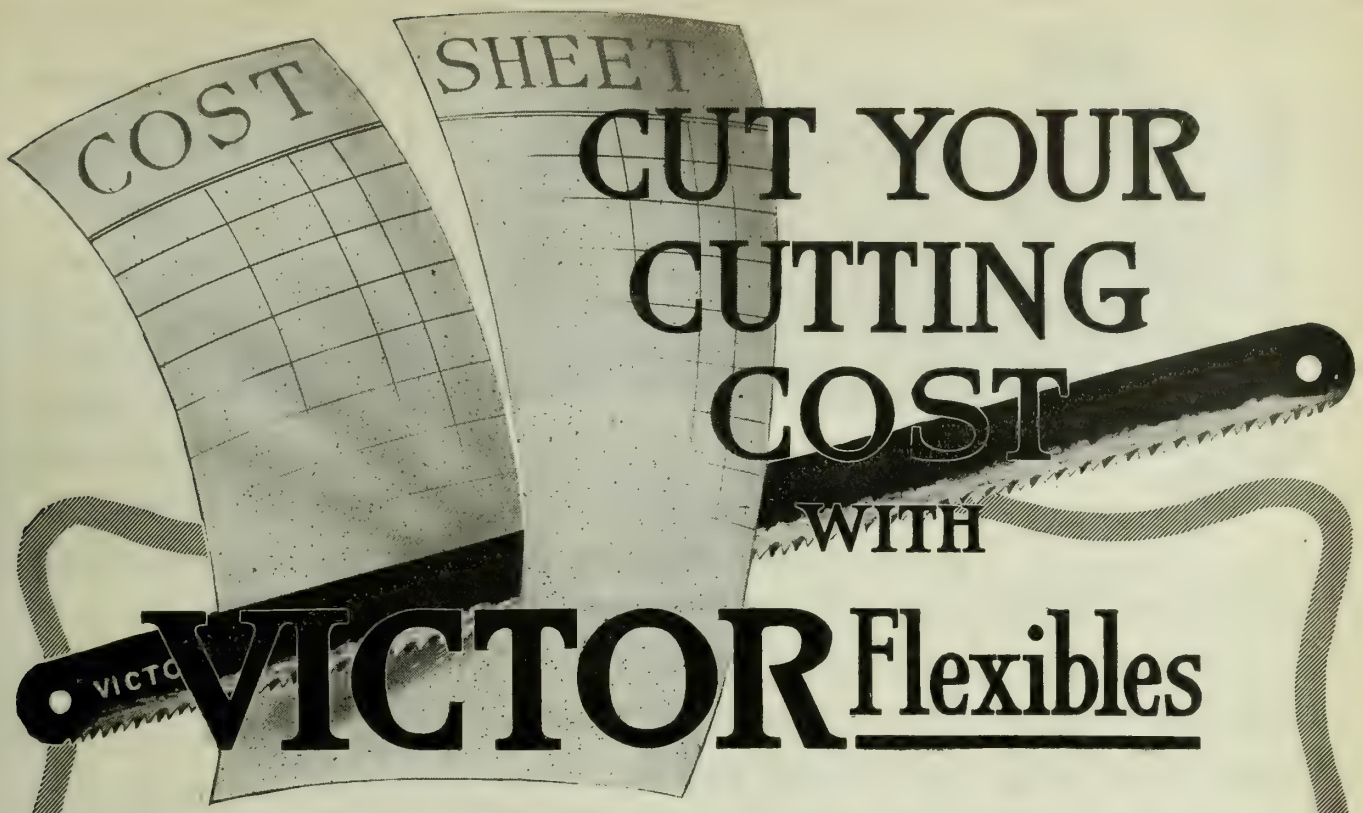
Made in Four Sizes Write for Prices

Nos.	Dia. of Fire Pot.	Height Less Urn.	Weight
811	10 inch	34½	55
813	12 inch	36½	70
815	14 inch	39	85
817	16 inch	41	110

Order Now to Ensure Delivery When Required.

The Thos. Davidson Mfg. Company, Limited

MONTREAL WINNIPEG TORONTO



CUT YOUR CUTTING COST WITH VICTOR Flexibles

The high cost of tools should emphasize more than ever the importance of quality.

The high cost of hack saw blades ought to drive every hand blade user over to the saw that does not break in ordinary hand work.

VICTOR FLEXIBLE HACK SAW BLADES have exactly the same cutting power as the finest All-Hard on the market, and that they cannot be broken in use except by intentional abuse is an undisputable fact—which will represent a saving from twenty-five percent to thirty-three and one-third percent in breakage alone.

Seventy-five percent of the All-Hard blades used in hand frames break before they are worn out. Watch the All-Hard blades in your own shop and see the enormous amount of breakage—then use VICTOR FLEXIBLES and note the economy.

VICTOR SAW WORKS LTD - HAMILTON, CANADA

If any advertisement interests you, tear it out now and place with letters to be answered.

Place Me Where I Can Be Seen

Place this model in a conspicuous place where your customers can roll the door back and forth, then notice the sales-producing effect that it has.

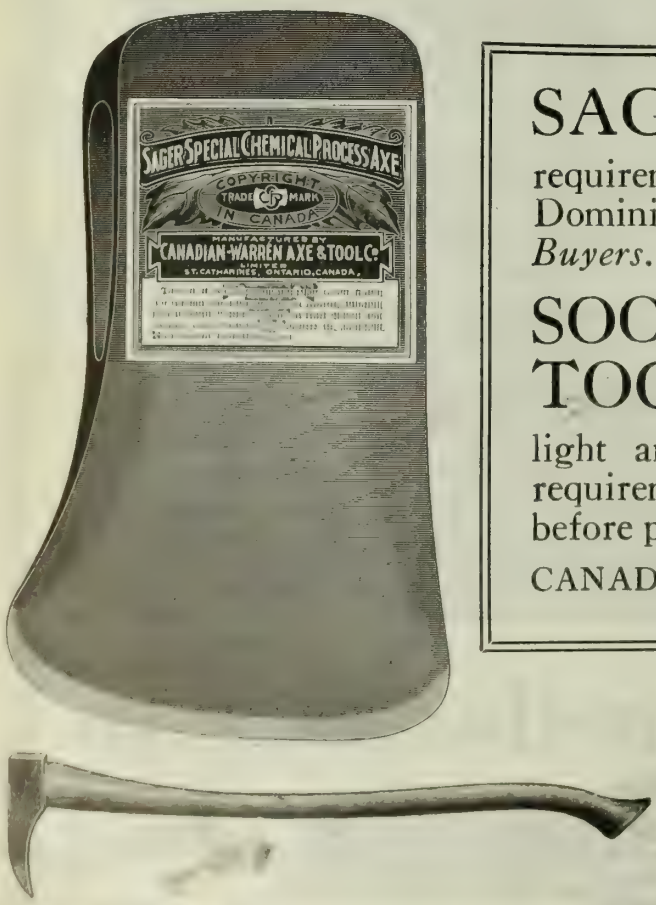
The "National" Flexible Door Hanger is one of the biggest selling items of our hanger line and we commend it to your attention.

Suitable for any thickness of door, fitted with Anti-Friction Steel Roller Bearings, and cannot jump the track.

Baked japan finish, packed one pair in a box.

MANUFACTURED BY **HAVE YOU A MODEL? IF NOT, LET US KNOW.**

Canada Steel Goods Company, Limited, Hamilton, Ont.



SAGER AXES in patterns suitable for every requirement. Used in every province in the Dominion. *The Axe for Discriminating Buyers.*

SOO LINE LOGGING TOOLS are acknowledged superior to all others, being strong and light and otherwise adapted to meet the requirements of those who consider *quality* before price.

CANADIAN WARREN AXE & TOOL CO., Ltd.
St. Catharines, Ontario

THE SAMSON TRADE MARK on a roll of roofing is your guide to the most dependable.

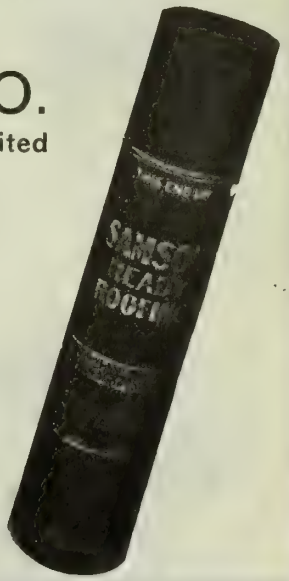
High-grade materials and expert workmanship combine to make a product that will give the user such value and satisfaction that it will mean orders for you in other "Samson" lines.

Remember the name

SAMSON

H. S. HOWLAND, SONS & CO.
Limited

WHOLESALE HARDWARE
TORONTO



HOWLAND'S
SAMSON
TRADE MARK REGISTERED
QUALITY
H.S. HOWLAND SONS & CO
LIMITED
TORONTO

If interested, tear out this page and keep with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

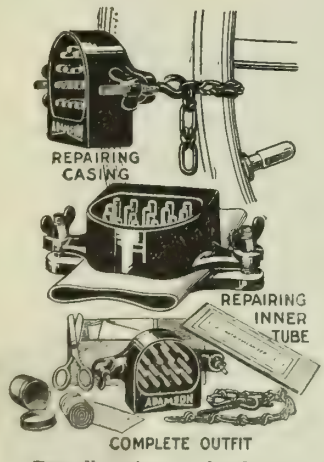
Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle, in use or abuse. You have our guarantee.

They are durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



For all casings and tubes.
Model "U" $3.50

ADAMSON

5-Minute Vulcanizer. Model E

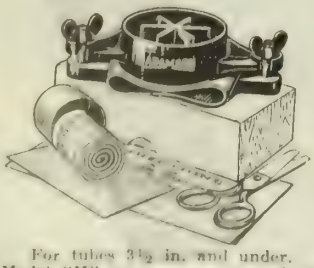
Meets the demand for a light and handy outfit for the quick repair of tube punctures.

Uses common gasoline—the most convenient and dependable fuel. Will vulcanize your tubes *anywhere* in five minutes.

Designed on the same proven principles that have made ADAMSON Vulcanizers the most practical and largest selling line in the world.

Sells complete with a box of a dozen "Adamson" 5-minute Repair Gum Patches, for $1.50. Extra box of 12 patches only 25c each.

DEALERS: This outfit will be a tremendous seller—Order now from your Jobber.



For tubes 3½ in. and under.
Model "M" $1.75

Sold by all Jobbers

ADAMSON MANUFACTURING COMPANY
Hamilton, Canada

REPAIR GUM.
No cement is required.

Adamson Repair Gum.

If any advertisement interests you, tear it out now and place with letters to be answered.

Your Advantage in Selling Standard Grade Tools

is that you can be certain of your customer's satisfaction with them.

For example, a buyer expects a file to be hard and sharp and wear well.

When you sell him "Famous Five" Files he knows in advance that his expectations will be realized. Specify them when ordering.

NEPONSET Paroid ROOFING

Big Business Ahead!

Live dealers have seen the opportunity!

Paroid's 18 years of service, advertised broadcast, is something to link up with for steady, profitable roofing business. We are creating demand — divert it to your store!

Push Paroid, Gray, Red and Green!

Also Manufacturers of

Neponset Twin Shingles

Red and Green, Slate Surface

Neponset Wall Board

Cream, White and Quartered Oak

Neponset Black Waterproof Building Paper

For prices, etc., write to

BIRD & SON

DEPT. V

HAMILTON, ONTARIO

Warehouses: Winnipeg, Calgary, Vancouver, St. John, Montreal.

The largest manufacturers of Roofings, Wall Board and Roofing Felts in Canada

If any advertisement interests you, tear it out now and place with letters to be answered.

BLUE BARRELS

The Quebec Bridge Blocked Traffic on the St. Lawrence for several hours but—

Livingston Oil

a greater blockade of our navigable waters is in sight which will tie-up traffic for months.

With the coming of the severe Canadian winter weather the blockade will commence, and those places dependent on navigation for the delivery of linseed oil will be cut off and in the grip of a force as effective as the British Navy.

Anticipate your linseed oil needs for the next few months now, and place your orders for delivery before the winter sets in.

The Livingston service ensures prompt delivery of regular lines and special formulas on short notice.

the Quality Oil

The Livingston System, inaugurated years ago, ensures prompt delivery and more—it ensures the delivery of the high quality Livingston products which to-day means much to manufacturer, wholesaler, retailer and consumer.

Order from your wholesaler now for immediate delivery, especially to points accessible only by water.

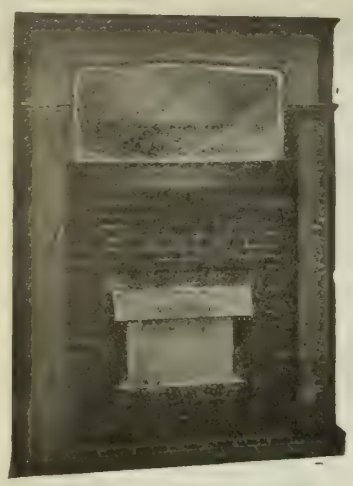
Manufacturers—
We solicit your special formulas.

The Dominion Linseed Oil Company, Limited

BADEN TORONTO MONTREAL

BLUE BARRELS

If interested, tear out this page and keep with letters to be answered.



The Barton-Netting Co., Ltd.

9 and 11 Pitt St. East, Windsor, Ont.

Write for Catalogue

SOME OF THE GOODS WE HANDLE:

Wood Mantels, Grates for Gas, Wood, Coal and Electricity. Andirons, Fenders, Fire Sets in Brass, Wrought and Cast Iron. Tile for Floors, Walls and Fireplaces.

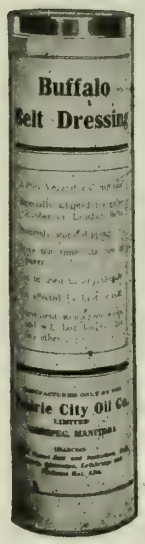
also

A complete Line of Electric Lighting Fixtures.

MADE IN CANADA

BUFFALO

Auto Oils and Transmission Lubricants, Gas Engine Oils, Steam Cylinder Oils, Machine Oils, Belt Dressing. The Best and Most Favorably Known Lubricants in Western Canada—Most Profitable to Handle Because They Are Sold Only Through the Legitimate Hardware Merchants, and Are Never Peddled Direct to Their Customers.



Prairie City Oil Co., Limited

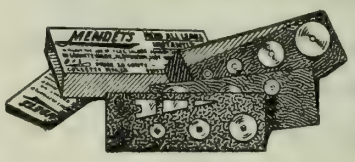
WINNIPEG, MANITOBA

Every Housewife is a Sure Buyer of

MENDETS

A PATENT PATCH

MENDETS mends any leaky article round the house from Graniteware to Hot Water Bags without heat, solder, cement or rivets. Something new, something original, something good!



Get our Free Counter Display of "Mendets." This wonderful invention sells itself. Handsome profits. Don't delay. Act now.

Collette Mfg. Company

Collingwood, Ont., Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THE THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

PEMBROKE - - ONTARIO

MADE IN CANADA

It's a Pink anyway you take it, and it's the best Peavey made.

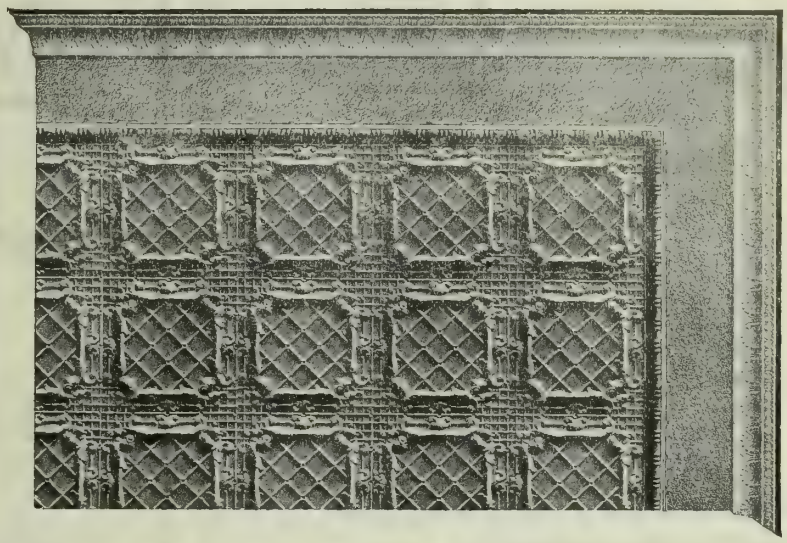
"Quality METALLIC First"

SHINGLES SIDING CEILING CORRUGATED IRON TROUGH AND PIPE SKYLIGHTS

Save money on your Metal Ceiling jobs

How? Why by using material made on steel dies with machine-cut beads, re-squared after stamping. That means "Metallic". Others find our Ceilings lay quicker and so will you. And they cost no more than other kinds.

Send for our Catalog "C," unless you have a copy. It shows a fine range of designs and is well and conveniently arranged.



The Metallic Roofing Co., Limited

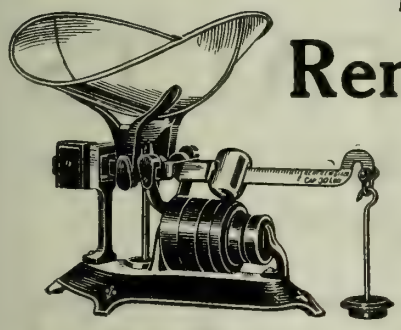
TORONTO MANUFACTURERS WINNIPEG

The

Renfrew

Household Scale

Capacity ½oz. to 30 lbs.



Capture This Ripe Business!

Could you only peep into all the kitchens in your town, what an eye opener there for you! Precious few scales you'd find, guarding the housewife's purchases in these expensive times. Think of the waste! How dead easy to convince and sell that long list of possible customers of yours! Push scales this spring!

Every Renfrew Household Scale is **guaranteed** accurate, and there is a Government Inspector's Certificate of correct weights besides. Neat—compact—handy—just the scale you can sell easily with little talk. The Renfrew often sells itself. Push scales—display them. Write to-day for attractive proposition.

The Renfrew Machinery Co., Limited

Head Office and Works, Renfrew, Ont.

Long years of experience in manufacturing up to date cutlery has placed the name of John Chatillon & Sons as the "Seal of Satisfaction" on every piece of cutlery we sell. Every safeguard has been provided to insure long life to our products, great care has been exercised in their making and their finish is extra fine.

We offer a complete line of Butcher Knives, Cleavers, and Steels. All hand forged, double shear steel, hand ground and tempered in a manner that has made them world famous for their wonderful cutting qualities.

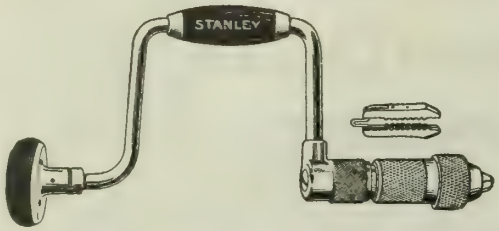
No brand of cutlery is better known to-day than that manufactured by John Chatillon & Sons, which has been on the market for twenty-five years. Our cutlery is carefully inspected before leaving the factory and is guaranteed to give satisfaction and to be the highest quality it is possible to produce.

These goods enjoy a tremendous sale in Canada.—Do you carry them?—if not ask your jobber for particulars or write for descriptive catalogue.

JOHN CHATILLON & SONS

85 Cliff Street New York City

Stanley Tools



Stanley Bit Brace No. 811

The ratchet mechanism is of the well-known Concealed Ratchet type, and the Brace is fitted with a ball-bearing chuck. The head is also ball-bearing.

This is an exceptionally fine tool, both as regards construction and finish.

Full details of same will be furnished upon application.

ADDRESS

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

ELECTRICAL SUPPLIES

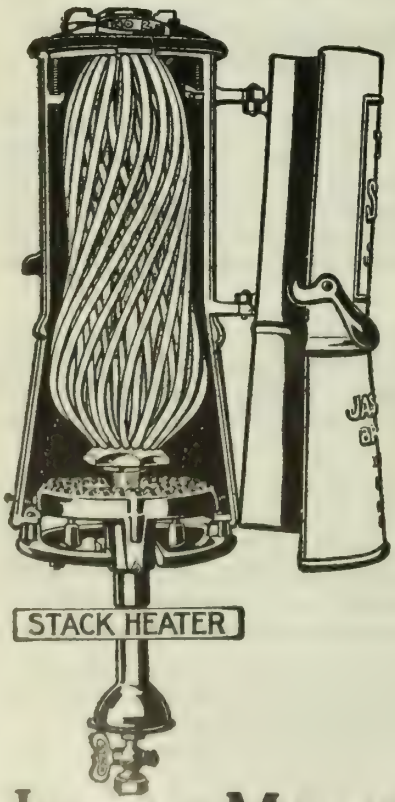
MAZDA

LAMPS

SEND FOR CATALOGUE

FACTORY PRODUCTS
LIMITED

TORONTO CANADA



STACK FACTS

From Recent Tests Made by Various Gas Light Companies

The STACK will heat 5 gallons of water 3 minutes quicker than the average heater.

The STACK raises the temperature of 5 gallons of water 28 degrees higher in 10 minutes than the average heater.

The STACK will heat 3 gallons more in 10 minutes than the average heater.

The STACK shows 15% greater efficiency than the average heater.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, TORONTO

If interested, tear out this page and keep with letters to be answered.

Toncan Metal News

Vol. I—No. 11 | Published In the Interest of Better Sheet Metal | September, 1917

ORNAMENTAL ROOFING

Toncan Metal Shingles Are Economical Also

The Toncan Metal Shingle provides a clay tile effect at a lower price than the clay tile and without danger of breaking or cracking.

It is corrosion-resisting, fire-proof, weather-proof and will not decay like wood, nor melt. No heavy superstructure is needed and it is easy to apply. In short, it is economical. Many different designs are procurable.

Do Your Bit

¶ At this time when iron ore is so vital a factor—when millions of tons are needed for consumption—when we realize that the very outcome of this great conflict of nations depends to no small degree on our iron supply, the question arises: How can we conserve our iron resources? ¶ The answer: Use durable iron ore products, so as to avoid frequent replacements. ¶ Toncan Metal, an iron ore product, is corrosion-resisting. Its use means a reduction of the waste caused by short-lived sheet metal. ¶ Using Toncan Metal Sheets, therefore, is only another way to "do your bit."

Write for "The Destruction and Conservation of Our Iron Resources."

The Pedlar People, Ltd.
OSHAWA ONTARIO
Canadian Distributors

The Stark Rolling Mill Co.
Canton, Ohio
Sole Makers

TONCAN METAL
Resists Corrosion

60 CARLOADS OF TONCAN METAL USED ON LARGE STEEL PLANT

Corrosive Influences Make the Use of Durable Sheet Metal Essential

Sixty carloads, or about 1100 tons, of Toncan Metal Corrugated Roofing and Siding have been used so far on the new buildings of The United Alloy Steel Corporation, of Canton, Ohio. This refers only to material used since December, 1915. Prior to that date this concern, then known as The United Steel Co., used large quantities of Toncan Metal to replace unsatisfactory roofing and siding made of other material.

Recently Mr. H. R. Jones, president, wrote:

"For a number of years in our plant "A" we had to replace the Corrugated Iron covering over our blooming mill every other year. The conditions in our blooming mill are particularly severe on account of salt fumes arising from the rolls. Since we have used Toncan Metal our difficulties with this roof have disappeared."

Aside from the severe conditions within the plant, the atmospheric conditions surrounding the buildings are extremely injurious. Smoke, soot, fumes and steam are constantly present in the vicinity of a steel plant, making the use of the most durable roofing and siding absolutely essential.

Toncan Metal sheets are intended for use in places where the corrosive influences are severe. Aside from its durability, it is also economical from the standpoint of first cost, as it is only a trifle higher in price than steel sheets.

ANSWERS TO QUESTIONS

C. L. W.: It is inadvisable to specify "Standard Gauge" on an order, because it is too ambiguous. It may be interpreted as 28 gauge, 29 gauge or even lighter. Always specify the gauge by number.

T. J. H.: You evidently used copper conductor pipe and steel eavestrough, which should never have been permitted. An electrolytic action was set up between the iron ore product and the copper, causing rapid corrosion.

C. J. C.: Toncan Metal Sheets are not made lighter than 28 gauge Galvanized and 26 gauge Black.

Don't Say "Sheet Metal" Say—"TONCAN METAL"

Partial Views of the United Alloys Steel Corporation Plant.

As To Rubber Quality

"No matter what the rubber article may be, if it carries a Dominion Rubber System Brand, I am always sure that the quality is dependable and that it will give satisfactory service."

Hardware and Plumbers' Supplies were the Rubber articles this large user had in mind and his opinion was based upon many years of experience with Dominion Rubber System products.

His testimony goes to emphasize the attention we give to the qualities of our products. We insist on absolutely reliable quality in workmanship as well as material and we stand back of the products that carry our name and brand.

When in need of rubber for your trade, write to our nearest branch where prompt and intelligent attention will be given to your orders.

Canadian Consolidated Rubber Co. Limited

Head Office - - MONTREAL

Service Branches at Halifax, St. John, Quebec, Ottawa, Toronto, Hamilton, Brantford, Kitchener, London, North Bay, Fort William, Winnipeg, Brandon, Regina, Saskatoon, Calgary, Lethbridge, Edmonton, Vancouver, and Victoria.

The Largest Manufacturers of Rubber Goods in the British Empire.

Sportsmen Know
When one of your customers examines his "bag" and sees the deep, full penetration of the pellets that brought down the ducks he becomes a convert to
Dominion Ammunition
Are you taking full advantage of this?
Canuck, Imperial, Sovereign, Crown and Regal are all shot gun shells that your customers will want—now or eventually.
This illustration is one of a series being used in our advertisements —to bring you more business.
Dominion Cartridge Co., Limited
120 St. James St., Montreal

What Blade Does He Use?

A mechanic enters your store.

"I want a gross of 12-inch hack saws," says he.

You have 12-inch blades for two dozen purposes, what are you going to give him? And when you do find out what material he is going to cut is it easy to choose the blade that will cut best? It is if you choose from

Starrett Hack Saws

They are standardized. From the information on page 208 of the Starrett Catalog you can quickly supply the blades that cut best.

Whether the mechanic across the counter wants to cut sheet metal or cast iron, brass or tool steel you can give him the finely tempered tungsten steel blade with the right sized teeth carefully milled, set and spaced to cut most in the shortest time.

A post card brings a catalog describing the saws that cut faster and last longer. Ask for Catalog No. 21MA.

BY INVITATION MEMBER OF

NEW YORK U.S.A.

The L. S. Starrett Co.

The World's Greatest Toolmakers

ATHOL, MASS.

NEW YORK LONDON CHICAGO

42-737

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXIX. TORONTO, SEPTEMBER 29, 1917 No. 39

CONTENTS

United States Government Announces Steel Prices 21

Concentrating Trade at Home 22

Food Controller Gets Part Truth 23-4

Something New for the Card Writer 25-6

What Hardware Men Are Doing 27

Editorial Comment: Stainless Steel Prohibited—The Paper That Is Not Wanted —Big Men Needed—Who Made The Nails? 28-9

Events in the Trade 30

Letter Box and Trade Inquiries 31

Canada's Mineral Production 31

New Hardware Goods 32

The Clerks' Department 33

Opportune Time to Collect Accounts 34

What Other Papers Say 35

The Markets at a Glance 36

Weekly Market Reports 36-41

Weekly Paint Department 42-46

Make Use of Show Cards 42

Weekly Paint Markets 44-6

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*

H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmer's Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager and Editor.

H. M. REID, Eastern Manager.
R. L. NETHERBY, Ontario Representative.
J. C. EDWARDS, Toronto Representative.
C. W. BYERS, Western Representative.

J. G. LUCAS, Associate Editor.
N. MACKINTOSH, Associate Editor.
H. L. SOUTHALL, Associate Editor.
A. G. WEBSTER, Associate Editor.

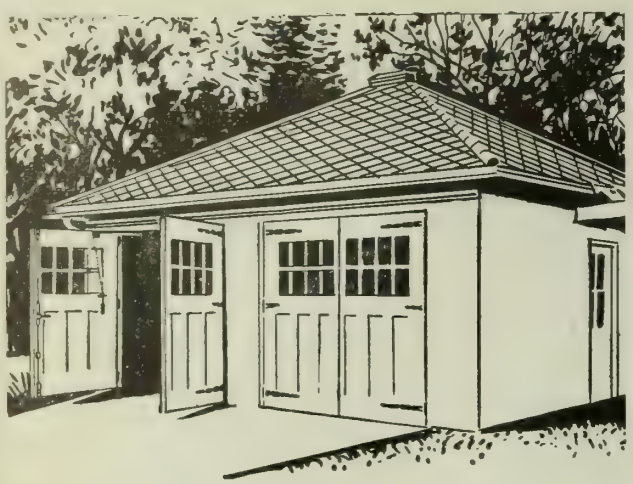
CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St.; Phone Main 1004. Toronto, 143-153 University Ave.; Telephone Main 7324. Winnipeg, 1207 Union Trust Bldg., Telephone Main 3449.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director; Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, R. B. Huestis, Room 620, 111 Broadway; Telephone Rector 8971; Boston, C. L. Morton, Room 733, Old South Building; Telephone Main 1024. A. H. Byrne, 1104-5-6-7 Fort Dearborn Bldg., Chicago; Telephone Randolph 3234.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year; Single Copies, 10 cents. Invariably in advance.



STANLEY Garage Hardware is *especially made* for garage use, and in strength, adaptability and satisfaction of operation, it is unequalled.

The Modern Garage Is Custom Built

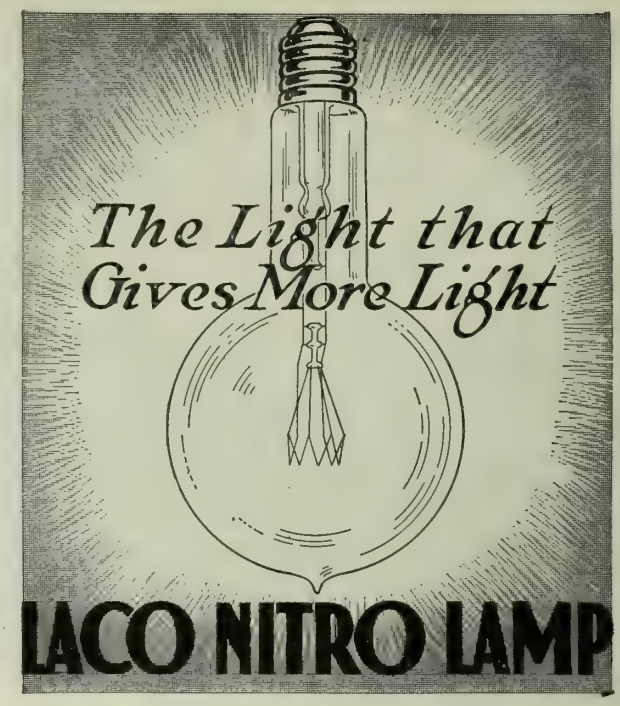
Just as he no longer is contented with the wash bowl and pitcher in his home, but demands hot and cold running water, so nowadays the garage owner no longer accepts garage hardware that is merely house hardware or barn hardware under a new name. Garage owners want garage hardware which has been designed solely for garage use. This means the STANLEY GARAGE DOOR HOLDER No. 1774 which prevents the garage door from slamming against the car, STANLEY BUTTS, HINGES, BOLTS, DOOR PULLS and LATCHES.

Write to-day for our book, "Selling More STANLEY Garage Hardware"

The Stanley Works

New Britain Conn., U.S.A.

Canadian Representatives:
A. MacFarlane & Co., Coristine Bldg., Montreal



The increasing demand for LACO NITRO LAMPS in Canada is primarily due to their superiority.

They are rendering splendid service throughout Canada and our advertising campaign is telling manufacturers and merchants of this wonderful improved Electric Lamp which gives a clearer, whiter light with less consumption of electricity than any other lamp.

The secret of its superiority is the tungsten filament suspended in nitrogen gas.

If you will stock, display and push the sale of Laco Nitro Lamps you can control much of the lamp business in your vicinity. Moreover, supplying the lamp requirements of manufacturers will keep you in close touch with them and develop other mill supply business for you.

Write our nearest office for detailed information.

The Canadian Laco-Philips Company, Limited

Montreal Toronto Winnipeg Vancouver

Canada's Only Weekly Hardware Paper

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. 29 TORONTO, SEPTEMBER 29, 1917 No. 39

U. S. Steel Prices Announced

Producers and Government Reach Satisfactory Arrangement — Trade Non-commital re Effects on Canada—Prices Allow Fair Profit to All.

THE long awaited announcement of President Wilson on steel prices was made on Monday of this week.

The announcement made through the Committee on Public Information follows:

"The President has approved an agreement between the War Industries Board and the steel men, fixing the following prices, which become effective immediately, and are subject to revision January 1, 1918, viz.:

Basis.	Price agreed upon	Recent price	—Reduction— Amount	%
Iron ore—Lower Lake points....	*$ 5.05	*$ 5.05	.....	....
Coke—Connellsville	†6.00	16.00	$10.00	62.5
Pig iron—Pittsburg	*33.00	*58.00	25.00	43.1
	Cwt.	Cwt.		
Steel bars—Pittsburg-Chicago....	2.90	5.50	2.60	47.3
Shapes—Pittsburg-Chicago	3.00	6.00	3.00	50.0
Plates—Chicago	3.25	11.00	7.75	70.5

*Gross tons. †Net tons.

"It was stipulated, first, that there should be no reduction in the present rate of wages; second, that the prices above named should be made to the public and to the Allies, as well as to the Government; and, third, that the steel men pledge themselves to exert every effort necessary to keep up the production to the maximum of the past, so long as the war lasts.

"Measures will be taken by the War Industries Board for placing orders and supervising the output of the steel mills in such manner as to facilitate and expedite the requirements of the Government and its Allies for war purposes, and to supply the needs of the public according to their public importance and in the best interest of all as far as practicable.

"A spirit of co-operation was manifested by the steel men, and no doubt is entertained that every effort will be made to bring the production as nearly as possible up to the extraordinary demands resulting from war."

According to the New York *Journal of Commerce,* officials in close touch with the situation stated that the prices approved by the President were liberal and would allow fair profits to all steel plants. Some of the larger concerns, they said, would make handsome profits at the prices named, and production, they declared, should be stimulated accordingly.

In arriving at fair prices for both producer and consumer, the greatest problem has been to set figures permitting small mills to produce without a loss and at the same time prevent the larger plants from taking too great a profit. At one time a plan was considered by which mills would have been paid varying costs, based on cost of production and capital investment, the entire output of all mills to be sold in a pool at one price. This was abandoned as too complicated and too difficult of administration.

The entire output of American steel plants will be distributed under supervision of the War Board, which, exercising the powers of priority of transportation given the Government by Congress, will apportion it in a way best to meet the country's war requirements.

The price agreement was reached after many months of negotiations between steel producers and Government officials. The chief point of difference that developed in the prolonged conferences was over the question of whether the public and the Allied governments should share in the prices to be fixed. President Wilson has insisted that they should, and the Administration has supported the Pomerene bill. Inclusion of the public and the voluntary reductions will still the demands which have been made in some Government quarters that the steel output be requisitioned under the National Defense Act, but the Pomerene bill will be pushed, it is understood, that it may be enforced in the event of the voluntary agreement not working out satisfactorily.

The Pomerene bill is patterned after the coal control legislation. It would grant authority to the President to fix prices on steel and otherwise regulate its production and distribution. A hearing on this bill was held by the Senate Committee on Interstate Commerce last week. The members of the Trade Commission support the legislation, holding that it is necessary to have some legal authority to enforce the observance of any prices fixed by the Government.

Nothing is said in the announcement as to contracts now in force, but it is believed they will stand except in instances where the War Board decides a manufacturers' product is not essential for war purposes and that he must relinquish a part of his requirements for more vital industries.

Canadian authorities on iron and steel products are rather non-committal regarding the probable effects in Canada of the price-fixing of steel and copper in the United States.

The action of the United States Government has produced a rather unsettled condition of affairs, though the effect of the action is not considered serious by the Canadian trade. It is not known definitely whether commercial buying will be at the prices fixed or not as some quotations have since been made on the old basis. It is thought likely that so far as Canada is concerned the prices as fixed will apply only to United States Government purchases and not to commercial buying. Far from affording any relief, it is believed by some metal merchants that in event of the war continuing for some time commercial users will perhaps have to pay

(Continued on page 41.)

Concentrating Trade at Home

Outline of Plan of Canadian Merchants for Combating "Out-of-town Buying" Menace —Plain Facts Told Through Newspapers—Money Kept at Home Increases Wealth and Buying Power.

EDUCATIONAL campaigns are being carried on by live merchants in various parts of Canada, showing customers that it is to their disadvantage to send their money to mail order houses, premium organizations, etc.

The action of the merchants whose cases will be dealt with herein should provide an example to merchants in general throughout the districts apart from the larger cities.

J. M. Toombs, general store merchant of Salmon Arm, B.C., has a unique way for impressing the townspeople with the financial benefit accruing to them by dealing in the town. A column of reading matter recently appearing over his name in the local paper says in part, as follows:

"Buy from the Local Merchants and prevent Salmon Arm from drifting into a One Store Town."

(Mr. Toombs uses various grocery articles as examples, though the principle equally applies to hardware stocks.)

"The price of sugar is still $10.50 per hundred pounds. The wholesale cost at Vancouver is $9.75, the freight is 52c, draying about 3c per hundred, making the laid down cost $10.30; yet a circular has been sent out by a well known firm offering sugar at $10.50, with a discount to cash purchasers of 10 per cent., or a net price of $9.45, but the purchaser does not get the discount until the end of the year.

No Waiting for Local Discount

"I am giving 20 per cent. discount on many lines, and there is no waiting. The total discount on each purchase made is deducted, and is paid in cash. Is there any reason why you should pay more for the actual goods than the advertised price and wait for several months for the return of your discount? Supposing that this plan was adopted by producers in selling other lines of goods. If 10 per cent. were added to the cost price of some other articles and the merchant was told he would receive his 10 per cent. discount some time in the future, what merchant would buy those products on such a basis? Any ordinary business man would tell the producers that all discounts must be deducted before the cash is handed over. When a purchaser pays cash for merchandise and 10 per cent. discount is promised, why not deduct it at once? There is no necessity to wait for payment—it is not business."

Continuing, Mr. Toombs makes reference to the investment of much Western money in profit sharing stores on the instalment plan. "The person who buys a $100 share and pays $1 in cash and is allotted a share," says Mr. Toombs, "has a liability of $99 in deferred payments. He is promised 10 per cent. dividend on the $1 paid, or 10c, and furnishes $99 of credit, for which he receives nothing. The company uses the $99 of deferred payment as collateral, and the shareholder gets no benefit for the liability which he assumes. The history of the so-called profit sharing plan in Canada is one of failure. The shareholders are the ones that lose out. There are lots of opportunities in this province for investing surplus funds, and there is no need to send money away to outside promoters for investment in mercantile venture, nor is there any need to send money to so-called profit sharing stores on deposit; 6 per cent. is a very good rate of interest. All the money invested in outside companies is a loss to this province. It is a much better plan to let those desirous of starting general stores furnish their own capital, and competition will regulate prices.

No Business Risks Involved

"When you deal at my store you get all the benefits of discounts without buying shares or taking any business risks. No deposits required from monthly customers who pay promptly and I would not think of asking a person to deposit money with me if I was not willing to extend a line of credit to the depositor if required. A share of your patronage will be appreciated."

The foregoing is a clear-cut statement which should prove a big factor in keeping money in circulation in Salmon Arm, B.C. It not alone hits at the evil of sending money out of the community to mail order houses, but also condemns the practice of townspeople investing in outside enterprises which never result to their advantage, and which only tend to decrease the wealth and buying power of the local community.

Merchants of Kingston, Ont., are combining in a publicity campaign through the local newspapers similar in some respects to the foregoing, though more concentrated upon the mail order menace and other similar operations of large city corporations. In this connection a recent article, accompanied by the names of several merchants, is interesting:

"Just imagine, if you can, what kind of a place Kingston would be to live in if it should be there were not a grocery store, a hardware store, or a meat market in the whole city. Suppose you had to send out of town for every little thing you wanted in the grocery or hardware line. It would be almost impossible to get along, wouldn't it?

"Did you ever stop to think how many times every month you run in or 'phone in to one of Kingston's many excellent stores for little accommodations—trifling purchases upon which there is not a cent of profit, for which the storekeeper does not get paid for his paper and string or his time doing up your purchase? Did you ever stop to think how often he has made an extra trip with his delivery rig to accommodate you when you have forgotten until the last minute to order something which you have urgently needed?

Merchant is Local Supporter

"Did you ever stop to think that your merchant pays taxes in the town, hires clerks, pays telephone bills, employs drivers, supports horses and wagons, for the sole purpose of rendering you the best possible service and to add to your convenience and lighten your household problems?

"When you take into consideration these facts, do you think it is fair to your merchant for you to go out and induce your neighbors to join you in clubs and other schemes which take your money from circulation in Kingston forever? Do you realize that these companies have grown enormously rich in a few short years, while your home merchant has had to work long hours and practise rigid economy in order to make a modest living?

"Supply and demand regulate to a great extent the prices of nearly all staple articles. These out-of-town concerns cannot sell you the same grade and quantity of merchandise any cheaper than your local store, provided they render you the same service in connection with the sale.

"The out-of-town concerns are, in many instances, past masters in the art of misleading as to values, weights, quantities, etc. They use packages which make small quantities appear to be of the same weight and size as those obtained from your local stores. This saving enables them to offer you premiums to act as their clerks, salesmen, collectors and deliverymen. In other words, you are paying them a handsome profit for the privilege of serving them.

Merchant Will Duplicate Mail Order Offers

"We dare say there is not a merchant in Kingston who would not be glad to duplicate the offers made by these concerns, if you would go out and solicit a $10, $20 or $25 order, collect the money in advance, then take the goods and deliver them. Of course, they could not do this from their regular staple stock. They would have to purchase goods manufactured expressly for this purpose. Notwithstanding their cleverly worded advertising matter, these out-of-town concerns have but one object in view—that is, to get just as much of your money as possible, and to give you just as little in return as possible. They have no further interest in you, nor in your

(Continued on page 34.)

Food Controller Gets Part Truth

Hanna Announces That Attempt to Control Prices and Interfere With Trade Distribution Would Create Havoc in Business, but Indulges in Talk About "Middle Man Inefficiency"—The Whole Truth.

EDITOR'S NOTE.—Food Controller Hanna has issued a statement to the newspaper press regarding his position in the matter of regulating food handling and food prices. It contains a sane summary of certain phases, but unfortunately strays into error in certain essentials, with the probable result that the press will take up these errors as a basis for further attacks on the derided "middle-men"—the wholesalers and retailers. HARDWARE AND METAL feels impelled to amplify the sound points that the Food Controller has made and to point out the fallacies into which he has been led. A summary of his statement and a reply are appended.

The Food Controller, Hon. W. J. Hanna, caught by the camera, at a happy moment.

"I FIND, and the gentlemen so ably, earnestly and disinterestedly assisting me find, that very grave and mischevious misconceptions of the duties and powers of the Food Controller exist in the minds of a number of Canadians. This number is not large, and I had hoped that with the passage of time most of the misconceptions to which I refer might of themselves have been cleared away. Since, however, they persist, and appear at times even to be fostered by writers who have perhaps been too busy to give sufficient thought to the problems they discuss, I deem it necessary to the public to make the following statement:

"Unless the consumers in the cities of Canada signify their willingness to face a complete disruption of all trades, a total breakdown of real estate values, and the utter demoralization of labor conditions in their cities, the Food Controller cannot possibly accede to the demand made in some quarters to 'cut prices down,' to 'sell food at cost,' or, as it is otherwise expressed, 'to do away with the middlemen.'

"I must remind those Canadians who are perhaps unaware of the fact, that seven main factors may be said to govern the present prices of food:

"(1) The disproportion between demand and supply, consumption and production. Food cannot be cheap while there is such a growing disparity between the numbers of producers and the numbers of consumers.

"(2) Unrestrained competition between great foreign buyers of foodstuffs in our markets.

"(3) Unequal distribution of the available supplies, surplus production in one Province being unavailable for Provinces in which shortages exist.

"(4) The food speculator.

"(5) The greedy middleman.

"(6) The supernumerary unnecessary and inefficient middleman, and

"(7) The waster.

"The first of these is a world condition, and can scarcely be affected by the efforts of one Food Controller in a short period of time. The second has been corrected by the creation of central buying offices for the Entente powers. The third is being overcome by close co-operation with the railway companies. The fourth is vigilantly guarded against. The fifth is being checked as rapidly as our committees and staff can gather correct information as to costs and devise remedies and penalties. The seventh we are hoping to eliminate by appeal and by education. But the sixth, the supernumerary, unnecessary and inefficient middleman, whose presence in the community is one of the most serious economic wastes of the day, whose low standards of efficiency set standards of the whole community, is beyond any but the mildest powers of the Food Controller. This, one of the most serious aggravations of the high-price situation, cannot be removed without precipating disaster upon the whole country.

"That there have long been too many city people and too few farmers in this Dominion is common knowledge. But it is not so well known that among our city people there are too many mere distributors, too many shippers, packers, carriers, wholesalers, retailers, advertisers, printers, salesmen, brokers, sub-brokers, deputy-brokers, assistant sub-deputy-brokers, and the whole army of people in the services and professions that wait upon the middlemen. I do not say that the functions of these non-producers could be done away with, but I do say that there were, and there are, too many for each function—too much duplication of effort and equipment. In the city of Toronto in 1910 (the last census year) there were less than thirty thousand actual producers of goods, including a large proportion of those who produced only luxuries. The balance of, say, the one hundred thousand wage-earners in the city of Toronto must have been either servants, professional men or middlemen. And this inflated staff of non-producers, not only in Toronto, but in every Canadian city and town, was and still is dependent for its wages upon the movement of farm goods to the city and city goods to the farm, and all the over-specialized, over-elaborated processes which a luxurious civilization imagines are necessary to its happiness.

"While the average consumer in our cities is giving vent to his resentment against the middlemen in general, and against the big middlemen (the packing and distributing corporations, for example) in particular, he overlooks two vital facts—first, that he himself is probably a middleman of the least essential and least efficient sort, and dependent for his living upon the continuance of an effete economic condition; and second, that any Government regulation tending by radical means to reduce the middlemen's 'spread or margin of profit,' tends to wipe out the unnecessary and inefficient middleman and to make still richer the big middleman and his corporations. I do not say this is just. I only point out that it is true, and that so long as it is true the Food Controller cannot cut prices, or wipe out the middlemen or sell goods at cost. The Food Controller knows, for example, that cod steaks can be sold at a profit by certain large retail organizations in Toronto at fourteen cents a pound. It would seem to be in the immediate interests of the Toronto householder to direct that fourteen cents be the maximum retail price for cod steaks in Toronto. But, indirect-

ly, such an order would ruin the very man it aimed to benefit. For, such legislation directed against one class of trade, could not consistently be denied against other classes of trade. It would force out of business not only the ordinary dealers in cod steaks, but, to be consistent, all small fish dealers. The small milk dealer must then be asked to operate on as small a 'spread' as the large milk concerns—a thing he cannot do owing to his smaller volume of turnover. The ordinary butcher would then have to give way to the department store butcher, the modest bakery to the large bread factory, and the little grocer to the big one.

"There has not been and there will not be, an instant's hesitation to bring to bear all the powers of the Food Controller against any producer or middleman whom we find in our present investigations to be making an undue charge for his service—an unfair 'spread.' Unquestionably, as I said before, there are too many middlemen. Without a doubt, by fixing maximum prices so that only the big concerns could operate, we could force thousands of middlemen out of their offices and stores, and theoretically, into factories and on to farms. But such a transformation could not be quickly effected without appalling confusion. Shops and offices would be idle. The men who depend for their income on renting shops or selling goods to retailers, or delivering goods or collecting bills or renting telephones, and the armies of people who wait on these in turn would be deprived of their revenue. Rent and taxes would go unpaid. The value of real estate would collapse. The credit structure of the whole community would be violently shaken. A wasteful way of living might thus be corrected—but at what a price.

"The first duty of the Food Controller, let me remind you, is not to cut prices, eliminate middlemen, 'sell goods at cost,' or correct in a day economic evils which an unthrifty and luxurious use has allowed, even encouraged to grow up, but to protect Canada, the Canadian troops, and our share of the war of the Empire against disaster through famine—I use the word without any exaggeration. I can do this only by decreasing consumption, and, as far as possible, increasing production. Against the other price-raising factors, against competitive buying by foreign governments, against unequal distribution of resources, against speculators, greedy middlemen and wasters the public will be vigilantly protected. But with wages better than ever and unemployment unknown, with the purchasing power of a dollar in the food market very little lower than its purchasing power in the labor market, the middle and well-to-do classes of Canadians still buying luxuries, really cheap food would for the present be a disastrous invitation to these classes. The really poor need no exhortation from me to economize, to squander or scant provisions and defeat the very objects for which the Food Controller was appointed."

MR. HANNA'S statement is born of a serious, although a hurried, study of the conditions of trade and of the systems of distribution by which goods reach the ultimate consumer, the public. He has discovered part of the truth—but not all of it.

In showing that any drastic attempt to reduce prices or to eliminate "middle men" would be sure to create havoc, the Food Controller has struck a sensible note. The daily newspapers, impractical as ever and with an eye to circulation, have been clamoring for price control and government supervision of distribution and for other wild and frenzied schemes. Mr. Hanna's summary of what would happen if anything of the kind were attempted is right to the point, but he has drawn the picture mildly. The elimination of "middle men" would not mean merely the forcible closure of certain wholesale houses and brokers' offices. It would mean the complete breaking up of the machinery of business. At a conservative estimate half of the men in the large cities would be thrown out of employment, temporarily at least. The unemployment and poverty which would follow would be widespread and not possible of substantial mitigation by any form of government help.

What would be the advantage of lower prices of food, if a large proportion of wage earners were thrown out of employment thereby?

The Food Controller is quite justified, therefore, in his assertion that it would be impossible to arbitrarily fix prices and to remodel our system of distribution because of the unemployment that would be created. He might have gone a step further and said that it would be inadvisable under any circumstances *because our present system of distribution is the most economical and the quickest, in fact the most efficient of any system that has so far been devised.*

It is not intended to say that the system as it stands to-day is perfect in all its ramifications and not open to improvement or simplification. Unquestionably, faults have crept in which might be corrected; but the principal, the central idea of distributing goods from manufacturer-to-wholesaler-to-retailer-to-public, is the only workable one that has been devised.

Some reformers would eliminate all wholesalers, others, more ardent still, would even look to the weeding out and perhaps the ultimate elimination of the retailers! Any student of trade conditions knows that a radical departure from our present system of distribution would in the long run actually increase the cost of the goods. It may sound somewhat of a paradox but it is true, nevertheless. The man on the street thinks that the "cutting out" of the middle man with his margin of profit would lessen the cost of the goods by just that much. He is wrong! The price would almost certainly go up. And why? Because a new method of distribution would have to be devised and in the long run it would prove more costly.

On the surface it unquestionably seems wrong that an article which costs in the making $1 should cost, say, $2 when it reaches the public. But the reason after all is not hard to find and all the theorizing in the world has failed to shake it. On the one hand we have the manufacturer turning out his product by the ton and on the other hand we have millions of homes scattered over thousands of miles buying by the ounce or the half dozen. It would be very simple if the householder could go to a big warehouse maintained by the manufacturer and buy the article and carry it away. Even that system would be very cumbersome and hard on the consumer, for it would mean that, instead of making one call at a nearby store and making the purchase of a dozen articles and *having them delivered*, the householder would have to tramp to a dozen places and carry the goods away. But, unfortunately, the idea is impossible anyway, because it so happens that one factory located, say, in Galt or Sherbrooke, makes all that is needed of one particular article to supply the whole of Canada. So the idea of the buyer going to the maker for the article, is impossible. It has been pretty effectively demonstrated that the mail order idea is an impossible one for the manufacturer. Few manufacturers have followed it out successfully and only in certain lines—goods generally that are sold on time and at high prices to cover interest, shipping expense, damage, bad debts and mail order advertising. It follows, therefore, that the maker has to go to the buyer.

The idea of the manufacturer sending out salesmen to sell to the public is, of course, absurd. It would mean sales staffs running into the thousands for every manufactured article on the market. Costs would go up entirely out of sight. And anyway the householder could not afford the time to buy each article separately nor the capital to lay in large stocks of goods as would be necessary under such a system. Therefore, arises the need, the absolute, iron-riveted, irrevocable need of the local store—the handy emporium where practically everything is carried in stock and which the householder can visit at any time to buy any article in any quantity, small or great. Only the most blind will attempt to deny that the retail store is absolutely necessary under our present method of living.

With that much established the question comes up as to why the manufacturer cannot go direct and sell his goods to the retailer. The only reason is that the manufacturer cannot do that economically. He would do it if he could. The manufacturer is in business for one purpose only, to make money. If he found he could get his goods to the public cheaper and thus increase his business by selling direct to the retailer he would do so. It would mean that, instead of the few travelers that he needs to call on the wholesalers, he would have to put on a big enough staff to call on all the retailers in all the provinces of the Dominion—perhaps a hundred in all. It would mean that, instead of shipping a carload to the wholesaler, he would make up hundreds of individual shipments in dozens and grosses and consign each one separately to all the

(Continued on page 24.)

Something New for the Cardwriter

A Series That Will Give Ideas and Instructions for the Cardwriter Who Has Already Mastered the Rudiments of the Work.

By R. T. D. Edwards

LESSON NO. 7.
Air Brush Work

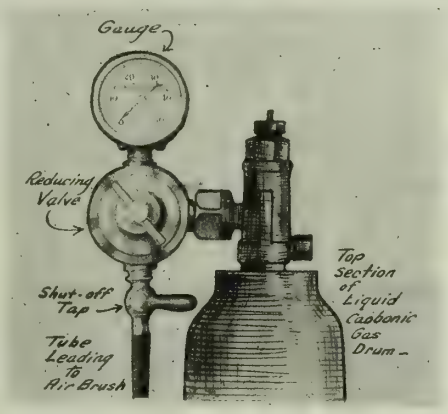
THIS lesson begins a new phase of cardwriting which has never, to our knowledge, been taken up so thoroughly and minutely by any trade journal in the Dominion.

Beginning with this lesson, we give a detailed account of the many uses of the air brush for making better show cards, together with full instructions regarding its operation, and what material to use to get the best results..

While the majority of you are probably strangers to the use of the air brush, there may be those among you who are familiar with its uses and possibly even own one of your own. A careful study of this lesson will not only initiate the novice in the mysteries of the art, but will put the old hand in the way of becoming an adept in this branch of the work.

Before going into the many uses of the air brush it will be interesting to know something of its history and its make up. To start with, the air brush was not originally intended for show card decorating. It was invented and made for the purpose of enabling the artist to get shaded and clouded effects more rapidly than could be done by any other means. It proved such a success that air brush work was gradually made use of in various forms of advertising. Then latterly, when this instrument was manufactured at a more moderate price, it was easily seen what a big advantage it would be to the cardwriter, and it has proved itself an invaluable asset ever since.

The air brush, like all new inventions, was far from being perfect when first brought out, but as one improvement has been added to another, we have to-day an almost perfect instrument for spraying



ink. It can spray anything from a hair line to a wide, misty cloud, and can change from one to the other in an instant.

The air brush itself is not any thicker than a fountain pen, and not quite so long. Most of the metal parts are turned out of brass and nickel-plated. Each part fits perfectly, being measured to the thousandth part of an inch.

Of course, various makes have various styles, but all work on practically the same principle. Some have ink cups on the side; others glass jars underneath for holding the ink. The lever which regulates the supply of compressed air and ink is situated on the top, and is operated by the fore finger. The principle on which it works is this: The compressed air being released, is forced through and out of the point of the brush, the operation sucking the ink from the ink container and breaking it up into a fine spray as it passes through the point.

On the under side of the air brush is an inlet with a valve placed in it. To this is attached the tubing which conveys the compressed air from the tank. This valve is opened and closed by the lever on top, which also regulates the flow of ink.

Air Pressure

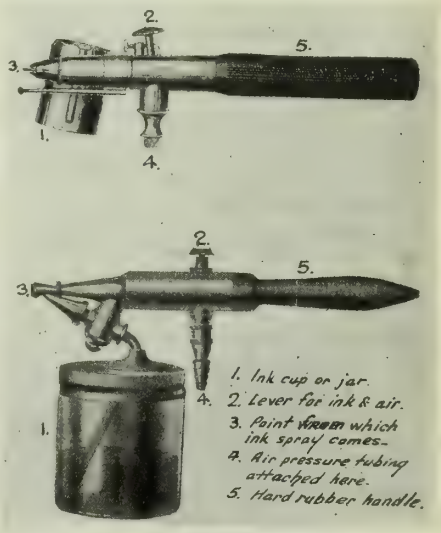
Many are the methods for producing the compressed air, and it is up to you to pick out that which is most suitable for your particular requirements. An electrically-driven pump for use of person needing compressed air continuously is too expensive a method for one having only a few cards to decorate daily. A water motor pump, which can be attached to the city waterworks, is also unnecessarily expensive for the store cardwriter. One of the most practical and handy pressure outfits is the carbonic liquid gas outfit. This is excellent if you can obtain the gas drums. These are the same as those used to operate soda fountain. Only the contents of the drum are sold, the drum being returnable when empty. What you have to obtain is the reducing valve and gauge, as shown in Fig. 2. This is screwed on, as shown in illustration. The tap underneath regulates the supply of gas coming through the gauge and the tap at the outlet turns the gas off and on as required. This is an outfit recommended because there is no pumping to be done.

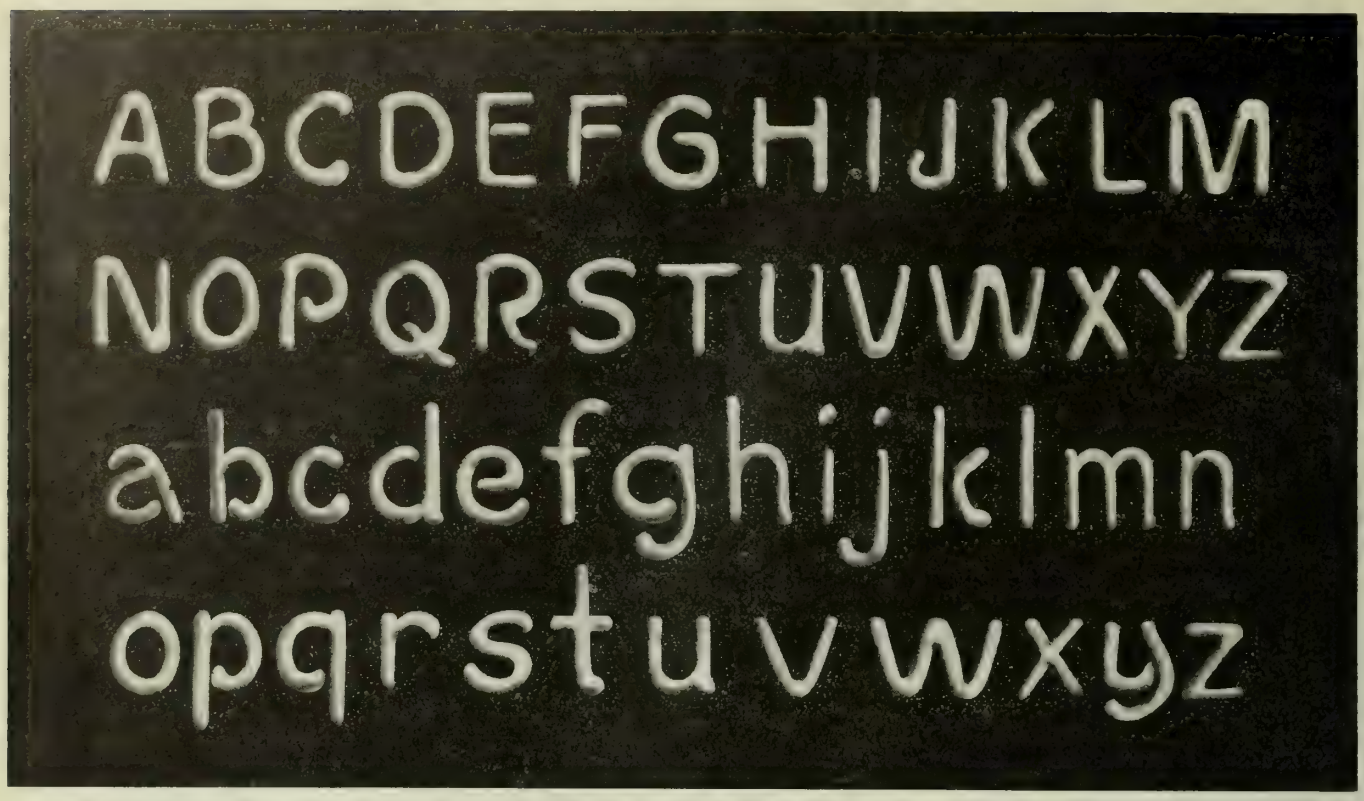
If you are so placed that you cannot obtain these tanks, don't buy this outfit. You will have to revert to the hand or foot pressure outfits. The hand pressure will do the work, but is not as easily operated as the one pumped up by the foot.

The foot pump outfit consists of four distinct parts—(see Fig. 3)—the swing for the foot to rest in and the pump (both of which are on one board), the air tank and the gauge on top of it. This outfit is a very handy one, and can be moved from place to place much more readily than can the gas outfit.

Air Brushes

Many are the varieties of air brushes manufactured and used by artists and cardwriters, and the majority of them give perfect satisfaction. Some are made expressly for art work, and of late years less expensive ones have been made expressly for show card work. Show card writers' supply houses can give full information as to the best one for your particular work. Fig. 1 shows two models which have been selected from the catalogues of different makers. This is just to illustrate what the brushes are like, and does not mean that these particular models are any better than others. This illustration is self-explanatory. Of course, it just gives you a general idea, but you will find experience is the best teacher.





Air Brush Cleanliness

Experience will teach you a great deal more about the handling of the air brush than you can ever learn from text books, but a few words about the care of this delicate instrument may save you many dollars in repair bills. First of all, treat it as you would your watch. It's mechanism is very accurate, and must remain that way, so keep the brush clean at all times. That is, when you are through with it, do not allow any ink to remain at all, or it will corrode, thus causing the small passage way to clog.

First of all, empty the ink out of the ink container, and run clean water through the brush until all traces of it have disappeared. Then run through a small quantity of wood alcohol. This will cut all traces of foreign matter and leave the brush nice and clean for the next time. All threaded joints of the air brush, which are frequently taken apart, should be rubbed with a little vaseline once in a while. This will keep the joints from sticking. You are given a holder with the outfit for the brush. Be sure and use it. Don't leave the brush lying on the desk. It is a bad policy, and is liable to do harm to the brush.

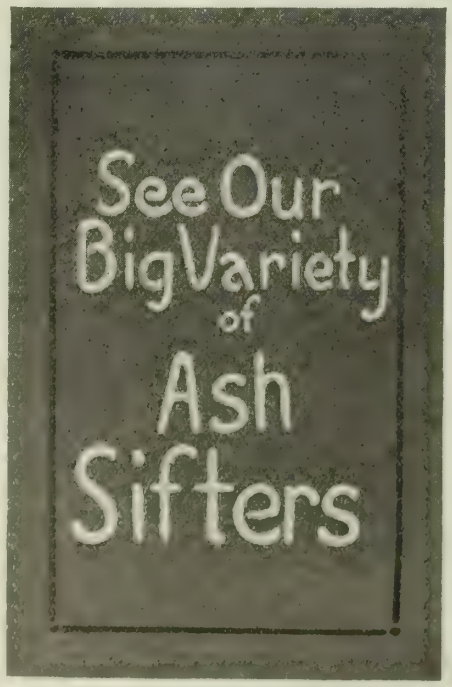
Ink to Use

Cardwriting supply houses or art stores have special inks for air brush use. These come in all standard colors, and by mixing these colors you can obtain any neutral shade you desire. Black ink for this work should be waterproof, because it is used for shadow script work, which will be taken up later.

Some of the outfits have an ink strainer with them. This is an excellent idea, because dust is liable to get into the ink and block up the passage. Keep your ink strained therefore, and you will have less air brush trouble. Several thicknesses of cheese cloth will also strain the foreign matter out of the ink.

Don't start any complicated work. Keep to the simplest forms until you have mastered the handling of the air brush. One of these is shading on the surface of letters to give them a round appearance. This is mostly done on a rather bold faced form of lettering so as to give it the rounded effect. The Roman lettering does not stand out so well treated in this manner.

First of all you want to know what colored letters on what colored cardboard make the most effective combination for this shaded work. A black card with a white letter, the latter rounded up with green or black ink, makes a good combination. White letters on a dark grey card rounded up with black ink is another good one. White letters on a brown card air brushed with brown or black ink also show up well. A white card with a red letter shaded with dark green or black ink makes a striking combination. There are many others that can be worked up, but these are a few of the standard combinations which should be enough to start.



A close study of the chart will give you a good idea of how the letters should appear when completed.

You will notice that the heavier spray is put on the lower and left hand side of the letter. This is what makes it stand out and give it the rounded appearance.

Work with the brush about an inch away from the letter. Hold the brush lightly, but steadily in the hand so that the spray can be put on evenly.

The finished card illustrates air brush work when completed. You will notice that very few words are used on this card. This gives you more chance to make a bold-faced letter which can be rounded up to better advantage and more easily than the smaller variety.

The alphabet illustrated and used on the completed card, is especially adapted for air brush work. It is made with the brush stroke method and the ends of the strokes you will notice are rounded instead of square. This is a new type for my readers to practice, and will be found quite easy to execute, especially if you have accomplished other brush stroke lettering as shown in previous lessons.

What Hardwaremen are Doing

Extracts From Advertisements in Daily and Weekly Newspapers—Lines Which Are Being Featured by the Retail Hardware Trade in Various Parts of Canada.

HUNTING supplies are featured by a large number of hardware merchants in recent advertising, owing to the fact that the season is now well under way. Under the heading "Comforts in Camping," the Lawlor & Cain Hardware, Fredericton, N.B., says "You have been planning all year on that hunting trip you are going to take soon. You will no doubt need a ——— rifle." Other lines advertised included hunting knives, game bags, cartridge belts, gun covers, folding camp stoves, ammunition and everything necessary for the camper.

* * *

WM. GURD & COMPANY, London, Ont., also featured hunting supplies and bicycles in recent advertising. Sweaters at $2.75 made from best English worsted yarn, and hunting supplies consisting of guns, rifles, cartridges, shells, shooting coats, vests and pants, gun and rifle cases and shell belts, were illustrated with corresponding prices. The cool weather of September and October are considered to be the best days for bicycling and new and second-hand bicycles were featured by the Gurd store.

* * *

ANOTHER big advertisement of automobile accessories for the Cowan's Colossal Hardware, London, Ont., recently appeared with illustrations and prices of almost every conceivable requirement of the motorist. New headlight lenses to comply with the no glare laws were featured at from $3.60 to $6.25 per pair. Instrument boards and accessories, oil, wax, flashlights, shock absorbers, goggles, bumpers, vulcanizers, pumps, garage tools, and a complete line of automobile tires at all prices were dealt with in the advertisements. This store also carries a complete stock of repairs for certain cars.

* * *

A SMALLWARE sale of "Helps for the home and the farm" was recently advertised by H. E. Moore Hardware, Oakville, Ont. "There are lots of little, inexpensive things that earn many times their cost by preventing backaches and tired muscles. Do not make your task more irksome than it need be. Come to us for suggestions," says the ad which lists the following: Chair seats, ice chisels, harvest gloves, floor mops, mop holders, window screens, electric irons, dust pans, step-ladders, self-wringing mop, potato drag, scrub brush. These articles are all requirements in the home or the farm and are popular-priced.

* * *

ADVERTISING a stock of harvest tools for farmers, Winteringham Bros., Glen Ewen, Sask., recently asked that they be allowed to quote prices before outside houses were sent to for goods. "We meet all competition and guarantee our goods," says one ad, featuring mower files, grindstones, wrenches, binder whips, machine oils, greases and all harvest tools. "Everything kept in stock to make work easy on the farm," says the ad.

* * *

"GET READY for the Cold Weather" is the heading under which R. H. Hodgins Hardware, Lucan, Ont., issues a warning to purchase new hardware stocks. Under this heading are included oil heaters, "use them before you light your furnace. No smell. Can be carried from room to room," says the ad. Ready roofing, window glass, wheelbarrows, axes, stove pipes, aluminum and graniteware. Builders' hardware was also featured. Special mention was made of the 5 and 10c tables which have proved successful in selling miscellaneous lines in many stores.

* * *

A "GREAT Slaughter Sale of Hardware" was recently advertised by the B. G. Kelly (Est. of) Hardware, of Kamsack, Sask. Wholesale prices, it was claimed, were offered and lines featured consisted of graniteware, tinware, stoves, cooking utensils, kitchen utensils, cutlery, galvanized iron roofing, thresher's pumps and hose, grain scoops, and rifle cartridges.

* * *

WITH THE harvest season well under way, the next call is to the "Threshermen," and under this heading, A. E. Fry Hardware, Hartney, Man., recently advertised special hardware goods. The ad says in part: "With harvest well under way our thoughts turn to the threshing season. To prepare for this in some cases is no small job, so start early to repair your machines. We have a complete stock of oils and greases, chrome tan lace leather, lace leather, both laces and hides. Steel belt lacing, rubber belting, belt punches, jack-knives, packing, including grey rubber, red rubber, asbestos, fibre, spiral and candle wick; belt dressing, oilers, grease cups, globe valves, angle valves, air valves, check valves, fittings, steam gauges, gauge glass, fuse plugs, injectors, wrenches, wrench sets, cold chisels, punches and flue beaders, tank pumps, injector hose, flue cleaners, pitch forks, grain scoops and cotton waste.

This is one of the most complete lines of thresher's requirements which could be contained in advertising matter, and embraces articles likely to be required by any farmer at this season of the year. A "Special" 8-inch, 5-ply, 150-ft. endless threshing belt was featured at a price of $75.00.

* * *

CHILDREN'S carts and bicycles were recently featured in an ad by the Cowan Hardware, London, Ont. The sale was a real "Kiddie's special" and featured boys' carts at $1.19 each, of the best quality hardwood bodies and wheels with steel rim and boxings. Artillery cars, kiddie kars, roller skates, gocycles from 85c to $3.50; velocipedes with steel or rubber tires from $4.00 to $7.50 each were also featured.

* * *

THE RECENT cool weather has increased the amount of advertising of stoves and oil heaters by various hardware merchants throughout the country. McPherson Bros. Hardware, Medicine Hat, Alta., recently featured gas heaters at from $4.50 to $18.00; gas logs at from $8.00 to $10.00; gas grates $10.00 and up; Andirons $4.00 to $15.00; and brass fenders at $5.75 to $20.00. Coal heaters in a large variety of styles and prices were also mentioned in the ad.

* * *

ANOTHER hardware store to feature stoves is Horne's Hardware, Sudbury, Ont. A recent ad says "Look back through the years and count the number of stove companies that have been forgotten. Count the number of stoves that have been introduced—and forgotten. Through all the ups and downs of the industry, through days of doubt—the days when an electric range was a curiosity —and right on through the days when the electric range became a beneficial and enjoyable necessity, the ——— has steadily grown in national favor."

EDITORIAL COMMENT

LORD NORTHCLIFFE tells the United States that it is up to the business men of the world to win the war with the Central Powers. It has already been pretty well exemplified that the professional politicians and near statesmen, especially in Canada, have failed.

* * *

THE Resources Committee has accomplished much to be proud of. Putting men and machinery on the land will accomplish more to increase production, reduce prices and win the war than all the price tinkering.

* * *

In a circular letter to the Trade Press in general, James H. Collins, who is in charge of the publicity bureau at Washington, D.C., for aiding the Government Food Conservation campaign, says:—

"I have been for years a close reader of trade and technical journals. I have the greatest possible respect for their character, enterprise and usefulness. I believe American business to-day is very largely influenced and developed by its fine trade press; and I feel, in this new war task which we are undertaking, that the co-operation of the trade and technical press will be not only quick and hearty, but of great practical usefulness along broad and probably unforeseen lines."

STAINLESS STEEL PROHIBITED

THE Canadian hardware trade will be greatly interested in advices from England, stating that the manufacture of stainless steel has been prohibited. The Ministry of Munitions has notified the trade that owing to the scarcity of chrome the manufacture of stainless steel is prohibited forthwith, but that chrome may be used as heretofore in the manufacture of high-speed, carbon and alloy steels. The Department has also assumed control of chrome ore, but in view of the recent shortage of ferro-chrome this step, it is said, has not occasioned much surprise. According to the *Ironmonger,* England, almost the only purpose to which stainless steel is applied is that of making table knives, and although to stop the supply of these may cause inconvenience, the authorities consider that stainless knives are not essential to the interests of the country. Moreover, their manufacture consumes a substantial weight of chrome which is urgently wanted for various materials necessary for the manufacture of munitions and military and naval equipment. To the cutlery trade, the prohibition is a serious matter, and will also result in a considerable loss of export business. Makers, the English authority states, have lately been overwhelmed with orders for stainless knives from the Colonies, most of which remain unexecuted because the supply of steel is short of the demand. Recent experience suggests that people in Canada, Australia, and South Africa have been scrapping old knives in order to avail themselves of the advantages which the newer kind offers. The progress of the home demand for stainless knives has also been continuous, but applications of stainless steel to domestic purposes other than knives are still in the experimental stages.

THE PAPER THAT IS NOT WANTED

THE Montreal *Daily Mail* has suspended. It is a class of paper which should never have come into existence. It has been financed to a great extent —if not entirely—by contributions from Montreal financiers. When will financiers learn that such a policy is very unfair to the legitimate old-established publications? They create unnecessary and often nasty competition and are seldom successful. In most cases where a rich man gives money to establish or help a newspaper it can be put down to vanity, or to serve some ulterior object. There are, of course, some exceptions.

It is rather an interesting coincidence, that M. E. Nicholls, the promoter and conductor of The *Mail* prepared a report on the Newspaper Postal Situation in Canada. He singled out trade and technical papers for attack, saying they should not be allowed newspaper rates as they were of no public service. When the public were telling Mr. Nicholls his spoon-fed product was not wanted, the public of Canada, the United States, Great Britain, Australia and India, as represented by their Governments were calling on the trade and technical editors and showing them that their papers were indispensable in these times of stress.

BIG MEN NEEDED

WITH every indication of an election in December, business men are naturally wondering just what is going to happen. Adherents of both parties are, in many cases, disgusted with the countless displays of incompetence which have been exhibited in both parties at Ottawa, since the outbreak of the

war. *The Financial Post,* in pointing out that at present there appears to be little opportunity for improvement in the situation, expresses some views which will be endorsed in many quarters. The article in part follows:

Parliament has prorogued and an election is coming within the next two months. It begins to look as though it would be fought out on straight party lines, except that Sir Robert Borden may command the support of a section of Conscription Liberals and Sir Wilfrid Laurier may have the full Nationalist backing in Quebec.

The political situation is bad. It is a damaging indictment of the whole Canadian people that there should be a political situation at all. That we can find time for party bickering is proof of our lack of sincerity in war effort. That the political situation is such that a proper administration of war matters is impossible gives cause for serious misgiving.

From the present outlook the election will be a straight party fight between a Government carrying the sins of three years of wooden inactivity and an Opposition headed by a clever politician who has fought Conscription. If nothing happens to change this alignment how can the sincere Win-the-War Canadian vote? If he votes Borden he votes to place back in power a little ring of mediocrities and misfits who have already demonstrated during three years of war a complete lack of foresight and an amazing share of traditional torpitude. If he votes Laurier, he votes to hand over the reins to men of perhaps equal mediocrity who are, moreover, cursed by their leader's attitude on Conscription.

What is the solution? There is only one: For the thinkers, the big men, in each party, to get together and make themselves felt before it is too late. If the strong elements in the Conservative party unite and assert themselves in Conservative councils, they can still lay down a policy that will assure the electors of vigorous administration after the election is over. The big men in the Liberal party have the same opportunity. Let them overturn the anti-conscriptionists and go to the country on a Win-the-War policy that rings true and with the definite assurance of a Cabinet made up of ablest executives in the country.

WHO MADE THE NAILS?

THE *Manufacturers' Record,* Baltimore, urges that United States firms who endeavor in any way to assist Germany should be exposed and full information given to the public. Attention is directed specifically to one instance:

Owing to the accidental breaking on a New York wharf of a case of nails consigned to Sweden, it was discovered that the head of each nail was covered with a one-ounce cap of lead. The man who happened to pick up one of these nails thus opened to public view noted the importance of the discovery and immediately reported it.

These 400 cases of nails made with leaden heads were marked for Sweden, but they were doubtless intended for Germany.

Some firm must have known that the only possible use to which a nail of this kind could be put was for the lead, and that that must have been intended for war purposes.

Who was the firm that made such nails and what were the conditions under which they were produced? The United States Government is investigating the matter, but the *Record* points out that the public has a right to know what firm produced the nails and under what conditions. It is scarcely possible that a business house was so innocent as to be taken in in being asked to produce nails of this kind without suspecting the purposes for which intended.

THE BIG GAME SEASON OPENS

THE opening of the big game season gives an added trade opportunity to those merchants whose place of business taps any of the great hunting districts. This sort of business is mainly found trade. That is, whatever there is done in this business may be considered as extra profit. It is outside the usual business channels, and comes usually from parties outside the locality in which the store is situated. The opportunity only presents itself for a few weeks, so it behooves the merchant to make the best of it, for such business is truly found business.

POPULARIZING FISH

THE Ontario Government, working in conjunction with the Food Controller, is going to still further enlarge the program for popularizing fish as a food. The Food Controller, in conjunction with the wholesale fish merchants, has done much to bring fish to the attention of the public, by arranging for a better system of transportation from the seaboard. The Ontario Government intends, however, to tap the immense natural resources of fish that are in some of the Provincial Lakes, that to the present have been protected by Government regulations. Lake Nipigon will be the main source of supply, and from it will be brought all manner of fresh water fish, to be sold at reasonable prices. It is understood, too, that this activity will be directed through the regular channels of trade.

A ROLLING STONE gathers no moss. Neither does the retailer who allows his ideas and energies to stand still.

A MERCHANT cannot be too cautious. There are probably more fake schemes laid to entrap retailers than all the rest of humanity combined. Some of the ideas are diabolically ingenious; nearly all are, at the least, plausible. To escape them all a merchant has to possess some of the qualities of Sherlock Holmes.

EVENTS IN THE TRADE

TRADE NOTES

High River, Man.—Blackie Hardware disposed of a car of coal in two hours during a recent coal shortage.

Medicine Hat, Alta.—Hewitt & Black Hardware Company have commenced business in new premises.

OBITUARY

Bangor, N.B.—E. S. Martin, for forty-two years in the stove and tinware business at St. John, N.B., is dead.

Port Colborne, Ont.—R. H. Appleyard, for forty-six years in the hardware and tinsmith business, is dead, after being retired from business for the past two years. Herbert R. Appleyard, hardware merchant of Humberstone, Ont., is a son.

INCORPORATIONS

Hamilton, Ont.—Stopglare, Limited, has been incorporated with a capital of $40,000 to manufacture and deal in glass and automobile accessories.

Dunnville, Ont.—Diener Gas & Manufacturing Co. has been incorporated with a capital of $100,000 to carry on business of extracting and pumping petroleum and other mineral oils, to manufacture gasoline and other by-products.

St. Catharines, Ont.—McKinnon Industries, Limited, has been incorporated with a capital of $1,000,000 to manufacture and deal in iron, steel, brass, metals and metal alloys of all kinds, leather, automobiles, bicycles, rubber, hardware, cutlery and metal castings. L. E. McKinnon. W. A. Notman, J. W. McKinnon and R. A. McKinnon, manufacturers, are the incorporators.

INDUSTRIAL NOTES

Oakville, Ont.—Royal Oak Rubber Tire Company's plant has commenced operations.

Welland, Ont.—Welland Machine & Foundries, Ltd., was damaged to the extent of $3.500 recently by fire.

North Bay, Ont.—Stoddard Bros., general store, was damaged by fire recently. Loss was estimated at $25,000.

New Toronto, Ont.—Goodyear Rubber Company's plant is rapidly being completed and operations have commenced. The plant at Bowmanville, Ont., will soon close, and the machinery will be transferred to New Toronto.

Sarnia, Ont.—Erection of Romeo Foundries expected to begin shortly. Steel auto casings will be made for many branches of American automobile firms expecting soon to locate in Canada.

Woodstock, Ont.—The Canadian Linderman Co. has rented Tobin Arms Factory here and will shortly operate the plant working on an order for $14,000,000 worth of munitions for the United States Government. Head office of Linderman Co. is in Muskegon, Mich.

Sault Ste. Marie, Ont.—The Algoma Steel Corporation, a subsidiary of the Lake Superior Corporation, is erecting another blast furnace here. The furnace when completed will have a capacity of 400 tons of pig iron per day, and it is expected it will be finished by the New Year.

APPOINTED SALES MANAGER OF MARTIN-SENOUR CO.

C. F. Kendall has been appointed sales manager, Martin-Senour Co. with headquarters at Montreal. Mr. Kendall has been a member of the Ontario sales staff of the Martin-Senour Company for the past six years, covering the South-Western section of Ontario from Niagara Falls to Windsor. On this ground he is well known among the retail trade.

C. F. Kendall, appointed Sales Manager The Martin-Senour Co.

DEATH OF WM. R. ROSEBRUGH

Winnipeg.—William R. Rosebrugh, a well-known Winnipegger, died suddenly at Reaburn while he was returning from a hunting trip.

"Billie" Rosebrugh, as he was familiarly known, was for 15 years one of the best known hardware travellers in Western Canada. He was one of the pioneers in this country for the Marshall Wells Hardware Company. He severed his connection with them in 1914 and entered business for himself as manufacturers agent.

William R. Rosebrugh was born at Bothwell, Ont., on March 28, 1871. It was there that he started in the hardware business with his father, later moving to Toronto.

WESTERN RETAILERS MAY CHANGE POLICY OF DOMINION R.M.A.

Owing to some dissatisfaction which has existed among members of the Western branch of the Retail Merchants' Association, a meeting will be called in the near future to decide on the future action of the Western members. When the association was organized in the Prairie Provinces the officials considered it would be to their advantage to affiliate with the Eastern Association, but since doing that they have not been satisfied with the manner in which matters have been conducted by Eastern members. For several years past, it is stated, the Western delegates to the Dominion convention of the retailers have taken exception to this.

In this connection, J. L. S. Hutchison, second vice-president of the Dominion organization, made the following statement:—"The only way to make matters so the West will not suffer from the actions of the East is to have a joint meeting of Western delegates, and at that meeting the policy of the association in the Prairie Provinces will be decided."

Mr. Hutchinson, who was the first Western man to be elected to the Dominion Board of the Retail Merchants' Association, and who was this year again elected as a vice-president of the board, along with F. E. Reymond, provincial secretary for Saskatchewan, have recently returned to the West from Montreal, where they attended the meeting of the Dominion Board.

CORRECTION

In last week's issue of HARDWARE AND METAL an item headed "New Game Laws for Hunters" was printed, giving certain dates for the hunting season. The Ontario Game and Fisheries Department states that the law as quoted was applicable only to Quebec Province, and not to any other province of the Dominion. In Ontario the red deer shooting season is from Nov. 1-15, and only one deer is allowed to hunters. The moose hunting season is from Oct. 10 to Nov. 30 north of the Canadian Government Railway line from Quebec to the Manitoba boundary, and from Nov. 1 to Nov. 30 in the rest of Ontario. Only one moose or caribou is allowed each hunter.

HARDWARE LETTER BOX

Special Oak Heater

Fred. C. Bishop, Norwich, Ont.—Kindly advise me who manufactures the Special Oak Heater.

Wm. Buck Stove Co., Brantford. Is also to be obtained from R. Bigley Mfg. Co., 96 Queen St. E., Toronto.—Ed.

Storage Batteries.

Dakin Bros., Digby, N.S.—Will you please tell us where we can procure a book on the cleaning, repairing and refilling of storage batteries—also where to get the necessary outfit for this work.

Macmillan Co. of Canada, 70 Bond St., Toronto.—"The Storage Battery," by Morse, $1.50, also by Treadwell at $1.75. Outfits and further information can be obtained from Prest-O-Lite Co., Inc., C. P. R. Bldg., Toronto.—Ed.

TRADE INQUIRIES

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1309. **Machinery.**—An important official body in Omsk, Siberia, is anxious to receive particulars as soon as possible with regard to the ability of Canadian manufacturers to supply machinery and appliances for the working of wool, skins, hides, grease, bone, horns, hoof, blood and other bye-products of the animal-raising industry of the Siberian steppes. Further information may be had on application. (File No. 16412).

1310. **Electrodes.**—An important firm in Genoa has an urgent inquiry for 10 tons of either carbon or graphite electrodes, 100 mm. or 120 mm. in diameter, the length to be from 1,000 to 1,800 metres. Quotations by cable with statement of definite delivery are asked for.

1313. **Badger skins.**—A contractor of the British Government wishes to secure Canadian badger skins.

1316. **Jute, hemp and linen bags.**—A French gentleman states he can guarantee sales of more than two million francs per annum of jute, hemp and linen bags. If a Canadian firm is willing to establish a warehouse in France he says he can obtain for it more than two thousand clients.

1317. **Hardware.**—A Port Elizabeth firm of wholesale importers requests catalogues and discounts and prices of household and builders' hardware.

1319. **Dairy utensils and implements.**—A Queenstown firm of wholesale jobbers request catalogues and price lists quoting f.o.b. Canadian ports, and full details regarding packing, on dairy machinery, implements and utensils.

1320. **Agricultural implements.**—A Queenstown firm of wholesale jobbers request catalogues and price lists quoting f.o.b. Canadian ports, and full details regarding packing, on agricultural implements, tools, ploughs and other farm utensils.

1321. **Hardware.**—A Queenstown firm of wholesale jobbers request catalogues, price lists and samples when possible, on hardware for household purposes, shelf hardware, enamelware and all kinds of kitchen utensils, particularly in the cheaper makes.

1322. **Brushware.**—A Queenstown firm of wholesale jobbers request catalogues and price lists on Canadian-made brushware.

1323. **Wire.**—A Queenstown firm of jobbers ask for quotations and full particulars re delivery on plain and barbed wire.

1324. **Building Hardware.**—A Durban firm of general merchants specializing in building material, request communications from Canadian firms manufacturing any line of building hardware.

1325. **Wire.**—A Durban firm of general merchants ask for samples and quotations of Canadian wire of all kinds.

1326. **Box shooks.**—A Durban firm of importers making a specialty of box shooks ask Canadian manufacturers prepared for export to correspond at once.

1327. **Furniture hardware.**—A Port Elizabeth firm of furniture manufacturers request correspondence, catalogues and price lists from Canadian manufacturers of hardware fittings for the furniture trade.

NEW GLASS COMPANY AT MONCTON, N.B.

Humphrey's Glass, Limited, newly incorporated at Moncton, N.B., with a capital of $200,000, is a business transferred from Trenton, N.S.. where the plant was in operation for the past 25 years. The site for the new plant in Moncton has not been chosen yet, but it is expected that operations will be under way before the close of the year. The reason for the removal of the plant was that natural gas is available at Moncton. At the outset it is planned by the company to manufacture only bottles and lamp chimneys.

INCREASED GRAIN YIELD IN CANADA FOR 1917

A preliminary estimate of this year's wheat crop in Canada, as given out by the Census and Statistics Office, is for a total of 249,164,700 bushels from 14,755,800 acres, an average yield per acre of 16.88 bushels as compared with 17 bushels in 1916 and 29 bushels in 1915. The 1917 crop represents an increase of 8 per cent. over that of 1916. The total yield of oats in 1917 is estimated at 399,843,000, or 33.18 bushels per acre, as compared with 35.91 bushels in 1916. The rye crop is estimated at 4,194,950 bushels, as compared with 2,967,400 bushels in 1916. The crop ran 20 bushels to the acre in both years. Barley yields 59,318,400 bushels, as compared with 42,647,000 bushels in 1916, with an average yield per acre of 24.80 and 25 bushels respectively. The total yield of flaxseed is placed at 10,067,500 bushels, as compared with 7,316,300 in 1916, the average yields per acre being 8.11 bushels in 1917 and 11¾ bushels in 1916.

CUSTOMS REGULATIONS

The Customs Department has sent out notice to custom officers as follows:—

Th following are all held to be of a class or kind made in Canada:

Yellow or Muntz Metal in sheets of widths up to and including 36 inches wide and in bars or rods of diameter up to and including 5 inches.

Nickel Silver and German Silver in strips and sheets.

Tobin Bronze in bars or rods as used for the manufacture of Gas-buoys, etc.

The exportation of Steel Rails is hereby prohibited to all destinations abroad, other than the United Kingdom, British Possessions and Protectorates.

SMOKELESS FUEL FROM WOOD WASTE.

The National Patents, Ltd., has been incorporated under the laws of British Columbia for the development and manufacture of smokeless fuel from wood waste. An experimental plant has been constructed at Nanaimo, British Columbia, where this fuel is manufactured in small quantities.

Conservative millmen in this Province estimate that 15,000 cords of wood waste are daily destroyed in British Columbia. By this new process the material would make 10,000 tons of smokeless fuel. The manufacturer claims this fuel can be produced at the factory for $2.50 per ton, and can be retailed anywhere on the coast for $6 per ton. He also states that the fuel is made by a progressive distillation process carried on entirely by means of heated and cold gas. No foreign substance enters the fuel. The material under treatment is carbonized. Walter Thomas, of Nanaimo, British Columbia, is manager of the plant.

CANADA'S MINERAL PRODUCTION.

According to the preliminary report of the Department of Mines, Ottawa, the mineral production of Canada in 1916 was $177,417,574, as against $137,109,171 in 1915. The previous maximum production was $145,634,812 in 1913.

The following table shows the quantity and value of some of the mineral products of Canada in 1916:

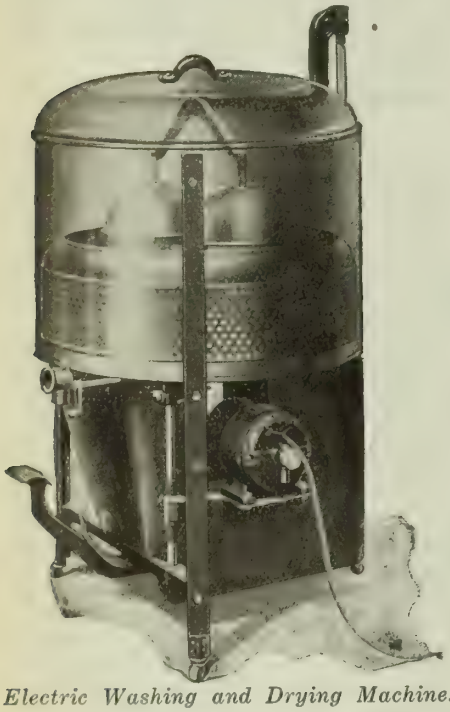
Products.		Quantity.	Value.
Metallic.			
Antimony ore (exports)	short tons	794	$ 48,158
Cobalt, metallic and contained in oxide, etc.	pounds	841,859	926,045
Copper (value at 27.202 cents per pound)	pounds	119,770,814	32,580,057
Gold	ounces	926,963	19,162,025
Iron, pig, from Canadian ore	tons	115,691	1,328,595
Iron ore sold for export	tons	140,608	393,689
Lead (value at 8.513 cents per pound)	pounds	41,593,680	3,540,870
Molybdenite, MoS2 contents at $1 per pound	pounds	159,000	159,000
Nickel (value at 35 cents per pound)	pounds	82,958,564	29,035,497
Platinum	ounces	15	600
Silver (value at 65.661 cents per ounce)	ounces	25,669,172	16,854,635
Zinc (value at 12.804 cents per pound)	pounds	23,515,030	3,010,864
Total		.....	$107,040,035

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

THE LAUN-DRY-ETTE

Home Specialty Company, Cleveland, Ohio, is marketing a newly-designed electrically-driven washing machine, which is claimed to not only wash clothes, but also to dry them in the same tub without being handled. The machine consists of two tubs; the outside one serves as a container for the washing solution, while the inside tub holds the clothes in position, so that the vacuum cups cover all the clothes. While these

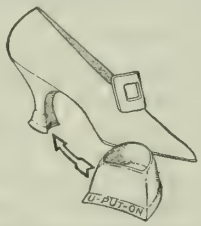


Electric Washing and Drying Machine.

cups are working up and down, the inside tub is slowly revolving, so that each piece of material is thoroughly saturated. No wringer is used for the drying process, but a machine known as the extractor is employed. After the washing operation is completed, the inner tub is raised above the water to the drying position, and is revolved rapidly. It is claimed an entire tub of clothes can be dried in thirty seconds, and that in from 5 to 10 minutes average flat work is ready for the ironing board. The machine is friction-driven, and is provided with a one-eighty horse-power motor.

"U-PUT-ON" RUBBER HEELS

A new detachable rubber heel for ladies' shoes is being marketed by Robert E. Miller, Inc., 11 Broadway, New York, N.Y. The heels are made in many different sizes, and designed to fit all French heels. In black, gray, tan and white shades. It is claimed that the new heel prevents slipping, can be put on or off when desired; heels can be changed to wear even, can be used on different heels, beautifies the heels, fits like a glove, lasts longer, costs less, and is a necessity for real comfort. The heel is provided with



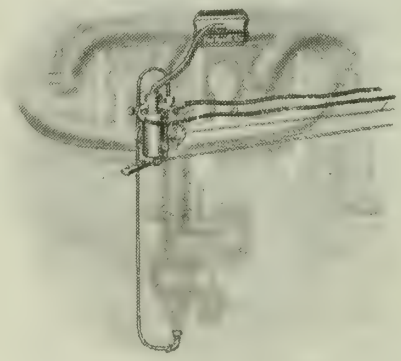
Detachable Rubber Heel for Ladies' Shoes.

vacuum cups to prevent slipping, and it is claimed the heel eliminates shabby, run-down heels. The heels are known as the "U-Put-On" heels, and retail at 50c per pair.

PERFECTION VITALIZER

The American Spring Tire Company of 30 West Lake Street, Chicago, is now placing on the market a device known as the Perfection 5-in-One Vitalizer, a heating unit for the purpose, it is said, of thoroughly vaporizing gasoline. This Vitalizer comprises a combination Electric Super Heater-Primer-Accelerator-Super-Heater and Decarbonizer, all in one and it is claimed can be attached to any make of gasoline engine.

The Electric Super Heater is controlled by a switch on the dash and is an instant vaporizer enabling the car owner to start a cold engine instantly—irre-

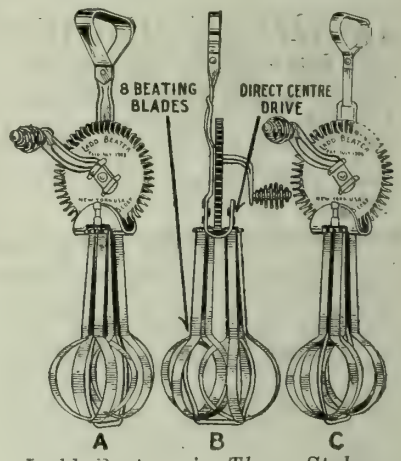


To Vaporize Gasoline.

spective of temperature. The makers claim this device is showing large increase in mileage per gallon of gasoline due to its efficiency in materially assisting the carbureter to more thoroughly "crack" the gasoline and which increases the power of the engine as well as overcomes vibration and the usual difficulties experienced with starters in cold weather. The device is said to be simple, and practical and is sold under a guarantee.

LADD BEATERS

United Royalties Corporation, 1133 Broadway, New York, have added a new feature to their product known as the Ladd beaters. These beaters are entirely of steel, no wood or cast-iron which might gather dirt or dust being used and it is claimed this material outlasts the cast-iron construction. The home size beaters are now being ship-



Ladd Beaters in Three Styles.

ped in three different frame handles, as illustrated herewith. With this added feature, these beaters are claimed to be the last word in efficiency and construction for the production of unusual results.

RUSSIAN OILCAKE TO SWEDEN

The Swedish and Russian Governments have perfected arrangements for the export to Sweden of Russian oilcake. The first shipment is to be 20,000 tons. It is understood that Sweden is bound by the agreement to suspend temporarily, the export of cattle to Germany for six weeks.

CANADA'S SILVER PRODUCTION

It is stated that, while Canada is placed third on the list of silver producing countries, yielding 28,401,000 ounces, as compared with 74,916,000 ounces extracted from the United States mines last year, contrary to general expectations, the yield for the coming year, including new extractions from surface dumps as well as from the mines, will be about 35,000,000 ounces.

THE CLERKS' DEPARTMENT

THE BANKER WHO HANDLED THE U.S. LIBERTY LOAN

Benjamin Strong Owes His Remarkable Success to His Determination to Know All About His Business.

KNOWING well the business in which he is engaged is the secret of the success of Benjamin Strong, jr., the man who worked closest with McAdoo in the launching of the Liberty Loan at Washington. It is his creed to get down to the roots of everything connected with his business—banking. He has studied the theory of banking with a thoroughness that has perhaps never been excelled.

Know your business: It is a wonderful motto. Some men of acquisitive mind pick up bits of knowledge about everything under the sun; others specialize, turning their powers of acquisition in one set direction. The latter are the men who win their way up to places of national trust and sit at the head of board tables.

But to get back to Benjamin Strong. He is in this one respect at least a remarkable man. His acquisitiveness has been turned to the one subject and now he knows banking from every angle and phase.

The Annalist tells about him as follows:

Theoretically, the Secretary of the Treasury sells Government bonds; actually they are not sold by any Government agency, but by bankers. When the $2,000,000,000 of 3½ per cent. Liberty bonds was brought out it was realized for the first time in Washington that the old system of making an announcement and then waiting for the inevitable oversubscription had gone into the discard, along with many other ancient practices.

The old system had sufficed for issues of $200,000,000; it might have taken care of an offering of half a billion or more, but it could not be intrusted with the job of selling two billions. Mr. McAdoo made a flying trip to New York and in a brief speech before a gathering of the principal financiers in New York gracefully laid his problem before them. Mr. McAdoo appreciated the size of the job, and did all in his power, both in Washington and in a speaking tour, to aid in the distribution.

The point of contact between the Treasury Department and the bankers was Benjamin Strong, Jr. It was advisable to identify the committee as closely as possible with the Government, and the Federal Reserve Bank, as a quasi-public institution, furnished the necessary connection. As Governor of the bank, Mr. Strong was the logical choice for Chairman of the Liberty Loan Committee, and all of the dozens of other Chairmen came under his direction. Starting at the top and building downward, the bankers soon had in active operation an organization which sold New York's share of the bonds nearly twice over. The task was not an easy one; some of the bankers who accepted places on the committee with Governor Strong worked harder in the interest of the Government loan than they had ever worked for their own institutions.

Governor Strong made a good Chairman. Bankers in New York have fallen into the habit of looking to him for leadership. He is the type of executive who can accomplish much more directing other bankers than he could in working with people with whom the bankers have to deal. In other words, he is a sort of "banker's banker," who can talk in terms understood by his associates, but who has difficulty in making himself clear to laymen. Long before he was elected to his present position he occupied this rather peculiar position in the Eastern banking field. It was no unusual thing for another bank President, asked to explain some new twist in banking practice, to say:

"I don't fully understand these things; I only know that we do them." And then, hopefully, "Why don't you run over to see Ben Strong? He knows the theory of banking."

It is a fact that comparatively few bank executives have ever made a study of their own business. They know of what good banking practice consists, and they are sufficiently resourceful to work their way out of new difficulties when they arise, but they have never had the inclination to find out how the methods in vogue to-day were evolved. Not so with Governor Strong. His idea of a perfect evening is freedom from interruption for several hours while he reads some ancient authority on a technical point in banking. This practice, indulged in years before he dreamed of the Federal Reserve system, stood him in good stead when he was chosen to head the most important of the twelve Reserve institutions and found that the law left all of the details of organization to be worked out by the officers. There are many bank Presidents who are worth more to their stockholders than he would be, because they are business getters, but hardly more than one in the East as well posted on banking fundamentals.

Governor Strong loves to take up a new problem and work out a solution. He is not satisfied with short cuts or makeshifts. He knows that nothing enduring is hit upon by chance, and he tries to follow the logical line of development in laying down rules for each new departure in the Reserve system.

It was the challenge offered by a multitude of new problems to be worked out that attracted him from a more lucrative position as head of the Bankers' Trust Company to accept the Governorship of the Federal Reserve Bank of New York. As a trust company president he received a salary of $45,000 per annum, and he went to his new post for a salary understood to be $15,000 less. Tall and spare, he is not strong enough for the work that he would like to do, and after completing the organization of the new bank he found it necessary to spend a year in Colorado in recuperation. He was reconciled to the physician's sentence by the thought that at last he was going to have unlimited opportunities to gorge himself with financial literature.

As President of the Bankers' Trust Company Mr. Strong was actively associated with a number of important corporations, from all of which he withdrew to take up his new work. He is in his forty-fifth year and has been actively engaged in banking since he was 19. He was born at Fishkill-on-the-Hudson in 1872 and started as a clerk for Jesup, Paton & Co. under the late Morris K. Jesup. This firm subsequently became John Paton & Co. and afterwards Cuyler, Morgan & Co. In 1901 he became Secretary of the Atlantic Trust Company, continuing in the same capacity when that institution was merged two years later with the Metropolitan Trust Company. He was made Secretary of the Bankers' Trust Company in 1904, one year after organization; became Vice President in

VALUE OF BUSINESS NEWSPAPERS

Edwin N. Hurley, the financier and successful manufacturer, who retired from the chairmanship of the United States Federal Trade Commission to give attention to his own big manufacturing interests in the United States and Canada, but has just been persuaded to return to the public service, as chairman of the Shipping Board, says in his book, "The Awakening of Business":—

"Business men do not realize the value which trade newspapers and technical magazines may be to them in increasing the efficiency of their factory and giving them a broad, comprehensive view of their business.

"Our trade journals and technical papers should be encouraged and supported by our business men.

"Copies should be placed where employees can see them, and they should be urged to read and study them.

"These papers are preaching the gospel of sound business on practical lines, and are helpful, not only to business, but to the country as a whole."

1910 and President in 1914. He had held the latter position but nine months when he was chosen Governor of the Federal Reserve Bank.

In his present position Governor Strong has found occasion for the frequent display of tact in reconciling bankers to the usages and requirements of membership in a system that was forced upon national banks. At the outset State banks and trust companies were jubilant over their independence of the new system, and Governor Strong has labored indefatigably to bring them to the point where they will see the advisability of casting their lot with the national banks. In this he has only partly succeeded, but the tendency is toward concessions on both sides which will eventually result in bringing all of the State institutions into the system.

It is complained by newspaper men that Governor Strong holds an entirely wrong attitude on the subject of the public's right to information about the bank. He is inclined to resent publication of any news touching upon the bank's functions that is not given out as an official statement, and he has made it practically impossible for any of the other officers or employees to discuss banking developments with the press. He holds views toward the right of newspapers to discuss Federal Reserve matters that would be better understood in London. At the same time he occasionally unbends in his talks with reporters and succeeds in establishing a friendly understanding. As Chairman of the committee which must soon begin a new campaign to sell $3,000,000,000 more of Government bonds he will have more opportunities of this nature.

Opportune Time to Collect Accounts

Campaign for Sounder Credits Should be Followed With Adoption of Efficient Business Principles—Debtors Should be Made Realize Importance of Credit.

IN a recent issue of HARDWARE AND METAL it was pointed out that the period from now until Christmas was the most opportune time for hardware merchants to get after their credit customers and effect a settlement of long standing accounts.

Emphasis was laid on the fact that with plenty of money in circulation throughout the country places, and with good crops everywhere in evidence, now is the most favorable time which the merchant has had for many months to urge the meeting of bills by his credit customers. Undoubtedly many merchants have seized upon the opportunity and are by this time writing many old accounts off their books to their own profit.

Simultaneously with the bringing of the credit department up to date, better business methods should be adopted for the future in order that there may be no repetition of the circumstances in which some dealers find themselves today. Customers have to be educated to regard the granting of credit as a more serious matter than they have in the past, and to realize that they are under some obligation which has to be met when they receive credit from the local merchant. There is no more reason why the merchant should grant credit without security than there would be for the bank, and if this fact was kept uppermost in the minds of dealers and customers there would be fewer bad credit debts to be wiped off the books.

Every thoughtful merchant recognizes the imperative need for modern business methods, for just as every nation at war has had to mobilize every department from the bottom to the top, so, likewise merchants must mobilize and thoroughly organize all departments of their business.

Such an organization of business on an efficient basis is the means of a better understanding between a store and its customers, for sound business requires that each understand the viewpoint of the other and coordinate their efforts, and particularly is this the case in regard to the matter af granting credit, for never before has the necessity been so great to keep credits sound.

In one direction in regard to the matter of securing a more substantial basis in connection with the granting of credit, can all merchants do their part. Those to whom credit is extended should be brought to appreciate that credit grantors have the undoubted right to ask and to be given assurance that accounts will be paid at a specified time.

CONCENTRATING TRADE AT HOME

(Continued from page 22.)

town. They have grown enormously rich at your expense, and at the expense of your home merchant, who is your neighbor, your friend and your fellow-citizen.

"It is your duty as a citizen to do everything you can to help build up your town. In no other way can you do this more easily and more to your own advantage than by patronizing your local merchants.

"We know you are fair-minded and want to do what is right. After you have thoroughly considered the matter, we are sure your sense of duty will convince you that you owe your support to the Kingston merchants, who do so much to serve and accommodate you."

Big Fare-Refunding Sale

The forcefulness of the foregoing statement, clearly defining what the position of Kingston people should be toward their local merchants is applicable to any town or small city in Canada where the same problem has to be faced. Following an attempt to impress the public with the seriousness of the situation by means of such statements as that above, a big Fare-Refunding Sale was put on by Kingston merchants. The event proved to be one of the greatest stimulants to local trading that had been seen in the city. The feature of the sale was the refunding of car fare to customers living within a radius of forty miles of the city who shopped in the city during the sale. Every merchant in the city made elaborate preparations.

The benefits accruing to the town or city which follows the procedure of Kingston in arranging such sales and concentrating all buying interest in local stores are of inestimable value. The advantage is evenly divided, for not only do the merchants benefit by the increased sales, but the local newspapers also secure their due of advertising, and the community is well on its way to a flourishing position when it has learned to keep its wealth at home by patronizing its local merchants.

CATALOGUES and BOOKLETS

A MAMMOTH CATALOG

A new general supply catalogue has just been issued by the Northern Electric Company, Limited, Montreal, Que. The book, which is one of the largest electrical catalogues issued on the continent, contains 1,485 pages and weighs 6½ pounds ready for mailing. It contains a most complete listing of electrical specialties of every description, classified in twenty-two sections, each section commencing with a four-page colored insert printed on heavy coated paper.

Some idea of the material covered by this book may be had from the titles which have been assigned to the various sections as follows:—

Telephone Section; Wires and Cables; Pole Line Hardware; Insulators; Tools and Construction Appliances; Insulating Materials; Conduit and Conduit fittings; Small Electric Light Wiring Devices; Fuses and Knife Switches; Lighting Fixtures and Accessories; Socket Devices, Electric Ranges and Fans; Light Sources and Applications; House Goods, Novelties and Flashlights; Batteries and Accessories; Switchboards and Panelboards; Protective and Power Control Devices; Indicating, Recording, Integrating and Testing Meters; Generators, Motors, Transformers and Motor Applications; Low Voltage Outfits; Railway Electrical Supplies; Automobile Electrical Devices and Accessories; Miscellaneous.

This catalogue contains many improvements and innovations over previous issues but the big improvement in this issue is the method provided wherever practicable whereby prices f.o.b. Halifax, Montreal, Toronto, Winnipeg, Calgary and Vancouver can quickly and easily be obtained.

Electrical supply catalogues as heretofore issued, have given only the manufacturers' list prices and discounts, usually making it necessary for the purchaser to estimate his own freight (or freight and duty) where costs were required f.o.b. various destinations. In this catalogue, the Northern Electric Company have taken care of these important elements entering into the cost of electrical supplies delivered to Canadian points. To accomplish this, they have used Montreal and Toronto as basing points and the list prices found in the catalogue apply to goods sold f.o.b. Montreal or Toronto (except in cases so noted). For other points at which the Company has warehouses, the approximate delivered prices can be obtained by adding to the list prices shown, the necessary percentage as explained in footnote on each page.

WHAT OTHER PAPERS SAY

THE NEW COMPETITION

From *Paint, Oil and Drug Review.*

The times changes and if we don't change with them we must take the consequences.

On the ocean, wooden ships and sails gave way to "Ironclads" and steam, and these in turn to steelclads and turbine or Diesel engines and finally to submarines and aeroplanes.

In modern business methods we can see many changes almost as startling, and he is the wise man who watches the trend of events and aligns himself with progress.

The old business idea was to conceal all the facts about your business as completely as possible from the world, to work in the dark yourself as to what your competitor was doing except for what you could learn by stealth, trickery and spying. Competition meant war to the knife in the old days and "all was fair" in that kind of warfare.

The new competition as developed in many of the most advanced business groups in this country to-day consists in a totally different procedure. Instead of pursuing a sort of internecine warfare the more modern trade organizations are recognizing that in every trade or industry there are many important and useful ends to be gained by an interchange of information between the different members of the trade. This was first applied to credits and to-day most of the modern industries have interchange credit bureaus.

But it has gone much farther in some lines, so that the members of trade associations combine to the extent of knowing the total amount of raw material in hand, or on the way, the total amount and value of finished products in each manufacturing plant and even the distribution of those products by districts.

Some up-to-date organizations have daily sales reports sent in from all their members to a central office, giving market reports on finished manufactured articles, much as stocks or grains are reported on the exchanges. And the accuracy of these reports is guaranteed by bonds of considerable magnitude.

It will be seen that this kind of information gives a steadiness and permanence to business conditions obtainable in no other way and is of the greatest assistance to the buyer of material, and tends to a much greater uniformity of price.

Taken in connection with a thorough standardization of cost accounting for a whole industry each individual has a much better opportunity of success and the industry as a whole a greater measure of prosperity.

In the paint industry we are unfortunately lagging far behind the leaders in these industrial changes, but war conditions are stimulating to more up-to-date methods and there are indications of several movements in the right direction which, if they develop as it is to be hoped they will, will bring us much nearer to the front.

A PENCIL OF LIGHT

From *American Artisan.*

Humanity would perish utterly, if nothing but evil came of war. In the midst of its cruelty and rapine there is consolation in the thought that when peace comes this world will be a better world in which to work and live. A pencil of light is even now piercing the blackness of destruction. In the days to follow, the lessons of organized production will be applied to the promotion of the people's happiness. There are many signs that production in all industries is going to be more scientifically conducted in the future than it has been in the past, according to a bulletin issued by the Industrial Service Department of a great New York City bank. "Industries are not going to grow up quite so much at random," we are told, "or be managed so much by rule-of-thumb as heretofore. They will be more carefully located, methods will be more generally standardized, relations with employes will receive greater consideration, and from the beginning of the process to the end every detail will be studied to obtain greater efficiency."

The reasonableness of the forecast is borne out by the fact that the war has stimulated invention and rendered the extremely conservative English nation more receptive towards the introduction of new machinery and improved methods. The necessities of practical patriotism have broken down the barriers of caste and brought rich and poor together on a basis of their common manhood.

PARLIAMENT AND BUSINESS

From *Financial Post.*

The committee of the Commons appointed to act with a like committee from the Senate to consider, during the present session, and report the total cost, including incidental expenses, of each session of Parliament and the best way, if any, of reducing same has reported that it has been unable to make much progress and has recommended that a similar committee be appointed next session.

This appeals to us as another outstanding example of the business incompetency of the men handling the country's national affairs. Here was a committee given the straightforward proposition of inquiring into the cost of Parliament and the possibilities of reducing that cost. They give the matter "the derrick."

In every direction efforts are being made to secure efficiency in administration where in these times of national stress expense can be reduced or labor conserved but at Ottawa a move in this direction has quite obviously been smothered in politics—and government jobs will continue as "government jobs" until after the coming election at least.

A SHAM KIND OF PROSPERITY

From *Industrial Canada.*

One wonders how many manufacturers are laboring under the delusion that the present so-called wave of war-produced prosperity represents a real and not a sham prosperity. If there are any such, they should read Professor Stephen Leacock's explanation of the situation, as reproduced in this number from the pages of the Journal of the Canadian Bankers' Association, and be disillusionized. Professor Leacock explodes the fallacy that war is profitable, or at least "far less unprofitable than had been supposed"; punctures the belief that, "when a Government borrows money from its citizens, nobody is any the richer or the poorer thereby"; and takes a whack at the theory that "the after results of war, the very destruction itself, must lead to great business activity."

The fact of the matter is, as Professor Leacock so illuminatingly explains, that the world is burning up its accumulation of capital at an alarming rate. It is as if a man, after living within his income for a period of years and putting aside from his earnings a considerable sum of money against a rainy day, had in a moment of folly decided to "blow-in" his savings. While he was squandering his capital, life was very good, but eventually a day dawned when nothing was left and there was labor and travail ever more to be faced, if not a worse prospect.

Our manufacturers ought to grasp this fact very firmly. They, above all others, should come to a thorough realization that capital is being dissipated on the battlefields of Europe at an alarming rate. True, as Professor Leacock points out, we are producing new capital at a faster rate than ever before, but the very consideration that war debts are being piled up higher and higher, is proof that capital is being destroyed faster than it is being made.

Through the manufacturers, the workers should be reached. We hear warnings every now and then to the effect that the present high wages should be conserved against the coming of a day when employment will be more difficult to secure and returns will be lower, but that is not enough. What the worker needs to have brought home to him is that he is dancing at a holocaust; that the wealth of capital which he has been building up throught years of labor is quickly vanishing and that it behooves him, as a member of the human family, to work zealously to repair the losses.

RETAIL MERCHANTS NOT THE TOOTH AND CLAW OF THE FOOD OCTOPUS.

From Toronto *Telegram.*

The retail merchants are told that they must make way for cheaper and more efficient distributors of food. The retail merchant is scheduled to disappear from the cities and towns of Ontario like the buffalo disappeared from the prairies of the west. The retail merchant represents a class of middlemen who have survived through the centuries. The fact of survival indicates that the retail merchants are not parasites. These merchants have their place in the economy of a city's life. They may lose that place. The reorganized communities of the future will be fortunate if they secure food from distributors who will work as hard for as little money as the retail merchant has received.

High prices paid to the farmer and exacted by interests that buy from the farmer are an upper mill-stone. The customer's love of ease and luxury is a lower millstone. The cost of doing business is enormously increased by the tendency to telephone orders several times a day instead of giving one order a day to the man when he calls or when the customer visits the store. The profits of the retail merchant are ground between the exactions of the people he buys from and the expectations of his own customers. Throw the total amount of money claimed by the increase to food prices through a ladder. The money that sticks to the rungs of the ladder will represent the retail merchant's share of the total increase. The farmer, the packer, the cold storage specialist and the flour miller will divide the balances of the high cost of living. And the farmer does not suffer in the division.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

THE iron and steel trade is in a somewhat perplexed state following the announcement of the United States Government in fixing prices. Buyers are hesitating and although prices named are supposed to apply to Government and public purchases alike, there is feeling of uncertainty among the latter. Prices of practically all iron and steel products remain firm with the exception of wire nails and some lines of wire products which are showing signs of weakening and on which prices are being shaded. White lead in oil declined $1 per 100 lbs. during the week following the recent declines in pig lead. Ingot metals are slightly easier but unchanged in price with the exception of lead, which has declined. There is a serious scarcity of iron pipe in the larger sizes. Pure and British Manila rope, and New Zealand hemp rope have advanced 2c lb. Sisal rope has advanced 1c lb. Lathyarn is also 1c lb. higher. Advances in price have also taken place on corn shellers, lamp chimneys, oil stove ovens, turpentine, putty, shoe thread, Snider cartridges, rope clothes line, halters. Business continues fairly good. Buyers are exercising caution, as it is felt that the top of the market has been reached on most lines and that price declines may soon be forthcoming.

MONTREAL MARKETS

MONTREAL, September 26.—With great uncertainty as to the effects of U.S. action in regard to steel the markets for the principal hardware products in Montreal at present are on the alert for new developments but meantime show few actual changes. Rope forms the most decided feature, having advanced (as predicted in HARDWARE AND METAL) by two cents over base for Manila and one cent for sisal. Paint market section shows also advances in putty due to cost of containers, but a decline in white lead in oil. Shoe thread is up in shelf goods, and certain rope products, halters, and clothes line. Poultry wire netting is interesting the market but not yet definitely and generally altered. Stove pipe is exceedingly scarce. The call of the lumbering camp outfitter is strong at present in hardware wholesale circles, and many lines of camp goods, stoves, cauldrons, tools etc., are being shipped.

Roofing Paper, Thread Rope, And Shells Up

Montreal.

SHELF GOODS, ETC.—Alterations have been made in lines of which some notification of change was given last week. But market awaits further developments from the United States action in regard to stel prices. It is thought by some that this may mean a cessation of the steady advance of many lines of hardware, but the outlook is not at all clear yet.

Roofing Papers Down

Some further quotations on roofing papers show declines in these products. Dry cyclone sheeting is $1.10 a roll. Dry straw sheeting is quoted at 59 cents a roll. Surprise sheeting at 66 cents by one firm this week.

Shoe Thread Advances

Imperial shoe thread prices are given as follows: No. 8, per lb., $2.20; No. 10, $2.30; No. 12, $2.35; No. 15, $2.40; and No. 20, $2.50 per pound.

Barbour's shoe thread, No. 8 is quoted at $2.25 per lb., No. 10 at $2.35; No. 12 at $2.40; No. 15, $2.50; and No. 20, $2.55 per pound.

Snider Ball & Shot Cartridges

The Dominion Cartridge Co., have announced advances in their snider ball and shot cartridges from $30 to $40 per thousand.

Clothes Line Up

Sisal clothes line has advanced by ten per cent. (See the special section devoted to rope and cordage this week).

Halters Also Advanced

Sisal halters are also up in price by ten per cent. over former prices the market department re rope giving reasons for this also.

Increasing Trouble Over Iron Pipe

Montreal.

IRON PIPE.—It is increasingly difficult to secure quotations for all sizes of iron pipe above 4 in. when booking orders. From the two inch sizes upwards prices are now only nominal. The makers are able now to quote only when they actually have the pipe in stock or the strip for its manufacture in sure sight. It is so much more difficult now to secure strip for making iron pipe that the outlook is towards a condition when all prices above the four inch size will be "open" until conditions improve. Present prices are shown in current quotations.

Wire Products Weaker In Tone

Montreal.

NAILS AND WIRE.—Standard steel wire nails are generaly quoted at $5.50 base with prices stated in some quarters and cut nails are at $5.75 base. Wire also remains at the base price $6.50 per hundred pounds. The only sign of movement in this market is in the matter of United States poultry wire netting which is subject to changes not yet fully developed. One wholesale firm however, quotes new discounts for U.S. poultry wire netting as follows: 1 and 2 inch mesh, 17½ per cent. off, ¾ to 1½ inch mesh 12½ per cent. off.

Iron And Steel Markets Uncertain

Montreal.

IRON AND STEEL.—While the matter of the iron and steel market across the border is not fully sized up in its probable effects in Canada there is nothing new to record as to iron and steel conditions affecting the hardware trade in Montreal wholesale circles. But it may be noted that iron and steel supplies are likely to be more difficult to secure due to the need for licenses for the export of these goods from the States, and thus advancing prices are predictable also though without absolute certainty as yet. The market is in a waiting mood just now, with the authorities disinclined to venture opinions covering any period ahead.

MONTREAL—

Common bar iron, per 100 lbs.	$ 4 55
Refined iron, per 100 lbs.	4 80
Horseshoe iron, per 100 lbs.	4 80
Norway iron	11 00
Mild steel	5 05
Band steel	5 05
Sleigh shoe steel	5 05
Tire steel	5 25
Toe calk steel, per 100 lbs.	5 95

Mining tool steel, per lb.	0 18-0 19
Black Diamond tool steel, per lb.	0 18-0 19
Spring steel	6 50
Single reeled machinery steel	6 50
Iron finish machinery steel	5 10
Harrow tooth steel	5 20
Black Diamond cast steel, lb.	0 18-0 19

Advance Likely In Black Sheets Soon

Montreal.

SHEETS AND PLATES.—It is possible that black sheets will advance in price. This is due to the increasing difficulty of getting export licenses for such products from the United States. All the market for plates involving the use of steel whether black or galvanized is similarly affected, and there will be increasing difficulty in getting supplies. Quotations for black sheets are unchanged for the current week, however.

MONTREAL—	Montreal, 100 lbs.
10 gauge	$11 50
12 gauge	11 60
14 gauge	11 65
16 gauge	11 75
18-20 gauge	11 80
20-22 gauge	11 85
26 gauge	11 90
28 gauge	12 00

Good Demand For Stoves Is Noted

Montreal.

STOVES, RANGES, ETC.—Demand for stoves, heaters, and ranges is reported still very good, and up to expectations for the season now opening. No immediate prospect of higher prices for stoves and ranges is suggested by manufacturers, but with uncertainties as regards various essential supplies for the industry the securing of requirements is always recommended. The idea of declines in price is not entertained meantime. Galvanized and enamelled ware are only in fair demand. The outfitting of lumbering camps is calling for such supplies in good quantity. Outlook for higher priced stove pipe is justified by the increasing difficulty of securing Canada plates, but manufacturers are very loth to suggest forthcoming advances in this product, and rather incline to the hope that present prices may be held steady.

Gasoline And Coal Oil Steady

Montreal.

GASOLINE, ETC.—Although the trend of crude oil is ever to the firmer side of the market gasoline and coal oil have not changed in price this week as compared with last week's prices. Gasoline is still at 37½ cents per Imperial gallon, and coal oil Royalite 17 cents and Palacine 20 cents per Imperial gallon. Prospects are towards higher prices however, the advances may be delayed for the crude oil supply of the country is behind demand. There is as yet no word of actual shortage however, but conservation is being recommended, and the refiners of the crude are doing everything possible to secure the maximum marketable product from the raw material.

Rope And Cordage Again Advanced

Montreal.

ROPE.—The fact that the primary markets for Manila and sisal have been steadily advancing during the summer months has been pointed out consistently in this column for many weeks, and that rope and cordage could only be expected to advance was frequently predicted. The advances have been held off as long as possible by manufacturers but this week, even in the midst of a quiet period, rope has advanced. Best or pure Manila is up two cents to 39 cents base. British Manila and New Zealand hemp is up to 33 cents. Sisal and lathyarn have advanced one cent on previous base price sisal being now 27½ cents, and lathyarn the same base price 27½ cents. The prospects for the future are still towards further advances. It is costing from $16.00 to $20.00 a bale to freight the raw material over seas to this side a bale of Manila weighing about 270 lbs., and the situation in this direction is growing more serious.

Ingot Metals Still On The Weak Side

Montreal.

INGOT METALS.—The ingot metal market is still undecided, and with declining tendencies.

TIN.—Tin is a little firmer at 64½ cents to 65 cents a pound.

COPPER.—From 30 to 31 cents is quoted for copper this week, the market influenced by U.S. conditions having declined.

LEAD.—Lead is lower and quoted at 11½ cents to 11¾ cents a pound. A still lower trend is indicated at time of writing.

SPELTER.—At 11 to 11½ cents a pound spelter is steady this week.

ANTIMONY.—There is a lower tendency to antimony, and from 19 to 19½ cents is quoted. More oriental than English antimony is marketed, according to reports.

ALUMINUM.—From 65 cents to 70 cents are the quotations for aluminum which is not in active market as yet.

Old Materials In Inactive Market

Montreal.

OLD MATERIALS.—The market for old materials is still quiet, and reflects the dwindling tone of the ingot metal markets but without changes in price for the current week. It is anticipated that quotations may fluctuate slightly to easier levels, but with an inactive market the prospects are regarded as uncertain and dependent upon the doings of the larger metal markets especially in the United States.

MONTREAL—		
Tea lead	$ 0 07½	.....
Heavy lead pipe	0 09½	.....
Yellow brass	0 14	0 16
Red brass	0 22	.....
Light brass	0 09½	.....
Scrap zinc	0 06	.....
Heavy copper	0 23½	.....
Old cast iron, per gross ton	23 00	.....
Stove plate, per ton	20 00	.....
Old rubbers, boots and shoes	0 08½	.....
Overshoes, lumbermen's rubbers boots	0 06¾	.....
Bicycle tires	0 08½	.....
Auto tires	0 06	.....

Lead Products May Become Easier

Montreal.

LEAD PRODUCTS.—No changes are recorded in the lead products this week, but the market tone is weaker, and it would not be surprising to find lower quotations before long. Demand for lead products has been slow, there being little building work going ahead, but repair work against the winter may occasion some more activity in these lines especially should the prices become easier.

MONTREAL—	
Lead pipe, lb.	$0 18
Lead waste pipe, lb.	0 19
Lead traps and bends	20% on list
Lead wool, lb.	0 18
Lead sheets, 3 lbs. sq. ft.	0 16¾
Lead sheets, 3½ lbs. sq. ft.	0 16¾
Lead sheets, 4 to 6 lbs. sq. ft.	0 17

TORONTO MARKETS

TORONTO, Sept. 27.—Business continues good, with a number of substantial revisions being made in the price of many lines. The tendency is upward in most lines, but easier in others. Shipments of fall goods are being well maintained. Cordage and rope products have advanced. Putty has advanced according to the prediction recently made in HARDWARE AND METAL. Unsettled conditions prevail in the iron and steel market following the fixing of prices by the United States Government.

Iron Sheets Steady; Market Unsettled

Toronto.

GALVANIZED AND BLACK SHEETS. Prices on galvanized and black sheets are unchanged this week, and no advances are expected by local dealers unless the action of the United States Government in fixing prices on steel has some effect on the local situation. At the present time the market is in a very unsettled condition. It is not known definitely whether commercial buying will be at the prices fixed or not, as some quotations have since been made on the old basis. Jobbers' orders will be taken in any case, though deliveries may be greatly delayed. It is said that the steel prices fixed will be only available after Government requirements are satisfied, and that may be early or late. Far from affording any relief, it is believed by local dealers that commercial users will perhaps have to pay larger premiums than ever to obtain material. It is not expected that there will be any greater supplies, or that there will be any decrease in prices for commercial purposes, and it is most unlikely that there will be any over-production as long as the war lasts.

New Prices On Horse-Pokes

Toronto.

HORSE POKES.—Orders for horse pokes are being booked now for next year at the following prices: Champion, $5 per doz.; Climax, $7 per doz.; Pearson, $8.75 per doz.; Dictator, $5 per doz.

Scales

Household scales, No. 212, are being quoted at $4.10 each, and No. 214 at $5.10 each, stamping included in both cases.

Advance On Lamp Chimneys, Etc.

Toronto.

LAMP CHIMNEYS, REFLECTORS—There has been a sharp advance in prices on lamp chimneys during the week, bringing new quotations to the following:

R. of F.—No. 0, $6 per carton of 6 doz.; No. A, $8 per carton of 8 doz.; No. B, $6.75 per carton of 6 doz.

Sun. Straight—No. 1, $1.20 per doz.; No. 2, $1.35 per doz.

Extra Slim—No. 2, $1.35.

Rochester—No. 2, $1.35 per doz.; No. 3, $2.20 per dozen.

Mammoth Pittsburgh, $2.65 per dozen.

Electric, $1.35 per dozen.

Lamp Reflectors

Lamp reflectors are priced as follows: 7-inch size, $3.35 per doz.; 8-inch size, $4 per doz.

Lantern Globes

Cold blast and squat style lantern globes are quoted during the week at $1 per doz.

Building Paper, Corn Broom, Bushings

Toronto.

BUILDING PAPER.—There is a steady demand for building lines, and building paper is quoted at the following prices:—No. 2 dry building paper, 59c per roll; No. 1 dry building paper, $1.10 per roll; surprise or equal quality, 66c per roll.

Bushings

Malleable bushings are quoted this week at 25/7½ per cent. off list, and cast bushings at 25 per cent. off list.

Corn Brooms

A slight advance has been recorded in corn brooms, which this week are quoted at $6.75 per doz. for 4-string corn brooms.

Rope Products Advance In Price

Toronto.

ROPE PRODUCTS. — Simultaneous with the advance in prices of rope, sisal rope halters and sisal clothes lines have also increased in price 10 per cent. this week. The increase is accredited to the high prices of raw materials. Sisal rope halters are quoted at $26.40 per gross for small size and $40 per gross for large size, according to the new prices. Sisal clothes line in three-thread variety is as follows:—30 ft., 95c per doz.; 40 ft., $1.25 per doz.; 48 ft., $1.50 per doz.; 60 ft., $1.90 per doz.; 72 ft., $2.25 per doz.; 100 ft., $3.15 per doz.

Advance Made In Oakum Prices

Toronto.

OAKUM.—Last week an advance in price of oakum was predicted as likely to take effect at the beginning of the week. The expected increase has gone into effect and Clipper oakum, which formerly sold at $18.50, is now being quoted at $21.50. The supply of oakum is said to be getting further out of sight all the time, as deliveries cannot be made to the dealers. The great demands being made for oakum by the shipbuilding industry, combined with a general shortage of raw materials, is the basis for the new advance.

Decline Expected In Old Materials

Toronto.

OLD MATERIALS.—The fixing of prices on copper by the United States Government did not reflect any change in prices on old materials this week, but next week is expected to see a general decline in prices of all metals. For many weeks, despite the fact that collectors of old materials have been holding their goods for higher prices, wholesalers have not been thinking along the line of higher prices. Following are present quotations:

TORONTO—		
Tea lead	$ 0.07¼	.....
Heavy lead pipe	0.09¼	.....
Yellow brass	0.14¾	0.15
Red brass	0.20	.....
Light brass	0.09½	0.10
Heavy zinc	0.05½	0.06
Heavy copper	0.22½	....
Stove plate, per ton	17.00	18.00
Old rubber boots and shoes	0.08½	.....
Old cast iron, per ton	....	25.00
Overshoes, trimmed Arctics	....	0.06¼
Auto tires	....	0.05¾
Bicycle tires	0.03½	.....
	Per gross ton.	
No. 1 railroad wrought	....	21 00
No. 2 railroad wrought	9 50	10 00
Pipes and flues	....	12 00
No. 1 busheling	....	18 00
No. 2 busheling	....	11 00
Country mixed scrap	....	12 00
Country No. 1 wrought iron	....	18 00

Lead Prices Again Register Decline

Toronto.

INGOT METALS.—The primary market in regard to tin is very upset at the present, and prices are unobtainable owing to sharp advances which have taken place in foreign markets. With the exception of a slight decline in lead, prices on ingot metals remain steady and unchanged this week.

COPPER.—The situation has been cleared up to some extent by the U. S. Government fixing a price of 23½c on copper f.o.b. New York. It is stated by local dealers that most copper producers have sold their supplies for months ahead, and copper cannot be secured at all. It is, therefore, evident that no supplies will be available even at the fixed figure, if such does apply to the buying of the public and the Allies.

TIN.—The primary market in tin is very upset at the present, and prices are practically unobtainable owing to sharp advances which have taken place in the foreign markets. Prices locally are unchanged. There is a fair inquiry on the market, but it is unlikely that much business will be accomplished.

LEAD.—Lead in the primary market is steady, with buyers confining their purchases to prompt shipments. A decline of 1c per lb. on lead has been recorded locally, following the recent U. S. decline. Local prices have declined steadily during the past few weeks, the range now being from 11½c to 12c per lb.

SPELTER.—The local market in spelter is firm, but less active at unchanged quotations. The local price is 10½c per pound. The primary market is also steady, with consuming demand showing no improvement.

ANTIMONY.—The general situation is unchanged, although the market has a weaker tendency. The local price on antimony is 19c per pound. In the primary market some sales have been made of prompt antimony at 15.25c for November delivery.

ALUMINUM.—The market is quiet and demand light, with quotations unchanged at 62c per pound.

PIG IRON.—The pig iron market continues unsettled with the trend of prices downward. There is, however, so little pig iron changing hands at the present time that there is practically no market price. The embargo and shortage of cars are both tending to keep prices up in spite of the belief that the market will decline. Buying is generally hand-to-mouth, and stocks are low both at the foundries and furnaces.

Rope Prices Go Still Higher

Toronto.

ROPE.—Following continued firmness in Manila and sisal, prices of rope have again advanced and reached a new high level. Pure Manila is now quoted at 39c per lb. base, with the usual advances according to sizes.

British Manila and New Zealand hemp are quoted at 33c per lb. base.

Sisal rope has moved up to 27½c per lb. base.

Lathyarn single has advanced to 27½c per lb. base.

Double lathyarn is now 28c per lb.

Wire Products Easier In Price

Toronto.

NAILS, WIRE.—Although the generally prevailing quotation on wire nails is $5.45, prices as low as $5.20 are being quoted in some quarters, with rumors of even lower prices in others. Holders of heavy stocks are evidently anxious to unload.

Galvanized wire, Nos. 12 and 13, are also easier in price. Following are quotations on some lines of wire products: Barb wire, $6; plain twist wire, $6.50; galvanized wire, 4, 6 and 8-gauge, $6.70; 9, $5.75; 10, $6.75; 11, $6.80; 12, $5.95; 13, $6; 14, $7.10; 15, $7.50; 16, $7.60. Coil spring wire, No. 9 gauge, $5.85; No. 12, $6.

LONDON MARKETS

LONDON, Sept. 27, 1917.—Business continues fairly good in London and surrounding district. Prices are firm on most lines except linseed oil, which has dropped six cents per gal. Merchants here expect a good fall and winter trade and are preparing for it. The sale for builders' hardware is fair at present.

Rope Prices Go Still Higher

London.

ROPE.—Following the continued firmness in Manila and sisal, prices of rope have again advanced and reached a new high level. Pure Manila is now quoted at 39c per lb. base with the usual advances according to sizes.

British Manila and New Zealand hemp are quoted at 33c per lb. base.

Sisal rope has moved up to 27½c per lb. base.

Lathyarn single has advanced to 27½c per lb. base.

Double lathyarn is now 28c per lb.

Cultivators, Drills, Higher For Spring

London.

EUREKA CULTIVATORS AND DRILLS.—Spring booking of orders for Eureka cultivators and drills indicates higher prices, as follows:

No. 4 Cultivators, $3.75 each; No. 8, $4.50 each; No. 10, $5.00 each; No. 1 Drills are $7.25 each; No. 2 Drills $9.50 each.

Corn Shellers

Advanced prices are recorded this week on corn shellers which bring Black Hawk shellers to $22.50 per dozen.

Lamp Chimneys Go Higher

London.

LAMP CHIMNEYS.—An advance is recorded this week in lamp chimneys, bringing new prices to the following:

6 doz. to case, $6.00 per case; 8 doz. to case A, $8.00 per case; 6 doz. to case B, $6.75 per case.

Castle Builders

New prices on castle builders this week are as follows: Nickel-plated, No. 0, $4.00 per doz.; A, $6.00 per doz.; AA, $8.00 per doz.; No. 1, $12.00 per doz.; No. 2, $24.00 per doz.; No. 3, $48.00 per doz. This line is a particularly good seller at present.

Ovens Advance; Oil Heaters

London.

McCLARY'S OIL STOVE OVENS.—A big advance is recorded this week on McClary's oil stove ovens. Shortage of raw materials and increased cost of manufacture is given as the reason for the advance, which brings new prices to the following:

No. 70 ovens, $4.25 each; No. 80 ovens, $3.50 each; No. 10 ovens, $2.50 each.

Oil Heaters

New prices on oil heaters are as follows: No. 520, $3.85 each; No. 525, $3.80 each; No. 530, $4.25 each.

Lanterns, Nails, Harvest Tools

London.

LANTERNS.—Present quotations on lanterns of the short and long pattern are being made at $12.00 per doz. Lantern globes in short and long pattern are quoted at $1.00 per doz. in 1 doz. cases.

Nails

The market in nails is a little easier this week with unchanged prices. Wire nails are $5.45 base with price shading evident in some quarters, and cut nails $5.75 base.

Harvest Tools

Harvest tools are unchanged this week at 25 per cent. discount from list.

Snow Shovels, Sidewalk Scrapers

London.

SNOW SHOVELS.—There is no change this week in prices of snow shovels at the following quotations:

Common Jap'd., $4.00 per doz.; L handle socket, $7.00 per doz.; D handle socket, $9.62 per doz.; furnace scoops, L handled, are $7.88 per doz., and D handled are $7.88 per doz.

Sidewalk Scrapers

There is no change in sidewalk scrapers at $3.50 per doz. for Fox light socket, and $5.25 per doz. for Bull Dog heavy socket.

Snow Shovels

Snow shovels in 18-in. wood style are $4.56 per doz., and 18-in. Buffalo galvanized shovels are $8.25 per doz.

Ash Sifters, Skates, Sleighs

London.

ASH SIFTERS.—Common wood side ash sifters are quoted this week at $2.15 per doz.; Banner sifters are $2.90 each and Rocker sifters are $5.25 each.

Weather Strip

Prices on weather strip are unchanged this week at 75 per cent. off for wood and felt strip. Swan hardwood strip is 75c per set and Frost King strip is $4.40 per doz. pkgs.

Food Choppers; Irons; Lawn Hose

London.

FOOD CHOPPERS.—Prices on food choppers this week are quoted as follows: Universal, No. 0, $1.15 each; No. 1, $1.40 each; No. 2, $1.65 each; No. 3, $2.05 each; Genuine Gem choppers, No. 20, $1.15 each; No. 22, $1.35 each; No. 24, $1.95 each.

Lawn Hose

Quotations on lawn hose for spring booking are as follows: Corrugated hose, ½-inch, 15¾c per foot; ⅝-inch, 18¾c per foot; ¾-inch, 21½c per foot; 1-inch, 28c per foot. These prices are less 5 per cent. for full reels.

Turpentine Up; Linseed Oil

London.

TURPENTINE.—An advance of 3c per gal. has been made on turpentine, bringing new prices to the following:

1 bbl. lots, 69c per Imp. gal.; 2 to 4 bbl. lots, 68c per gal.; 5 gal lots, 76c per gal.

Linseed Oil

New prices on linseed oil are as follows:

	Raw.	Boiled
1 to 2 bbls.	$1.49	$1.52
3 to 5 bbls.	1.48	1.51
6 to 9 bbls.	1.46	1.49

Glass Unchanged; Lead Has Declined

London.

GLASS.—There is only a fair sale for glass this week and prices are unchanged at 50 per cent. off for single and double diamond and 40 per cent. off for cut lights.

White Lead In Oil

The market for white lead in oil is weaker and a decline of $1 per 100 lbs. has taken place. Pure lead in ton lots, $18.00 per 100 lbs., and $18.30 per 100 lbs. in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, Sept. 24.—Business for the week, shows up well with all seasonable lines moving freely and prospects for a good fall trade are very bright, as the threshing is well under way wheat is now moving eastward over 4,000 cars being inspected here during the past week. Changes have taken place on bar iron and cordage:

Cordage Lines Have Advanced

Winnipeg.

CORDAGE.—Cordage prices after three months of quietness again show an advance. Pure Manila advancing 2c per lb. British Manila 2½c lb. Sisal 1c lb. To-day market prices are quoted herewith. Pure Manila 38½c lb. British Manila 32½c. Sisal 27½c lb. Lath yarn 27½c. lb.

Big Advance On Bar Iron

Winnipeg.

BAR IRON.—Bar iron again shows an advance of 25c per 100 lbs. making to-day's base $5.60 per 100 lbs.; 3/16-¼-5/16 rounds, $8.60: ⅜-7/16 round, $5.85. Prices on steel still remain steady and are quoted herewith: Machinery $7.50 base; mild still, $5.80 base; plow steel common, $6.50; crucible $7.50; sleigh shoe, $5.80; tire steel, $5.60: cast steel round, flat or octagon, 18c lb.

Harvest Tools Now Being Advanced

Winnipeg.

HARVEST TOOLS.—Harvest tools although previously mentioned as advancing to 25 per cent. is only now being put into force by the Winnipeg jobbers, thereby giving the dealers the opportunity of securing their full supply at the old prices. Orders for 1918 delivery are now being accepted at the above discount. Scythes and snaths, which, also classify with harvest tools are being booked at firm prices for 1918 delivery

Game Traps May Advance

Winnipeg.

GAME TRAPS.—Game traps' prices remain firm but an early advance may be expected. To-day's prices are as follows:

Victor, No. 0, $1.45 oz.; No. 1. $1.70 oz.; No. 1½, $2.55 oz.; No. 2, $3.55 oz.; No. 3. $4.75 oz.

Howley and Norton, No. 1, $2.60 oz.; No. 1½, $3.90 oz.; No. 2, $5.45 oz.; No. 3, $7.30 oz.; No. 4, $8.60 oz.

Newhouse, No. 2½, $12.40 oz.; No. 3½, $13.90 oz.; No. 4. $12.40 oz.: No. 4½, $30.05 oz.; No. 50, $64.20 oz.; No. 5, $90.60 oz.

Horseshoes Firm; Nuts Unchanged

Winnipeg.

HORSESHOES. — Horseshoe prices are holding firm and under present conditions, lower prices cannot be looked for. To-day's quotations are as follows: Iron No. 0 to 1, $6.75 100 lbs.; 2 and larger, $6.50 100 lbs.; 2 and larger $6.75, 100 lbs.; 2 and larger, $6.95 100 lbs.; snowshoes No. 0 to 1, $7.00 100 lbs.; steel No. 0 to 1, $7.20 100 lbs.; featherweight, $8.35 100 lbs.

NUTS

Prices continue steady on all classes of nuts and are quoted as follows: Square blank, small lots, 4½c, square tapped, small lots, 4¾c advance on list. Hexagon blank small lots 4¾c; Hexagon tapped, small lots 5c advance on list. Case lots all styles 1c less than above prices.

Coil And Log Chains; Conductor Pipe Steady

Winnipeg.

COIL AND LOG CHAINS.—Coil and log chain prices show no change, prices having remained stationary for some considerable time now. To-day's markets are quoted herewith. Coil chain, 3/16, $13.75 100 lbs.; ¼, $11.00; 5/16, $10.10; ⅜, $9.25; 7/16, $9.00.

Chain coil per 100 lbs: ½ in., $8.75; 9/16, in., $8.75; ⅝ in., $8.65; ¾ in., $7.25.

Logging chain, per 100 lbs.: 5/16 in., $11.00; ⅜ in., $10.00; ½ in., $9.75.

Conductor Pipe

Prices on eavetrough and conductor pipe continue firm with to-day's market prices as follows: Eavetrough, 8 in., $7.20; 10 in., $8.00; 12 in., $9.40 per 100 ft. Conductor pipe 2 in., $7.55; 3 in., $9.15; 4 in., $12.05 100 ft.

Serious Shortage Of Broom Corn

Winnipeg.

BROOM CORN.—Among other lines which have shown heavy advances during the year is brooms, many grades, which, were selling a year ago for $4.00 and $5.00 a dozen, now bring $8.00 and $10.00 doz., and even at these prices are not plentiful, present stocks on broom corn are reported as very low and as this year's stock of broom corn will not be available for 6 weeks or 2 months, serious shortage in broom may occur.

Turps; Linseed Oil Unchanged

Winnipeg.

TURPENTINE. — The market still holds firm on turpentine prices reading to-day are as follows, bbls. 85c; ½ bbls. 88c; 5 gal. cans, 90c; 1 gal. cans 90c containers extra.

LINSEED OIL

Linseed oil prices remain unchanged and are quoted herewith: Raw $1.75 gal.; boiled $1.78 gal.

PITTSBURG MARKETS

Pittsburg, Sept. 22.—While the iron and steel markets have continued stagnant, as regards the volume of transactions, some further, although slight, progress has been made in the price readjustment and there have been some interesting developments besides, as a general 10 per cent. wage increase has been inaugurated and the Government and copper producers have reached an agreement on copper prices such as to suggest what may be done in iron and steel.

Basic Iron Down

A striking development, illustrating how stagnant the market has been, was a sale of 2,000 tons of basic pig iron at $42, valley, when the market had been nominally quotable at $48. There was a sale of 5,000 tons in the closing days of August at $48, and afterwards the market was quotable at that figure, as representing the last sale. When, however, a steel interest in the Mahoning valley which had 16,000 tons stock and desired to reduce the stock by 6,000 tons, offered this tonnage there were no bidders among consumers and a merchant furnace interest agreed to take 2,000 tons at $42. There remains 4,000 tons offered at this price, which may now be quoted as the maximum rather than the minimum of the market. No similar effort has been made to dispose of Bessemer or basic iron, and these grades remain quotable at $50, an occasional lot, a carload to 200 tons, being sold at this figure. Any effort to force a few thousand tons upon the market would undoubtedly result in a much lower price.

—Carter, in Philadelphia Press.
Regilding the Gold Brick.

Unfinished Steel

Transactions in billets and sheet bars are limited to pressing needs of consumers, for immediate deliveries, and thus involve very small tonnages. The offerings are by middlemen and consumers, mills refusing to quote, and there is a wide range of prices, depending on how closely the offering, as to size and analysis, fits the needs of the prospective purchaser. In general the billet market is $65 to $75, as evidenced by sales in the past ten days, while sheet bars and slabs are $75 and upwards.

Finished Steel

A fortnight and more ago there was some expectation that the finished steel market might be given some life by the buying of jobbers for fourth quarter deliveries, but the demand expected has not materialized and it appears that the jobbers will buy very little. They still have deliveries due them on second quarter and third quarter contracts, and their general policy at this time is to reduce stocks to the lowest possible level. As to manufacturing consumers, all are probably covered fully to the end of the year by contracts, and in some instances for the fore part of next year. Thus the position is that no buyer is forced to buy and the incentive of an expectation of higher prices later is totally lacking. Everyone expects prices to decline rather than advance.

Black sheets have been offered a couple dollars a ton lower, at 8.25c, and there are rumors of 7.75c having been quoted, this not being confirmed. Rumors continue of merchant steel bars being sold on contract at 3.50c, the commonly quoted market being 4.00c. They Carnegie Steel Co. states that it is not offering bars, because it is so well filled with Government orders for plates and shapes that it is diverting crude steel from its bar mills and has all it can do to fill its present bar obligations, but that if it were to sell the price would be 3.50c.

Mill Operations

Furnace and mill operations continue to be conducted with great difficulty owing to shortages of coke and of labor. The coke shortage results in merchant furnaces paying fancy prices for spot Connellsville coke, about $13, while the Steel Corporation, unwilling to buy coke, simply curtails its blast furnace operations, and generally has several furnaces banked, while a few are entirely out of blast. The production of steel is correspondingly restricted, the present rate of output being about 45,000,000 tons per annum, against about 44,000,000 tons in July and August, while the actual capacity is close to 50,000,000 tons. Some of the mills have feared they would be forced to curtail production on account of coal shortage, but thus far they have been able to get along. The danger from the fixed Government price, whereby the operators prefer to ship their output on the higher priced contracts, is less than from the diversion of so much coal to the lake trade.

Wage Advance

The United States Steel Corporation has just announced a general wage advance of about 10 per cent. for its various operating companies, to become effective Oct. 1. In 1916 there were three such advances, effective Feb. 1, May 1 and Dec. 15 respectively. Prior to the previous advance, early in 1913, the wages had been substantially as high as at any time in the history of the steel industry, so that wage rates are now very high, relatively speaking. The independents will necessarily make the same advance as the Steel Corporation. While a wage advance may seem strange at a time when market prices are falling, the real point is that realized prices on shipments have been constantly advancing as older and lower priced orders were worked out, and there is still a wide divergence between the average prices at which shipments are being made and the prices quoted as representing the market. These prices are still in large measure fictitious or nominal. Thus since last June black sheets have been quoted at 8.00c or higher, yet the sliding scale wage settlement with the Amalgamated Association showed that the average price realized on 26, 27 and 28 gauge sheets shipped during July and August lay between 5.00c and 5.05c.

The Copper Agreement

It was announced yesterday that the Government and the copper producers had reached an agreement whereby for the next four months copper will be sold to the Government, its Allies and the general public at 23½ cents. The average quoted price for the ten years ending 1913 was 15.36c, while the existing market was 27 cents. The Government has no authority to fix copper or steel prices, except upon its own purchases, but can reach an amicable agreement with producers and hold them to the agreement by the fact that it can at will commandeer plants to furnish materials for its own use. Washington advices are that an important meeting has just been held with the steel producers and it is possible that an agreement in steel is being reached similar to that just announced for copper. What the steel prices would be, however, is another matter, as the conditions are quite different in copper and in steel. The agreed price on copper is 55 per cent. above the average of the ten years before the war, and 13 per cent. below the market existing at the time of the war but a price for steel 55 per cent. above the ten-year average would be very much below a price 13 per cent. below the existing market.

U. S. STEEL PRICES ANNOUNCED

(Continued from page 21.)

larger premiums than ever to obtain material. It is not expected that there will be any greater quantities supplied, or that there will be any decrease in prices for commercial purposes, and it is most unlikely that there will be any over-production as long as the war lasts. Toronto jobbers say that their orders are being taken on the old basis, though deliveries may be greatly delayed.

FOOD CONTROLLER GETS PART TRUTH

(Continued from page 24)

quarters of the compass. His warehouse staff would have to be increased a dozen times, a score of times over. The cost of transportation would be doubled and quadrupled. Then the manufacturer would have to look after the collection of payment on thousands of small accounts, increasing his staff, increasing his bad debts and multiplying the amount of credit he would have to carry on his books.

And the crux of the matter is this: Every manufacturer would have to do all this, no matter how small and insignificant he might be. The number of travelers on the road would be almost beyond computation. The retailer would have time for nothing else but seeing travelers. It would be a deluge, a colossal joke!

To cover all this the manufacturer would have to make an adequate price on the article and, mark this, that price would be higher than that which the retailer pays by the wholesale method.

The proof of this is found in the fact that the manufacturers deal through the wholesaler. In comparatively few cases do they sell direct to the retailer, and then only to such merchants as are in a position to buy in large quantity.

On the other hand the method of handling goods through the wholesaler works out this way: The manufacturer sells in large quantities to the wholesaler. The wholesaler sends out travelers who sell perhaps half a hundred different lines to the retailer at once. These various purchases are sent out in one consignment and the wholesaler collects for them in bulk. The wholesaler is a factor not for the duplication of profit, as the rather ignorant and highly excitable newspapers imagine, but for *simplification of distribution and economy of cost.*

The Food Controller shows some appreciation of all this in his statement to the press as reproduced herewith. He bears heavily and unfairly, however, on the fact that inefficiency has crept in among middle men. Some there is, unquestionably; but a certain degree of inefficiency can be found in any business and always will be found until the day comes when human frailty can be eliminated. Mr. Hanna states, in support of this, that only 30,000 people in Toronto are actual producers and that the rest are engaged in the movement of goods. His figures may be correct, but he is entirely wrong when he asserts that the same percentage would be found in every Canadian city and town. Toronto is a distributing centre. The bulk of the work of distribution for all Ontario is done in Toronto. In a smaller centre, say Galt or Brantford, probably ninety per cent. of the wage earners would be found engaged in productive work. The stress that the Food Controller has placed on this point is unwarranted by the facts. It is a certainty that the inefficiency and "over-elaboration of processes" found in distribution and marketing is no greater than could be found in the manufacturing of the goods.

However, the Food Controller's statement will clear the air to some extent. It establishes one prime fact—a fact that the noisy theorists cannot assail—that drastic interference with marketing processes would bring the whole fabric of trade tumbling down like a house of cards and bury many of the howlers themselves in the landslide.

TO MAKE LUCAS COLORS IN CANADA

McArthur, Irwin, Limited, Montreal, have secured the rights to manufacture Lucas dry colors in Canada, and are now making Lucas colors at Montreal under the Lucas formulae, and under the same conditions as obtain in the Lucas color plants at Giddsboro and Chicago.

McArthur, Irwin, Limited, Dry Color Works, formerly the Allan Munro Company, has been entirely remodelled according to the Lucas plan, and the latest and most improved equipment has been added, making, it is said, a most modern plant. An important feature is the completely fitted laboratory devoted to the chemical control of the raw materials entering into the production of the colors, and to the analytical work in connection with the matching and duplication of shades.

Chester A. Holkesvig, formerly assistant superintendent and color chemist of the Lucas dry color plants at Giddsboro, has joined the McArthur, Irwin organization and is in charge of production.

The International Harvester Co. of Canada, Ltd., of Hamilton, Ont., has increased its capital stock to $15,000,000.

WEEKLY PAINT DEPARTMENT

Make Use of Show Cards

Attractive Cards Big Help in Arranging Effective Paint Window Displays—Cards Must Have a "Punch."

ON many occasions in the past HARDWARE AND METAL has referred to the importance of using attractive show cards in paint window displays. HARDWARE AND METAL has expended large sums of money in securing the best and most practical series of show card instruction available. The series now running is one of the best that has ever appeared in a Canadian trade newspaper. In this issue a new phase of card-writing is taken up, and every window trimmer can secure excellent ideas for his fall and winter paint window displays.

Show cards are among the best possible mediums a window trimmer can use to transmit his message to the public. This has been realized by the department stores to a much greater extent than by the average retailer. A great deal of excellent educational work has been carried on by leading trade papers during the past few years. Efforts and expense have not been spared to encourage the use of show cards.

It is realized, however, that show cards for window and interior displays must have punch. There is no better way to put punch into a show card than by using a catchy phrase or a good live illustration.

Show card writers are sometimes at a loss for something to use on the card.

In the large department stores, expert cardwriters are employed. Most of these men are trained in lay-out work, and draw suitable illustrations for the cards they prepare. It usually happens, however, that in the hardware store the task of preparing show cards falls upon the window trimmers. In the department store, the window trimmer places an order for show cards, and it is filled by the card-writer. The hardware store window trimmer has to prepare his own cards.

Now, a fact that must not be overlooked is that a great many hardware window trimmers are expert card-writers. Many of these men have become card-writers by studying the many excellent card-writing series which have been published in this paper. On the other hand, there are many window trimmers who can do the lettering on show cards, but are unable to draw suitable illustrations. These are the men who can benefit mostly by the articles which appear in HARDWARE AND METAL from time to time, showing how show cards can be made attractive by using illustrations taken from the advertising pages of HARDWARE AND METAL.

In every issue of this paper there are a number of advertisements of paint manufacturers. Some of the advertisements are illustrated. The illustrations can often be taken from the paper and used on cards, as has been shown many times in HARDWARE AND METAL'S articles on "Show Cards You Can Make." Other advertisements which are not illustrated very often supply excellent ideas for timely short talks to customers.

It is doubtful if there is another department in the hardware store which responds so quickly to aggressive selling plans as the paint department.

There is always voluntary demand for paint. It is certain, however, that this demand can be greatly augmented by a little aggressiveness on the part of the retail merchants.

Advertising Co-operation in Trade

Retailers and Manufacturers Should Link Efforts to Increase Sales—Window Displays Are Big Asset—Advertised Goods Always in Heaviest Demand.

SINCE the days when retail trade first had its inception the value of displaying goods to the best advantage before a prospective buyer has always been recognized. In the early days methods which in the light of modern days appear crude, were used to aid selling, but to-day the merchant depends on showing his merchandise in his windows to create a desire on the part of the public to make a purchase.

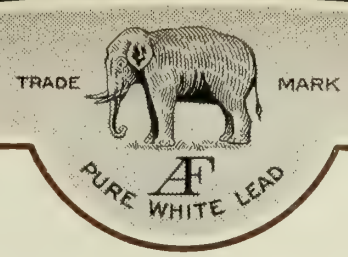
In renting a store to-day, the merchant regards of prime importance the value of the windows from the standpoint of display. The store window is one of its biggest assets. Newspaper advertising may bring to the home a description of merchandise that a merchant has to offer, but no newspaper advertisement can create the same impression on the minds of prospective buyers as seeing the goods themselves exactly as they are.

Here, therefore, is a point which should not be overlooked. Have your windows co-operate with your advertising at all times. Goods featured through advertisements should in many cases, be featured in window displays simultaneously. The windows should be studied from a distance. The merchant should view his window from across the road and satisfy himself that its arrangement is effective enough to interest passers-by. The window should stand out prominently among neighboring displays so that it is singled out as appearing to contain something about which more information might be desired. There should be something in the display which though not absolutely clear from a distance should be of such a nature as to create sufficient interest to be investigated. This putting of oneself in another's position will often do much to create higher standards .

Be Different From Competitors

The live merchant who is always out to meet opportunities half way and who knows that the only way to secure new business is to attract trade to his store by being different from his competitors in methods of display, etc., is the one who progresses. That kind of a merchant is liked by the public, and his store will get their trade.

There are a number of ways of making a store stand out among a number of others, even if natural circumstances appear to render this impossible. If surrounding stores are dark and dingy, a little paint will have the effect of making your store stand out and bring it into prominence. The addition of well dressed windows to a bright store front constitutes a drawing card which cannot be surpassed in value. Many manufacturers and wholesalers realize that in order to increase sales special helps must be given the retailer. For this reason they have considerable advertising cards and posters prepared and send them out with their goods. It is always advisable to make the best use of these cards to help sales, though some merchants do not realize their importance.



ELEPHANT

GENUINE

Pure White Lead

Is the Lead your customers know, and is the Lead that has been on the Canadian Market the longest—giving the best satisfaction. Experience has taught your customers to use only the best Lead, and that is Elephant Pure White Lead.

The Painter's Friend

Elephant White Lead, has been the means of supporting the skilled work of many painters, giving perfect results. By handling Elephant Pure White Lead, you will instill more confidence into your customers, and give them the assurance that the many different lines of Hardware, etc., that you carry, are of the same high quality as Elephant Genuine Pure White Lead.

Be sure of the Lead business in your district by handling this lead.

The Canada Paint Company, Limited

Makers of the

Famous Elephant Brand White Lead

572 William Street - - - Montreal
112 Sutherland Avenue - - - Winnipeg

Ask us about our Agency Proposition.

WRITE NOW.

JAMIESON'S PAINT

Will Protect The Quebec Bridge

AFTER EXHAUSTIVE TESTS SPREAD OVER A PERIOD OF FOUR YEARS, THE BOARD OF ENGINEERS FINALLY SELECTED

Jamieson's Paint EXCLUSIVELY For The Finishing Coat

We are the only company who has received a contract for finishing paint. The contract for the undercoating was divided among a number of manufacturers and a large proportion of this was also supplied by us.

Quality Always Wins

R.C. JAMIESON & CO., LTD.

Calgary MONTREAL Vancouver

Owning and Operating P. D. DODS & CO., Limited

Universal Varnish

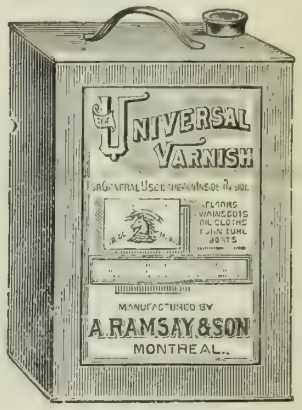
Universally used for years. Universal satisfaction always.

For Floors, Woodwork or where Good Varnish is required use UNIVERSAL.

Do you stock this line? If not, don't hesitate.

A. Ramsay & Son Company
MONTREAL

Branches at
TORONTO and VANCOUVER



MOORE'S

House Colors

Get the Fall Fair to help you sell *Moore's* House Colors

In your booth at the Fall Fair plan to set aside space for a good, snappy display of Moore's House Colors. Put it up to us to supply you with the necessary display cards, color cards, etc. This will not require to be a big display, and it will cost practically nothing.

Make it strong and effective and you'll feel the benefit of it not only this Fall, but next Spring as well.

Benjamin Moore & Company
LIMITED
WEST TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, September 26. — White lead and putty both feature as the important items in the paint markets this week. Lead has registered a decline of a dollar a hundred pounds, folowing the recent declines in pig lead, and putty shows a series of alterations in differentials due to container costs which is equivalent to advanced prices though the actual putty itself is not costing more. Mixed paints are being turned out very briskly as demand for these is good. Linseed oil is showing more strength, and turpentine is also in stronger market though the quotations at time of writing vary but little from the prices quoted last week. On account of increased cost of manufacture and of packing materials an advance in glass is likely to come soon into effect in Montreal.

White Lead In Oil Has Declined $1.00

Montreal.

WHITE LEAD IN OIL.—A decline is registered in white lead in oil this week owing to the easier market for pig lead in the United States and Canada, and the consequent reduction in dry, white lead. Although there is a marked divergence of opinion amongst men considering the situation as to white lead manufacturers in Montreal are inclined to give the consumer the benefit of the doubt in the present case and have announced the reduction. Two opinions are found on the market. One from men who have been and are in close touch with United States lead conditions suggests that the present decline in white lead in oil should be regarded as only temporary, and to be followed before long by an advance. The other view, held by men who base their opinion possibly more upon Canadian conditions but who have an eye to conditions across the border also, is that white lead in oil is in for more weakness. Decided opinion in favor of a period of steady prices at present quoted levels for white lead in oil was also heard this week. The new quotations for white lead in oil (Government Standard) are as follows:

White lead in oil: In 5 ton lots per 100 lbs., $17.50 in one ton lots per 100 lbs., $17.80; in less than 1 ton lots per 100 lbs., $18.10.

Prices are f.o.b. Montreal, and for delivery up to December 1st only.

Putty Schedule Has Altered This Week

Montreal.

PUTTY.—For some time HARDWARE AND METAL has pointed out in this department that the steadily maintained putty prices of the past few weeks might be altered upwards by the operation of several factors. Both linseed oil and whiting have been in market trending towards the firm side of late, but neither of these factors is responsible for the alteration in prices of putty in effect this week. As a matter of fact putty quotations have advanced but putty is really ualtered in price. That is bulk putty as a product without adding cost of containers of various kinds costs the same to-day as it did last week, but as you cannot buy putty without some sort of container the putty schedule shows a series of alterations in differentials covering container costs, and the various prices are as follows:

Standard putty, bulk in barrels, in five ton lots per 100 lbs., $3.25. In one ton lots per hundred lbs., $3.40; less than tons, per 100 lbs., $3.60. Bulk in half barrels, in 5 ton lots per hundred $3.40, in one ton lots per hundred, $3.55; less than tons per hundred lbs., $3.75. In one hundred pound irons, 50 lb. irons, or 25 lb. irons:—five ton lots, $4.10 per hundred lbs., one ton lots, $4.25; less than tons, $4.45 per hundred pounds. In twelve and a half pound irons in five ton lots, per hundred pounds, $4.35. In one ton lots, $4.50 per hundred. In less than ton lots, $4.70 per hundred. In tins in cases, 25 lb. tins in cases (4 to the case) per hundred pounds in five ton lots, $4.25; in one ton lots, $4.40 per hundred lbs.; in lots of less than a ton $4.60 per hundred pounds. Twelve and a half pound tins in cases 5 ton lots, per 100 lbs., $4.50; 1 ton lots per hundred $4.65, less than tons per hundred, $4.85. Pure putty is $1.00 per hundred over quotations for standard. Prices f.o.b. Montreal delivery to December 1st.

Linseed Oil Seems A Shade Firmer

Montreal.

LINSEED OIL.—The market for linseed oil this week is steady, but with prices inclining towards the firm side. Anticipations are that linseed oil may go higher. It is not possible to buy from crushers at less than $1.38 per Imperial gallon according to accounts, though demand upon crushers is not excessively active at present, and one mill is closed for the customary overhaul. Quotations for linseed oil are varied from those of last week only in the direction of firmness by the elimination of the lower quotations then heard of. Some lower prices than those here quoted exist, but do not represent the general market, and are likely to be firmer, it is said, rather than easier. Linseed oil, per Imperial gallon, in one bbl. lots, raw, $1.46 to $1.50; boiled, $1.49 to $1.53. Five to nine bbls., raw, $1.45 to $1.49; boiled, $1.48 to $1.52.

Turpentine Steady; Inclined To Firmer

Montreal.

TURPENTINE.—The market for turpentine was this week stronger, though not to a marked extent. Prices quoted were unaltered as compared with the quotations of the previous week, but there were hints of greater strength, due to smaller supplies. The tone of the market is firm without exceptional demand, and prices quoted are as follows:

Turpentine	Per Imperial Gal.
1 to 5 bbls.	0.64 to 0.65
5 to 9 bbls.	0.62 to 0.63

In some cases it was possible to buy at slightly lower figures, subject, however, to possibility of rapid revision to firmer.

Mixed Paint Trade Declared Brisk

Montreal.

MIXED PAINTS.—There is good, brisk business going ahead in mixed paints, according to reports of manufacturers, and the present quotations are evidently not deterring people from buying. Warehouses are well filled with paint supplies in preparation for shipment by water. A great deal more shipment by water will probably be done this fall than was done last fall, as the business community does not intend to be caught by any car shortage after close of navigation as happened last year to the handicap of all commerce. In regard to prospects for the future, it is felt that any changes in price that may be rendered necessary by altered conditions in raw material market may develop quickly. One very strong opinion was heard to the effect that any price alterations in paint can certainly not be in the direction of decline. At the same time the fact of lower lead should be noted.

B-H "ENGLISH" PAINT

70% Pure White Lead
30% Pure White Zinc
100% Pure Paint

This Formula Is Followed Unswervingly

And because it is, paint users throughout the country buy their paints from the B-H agent year after year.

Experience has taught them that the formula means a brilliant paint that protects and endures, and that is the paint they seek.

If you are a B-H agent you know how true is the statement that B-H "English" paint holds customers.

If you are not, write us for our agency proposition, if we are not represented in your town.

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST JOHN TORONTO WINNIPEG EDMONTON CALGARY

TORONTO

TORONTO, Sept. 27.—A decline of $1 per 100 lbs. has taken place in the price of white lead in oil, following the recent heavy declines in pig lead prices. Turpentine has advanced 2c gal. locally.

Advance Takes Place In Putty Prices

Toronto.

PUTTY.—Prices of putty have advanced substantially, as predicted in HARDWARE AND METAL market report in recent weeks. New prices being quoted this week are as follows:—Bulk putty, in 25, 50 and 100-lb. drums, $4.75; 12½-lb. drums, $5; bladder putty, in 100-lb. cases, $5.10; pure putty, $1 cwt. advance.

Turpentine Prices Again Advanced

Toronto.

TURPENTINE.—An advance in turpentine prices in the Southern States has reflected in the local market, and a further advance of 2c per gallon over last week's advance is recorded. There is a decidedly firm tone in the market, with the demand continuing light.

Latest quotations on turpentine are as follows:—1 bbl. lots, 69c per Imperial gal.; 2 to 4 bbl. lots, 68c per gal.; 5-gal. lots, 76c per gal.

Decline Takes Place In White Lead

Toronto.

WHITE LEAD IN OIL.—White lead in oil has declined, following the recent heavy declines in pig lead. The price locally is now $18 per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher.

Steady Market In Linseed Oil

Toronto.

LINSEED OIL.—While price revisions on linseed oil are never unexpected the market at the present is steady, with no change in price. A weaker tendency was evident early in the week following last week's decline of 6c per gal. Present quotations on linseed oil are as follows:—

	Raw, per 9 lbs.	Boiled, per 9 lbs.
1 to 2 bbls.	$1.49	$1.52
3 to 5 bbls.	1.48	1.51
6 to 9 bbls.	1.46	1.49

Market For Glass Remains Steady

Toronto.

GLASS.—There has been a good demand for glass recently, though prices are unchanged, and dealers are not expecting any changes in the near future. United States manufacturers are declared to still be having difficulty meeting demands, but this is not now expected to reflect in prices, which are said to be about as high as they will go for the time.

APPOINT METAL SUPERVISOR

The appointment of a supervisor of metal and fibre in Canada is indicated in an Order-in-Council, which also authorizes the Minister of Customs to fix the price of scrap iron and scrap steel, rags, waste and other materials of metal or of animal, vegetable or mineral fibre.

The supervisor is authorized to make such inquiries as the Minister of Customs deems necessary into the quantity, location and ownership of such materials, as well as into the prices at which they are held for sale.

It is provided that any person who contravenes the provisions of this Order-in-Council shall be guilty of an indictable offence and liable to a fine not exceeding $5,000 or to imprisonment for a term not exceeding three years.

CANADIAN COAL IMPORTS

An arrangement has been made with Dr. Garfield, Fuel Controller of the United States, whereby no general licensing system will be instituted as far as Canadian imports are concerned, but the authorities at Washington will call for periodical statements from United States exports showing the daily movements of coal to Canada. No serious inconvenience is anticipated as the result of these arrangements.

STEEL TRADE MEETING NEW CONDITIONS

Cleveland, Ohio, Sept. 27.—The IRON TRADE REVIEW to-day says: Sweeping price-fixing under federal supervision has plunged the iron and steel industry into a maze of unparalleled conditions. Complete suspension of the tightly drawn relations of free supply and demand has produced the inevitable results of initial bewilderment and some apprehension. The same spirit of liberal accommodation to the general good which dictated the agreement with the Government, however, is impelling the industry to adjust swiftly to the self-imposed restrictions. The new program is not without some inequalities. The reductions in some lines, mostly plates, are considered out of harmony with the true economic conditions. Non-producers of raw steel among the mills, excepting plate mills, are left in doubt as to how to operate profitably. Generally, however, the Government's actions have won the industry's approval and complete support. Much importance is attached to the announcement that present contracts in iron and steel will not be affected by the new prices.

The agreed schedule now is being applied in a large tonnage of orders previously closed by the Government on a provisional price basis. New orders have been distributed in the week at the fixed prices, including about 2,500 tons of plates, shapes and bars for cranes to be used in France. Purchases of fabricated steel for standardized federal ships are about to be made broadcast, following the adoption of the design for the 5,000-ton craft. Approval of the 10,000-ton design is near at hand.

Hesitancy among private buyers has been the natural accompaniment of the sweeping Government announcement. The trade is taking stock of the situation and with the restraints of uncertainty now dispelled, more vigorous buying of accumulated needs is expected. How the average consumer will fare under the proposed system of distribution which classifies manufacture according to the relation of the business to war needs or public good, is an open question. This plan is modeled after the British system.

TO MAKE SISAL INQUIRY

The U. S. Food Administration has secured Henry Wolfer, formerly head of the Minnesota State binder-twine works, to undertake at once a complete investigation of the sisal and hemp industry and its distribution with view to action in the reduction of price.

EXPORTS DECLINED FROM UNITED KINGDOM

Exports of iron, machinery, hardware, etc., from the United Kingdom for the first seven months of 1917, compared with the amounts for the corresponding period in the preceding year show a falling off in quantity and value. Exports of iron and steel (excluding ore and including scrap) for 1917 were 1,505,180 tons valued at $138,973,706 as compared with 2,182,285 tons exported in 1916 valued at $169,301,772. Hardware exports in 1917 were 1,330 tons valued at $3,516,460 as compared with 2,437 tons in 1916 valued at $4,422,310. Cutlery exports for 1917 were 115 tons valued at $1,583,272 compared with 162 tons in 1916 valued at $1,797,223. Motor car exports in 1917 were valued at $7,831,844 in 1917 and $8,962,365 in 1916.

PERSONAL

D. G. Smith, representing Smith & Hemenway Company, hardware specialty dealers, New York, N.Y., was a visitor to Toronto this week.

John J. Harty has been appointed president of the Canadian Locomotive Co., Kingston, Ont. Mr. Harty was previously vice-president and general manager of this concern. He is also a director of the Dominion Foundries & Steel Co. He is a son of the Hon. William Harty, who was some years ago president of the Locomotive Works, and is still one of its largest shareholders.

TRADE NOTES

Toronto, Ont.—Monarch Hardware Company has been registered.

Victoria, B.C.—Balance of stock and fixtures of Shore Hardware Co., Ltd., have been sold to B. C. Hardware Co.

Pierson, Man.—F. S. Bradley, hardware and furniture, has advertised stock for sale.

Woodrow, Sask.—Stephens & Lucking, hardware, have sold hardware stock to J. J. McLaughlin.

POST CARD | Two Cents

Hardware & Metal
143 University
Toronto

The above is all that is necessary to get you acquainted with our electro service.

If you are getting out a catalog or circular, our service will prove a boon to you.

INVESTIGATE

Hardware & Metal
143 University Ave., Toronto

It's a Berry Finished Room from Floor to Ceiling

Homebuilders and houseowners have learned that "BERRY" FINISHES not only produce artistic interiors, but the lasting quality of the finish makes their use economical.

BERRY BROTHERS' VARNISHES, ENAMELS, AND STAINS are ready sellers because of the widespread knowledge of their merit among actual varnish buyers.

For more than half a century architects have specified them and painters have preferred them because of their complete dependability.

Liquid Granite Floor Varnish, Luxeberry Enamels, Luxeberry Wood Finishes, Luxeberry Wall Finishes and Luxeberry Spar Varnish are a few of the many "BERRY" products whose names are household words among all users of varnish.

There is an ever increasing demand for them and the label of "BERRY" BROTHERS is the only selling argument needed.

BERRY BROTHERS
(INCORPORATED)
World's Largest Varnish Makers

Established 1858

WALKERVILLE ONTARIO

(593)

Liquid Granite
FLOOR VARNISH

Book Your Lawn Mower Order Now!

Orders for Taylor-Forbes Lawn Mowers should be booked as early as possible owing to the uncertainty of the steel and iron markets. Prices are now in the jobbers' hands and if your jobber cannot quote on T-F. lines we will be pleased to quote you direct. We expect to be able to take care of all orders booked before December 31st for shipment up to April, 1918. Get your order in early and be safe for next season.

Largest Manufacturers of Hardware in Canada

TAYLOR-FORBES COMPANY, Limited, Guelph, Canada

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION

Dominion Metallics — B.B. Caps, 25%; C.B. Caps, 20%; 22 short, black, 22 long black, 22 long, smokeless, 20%; 22 short lesmok or 22 long lesmok, 20%; 22 short, smokeless, 30%; 22 long rifle, black, 22 long rifle, smokeless, 7½%; other rim fire, 10%; center fire pistol, add 35% list; center fire sporting, add 60%; shot cartridges, same as ball; brass shot shell, 20%; primers, add 35% list; empty shot shells, 5%; blanks, add 25%; bullets, add 40%.

Terms: Net 90 days, or 2% discount for cash in 30 days.

"Dominion" Loaded Paper Shells "Crown" Black Powder, 10% on list; "Sovereign" Bulk Smokeless Powder, net list; "Regal" Dense Smokeless Powder, net list; "Imperial" Shells, both Bulk and Dense Smokeless Powder, net list; "Canuck" Smokeless, net list; Empty Shells, 5%; 90 days net.

F.O.B. Montreal, Toronto, London, Hamilton.

AMERICAN AMMUNITION

List Prices.

Subject to 2½% discount.

B.B. caps, $3.50 per M.; B.B. caps, concave ball, $4.40; 22 short, $5; 22 long, $6; 22 long rifle, $7; 22 short smokeless, $5.85; 22 long smokeless, $7.50; 22 long rifle, smokeless, $8.75 per M.

Sporting Cartridges—Centre Fire Smokeless 303 Winchester, $72.25 per M.; 303 Savage, $72.25; 303 British, $95; 32 Winchester special, $72.25; 38-55 Winchester, $76; 401 Winchester self-loading, $76 per M.

Primers—Nos. 1, 1½ and 2½, $3.60; Nos. 1 and 2 (100 in box), $3.80; Nos. 1-W, 1½-W, 2½-W and 3-W, and new 4, 5, and 5½, 100 in box, $3.80; Berdan Nos. 1, 1½, 2 (230 in box), $3.60; Berdan Nos. 1, 1½, 2 (100 in box), $3.80.

Shot, standard, 100 lbs., Toronto, $18.25-$19.75; Montreal, $18; net extras, as follows, subject to cash discount only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AUGER BITS

Standard List Prices per dozen.

3/16	$ 6.00	18/16	$12.00
4/16	5.00	19/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
13/16	8.25	28/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/16	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 57½%. London 60%:

Ford's Auger Bits, 30 and 10%.

Gilmour Auger Bits, 50 and 10%.

Rockford Auger Bits, 50 and 10%.

Irwin Auger Bits, 22½% off list in Catalogue No. 10, 1905.

London, 25%.

F.O.B. Toronto, Montreal, London and Hamilton.

AXES

Single Bits, doz.	11 25	13 50
Double Bit	....	16 00
Boys' Axes	....	9 00
Hatchers' Axes	8 00	9 00
Beach No. 2, doz.		11 25
No. 3, doz.		12 15
No. 4, doz.		13 05

F.o.b. Montreal, Toronto, Hamilton, London.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 18c to 70c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 30, 5%.

Standard Quality, 40%.

Side Lace Leather, lb....$1.40-$1.75

Cut Lace Leather, lb.... 1.60- 1.95

F.o.b. Montreal, Toronto.

BELLS (FARM)

C x 40 lb.	3 00
B x 50 lb.	3 60
A x 75 lb.	4 75

F.o.b. Montreal, Toronto.

BOLTS AND NUTS.

Discounts apply to list of Feb. 1, 1913.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 10%.

Carriage Bolts ($1 list), 7-16 dia. and larger, net list.

Machine Bolts, ⅜ in. dia. and smaller, 10%.

Machine Bolts, 7-16 in. dia. and larger, net list.

Sleigh Shoe Bolts, all sizes, net list.

Coach and Lag Screws, 25%.

Skein Bolts, 20%.

Square Head Blank Bolts, net list.

Bolt Ends, net list.

Plow Bolts, net list.

Elevator Bolts, 5%.

Fancy Head Bolts, net list.

Shaft Bolts ($3 list), net list.

Step Bolts, large head ($3 list), net list.

Whiffletree Bolts, net list.

Nuts, square, blank, add to list $1.50.

Nuts, square, tapped, add to list $1.75.

Nuts, hexagon, blank, add to list $1.75.

Nuts, hexagon, tapped, add to list $2.

Stove bolts, 55%.

Tire bolts, 35%.

Terms: 2% off 30 days from date of shipment.

F.o.b. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb.... 12¼-15

F.o.b. Montreal, London, Toronto.

BRASS Per lb.

Spring sheets, 24 gauge and heavier, base	0 55
Rods, base ½ to 1 in. round	0 54
Tubing, seamless base	0 55
Tubing, iron pipe size, base ¾ in. and up to 3 in.	0 55
Copper, iron pipe size, base ¾ in. up to 3 in.	0 60

F.o.b. Montreal and Toronto.

BARS (Clothes)

3 sections, 4 ft., doz.	5 50
3 sections, 5 ft., doz.	7 00
3 sections, 6 ft., doz.	8 50

F.o.b. Stratford.

BOILERS (Range)

30-gal. extra heavy	$17 00
30-gal. Standard	13 00

F.o.b. Montreal and Toronto.

BOARDS

Bake Boards. Per doz.

F.o.b. Stratford.

No. 1—18 in. x 24 in.	7 35
No. 2—18 in. x 28 in.	8 10
No. 3—20 in. x 30 in.	8 85

Ironing Boards.

Size 12 x 60 ins., doz.	9 00
Size 13 x 66 in.	10 00
Folding, 14 x 58 ins., doz.	18 25
With sleeveboard attachment.	22 00
Folding sleeveboards, per doz.	4 50

Boards, Stove.

See list under Wares.

BOARDS (Wash)	Tin Plate	Zinc
Pony ....Dozen	....	$2 00
Crown	....	4 05
Dandy	....	4 25
Improved Globe	3 15	4 35
Standard Globe	3 25	4 45
Original Globe	3 50	4 75
Newmarket King	....	4 75
Diamond King (Glass)	....	5 00
Western King (Enamel)	....	5 25
Wood, double faced	....	2 20

Subject to small discounts for quantities.

f.o.b. Newmarket.

BUTTS

Wrought Steel:—

No. 840	5%
No. 800	2½%
No. 838	5%
No. 808	5%
No. 804	15%
Nos. 802, 842, 844	5%
Nos. 810 and 814	net list
No. 830	2½%

F.o.b. Toronto, Montreal, London, Hamilton.

Spring Butts

Chicago Spring Hinges, List.

Triplex Spring Hinges, 20-10-5%.

Chicago Mortise Floor (5000), 33 1-3%.

Chicago Relax Floor (6000), 25-10-10-7½%.

Chicago Premier (4000), 16 2-3%.

Chicago Ajax (3000), 16 2-3%.

Chicago Fire Station, add 10% to list.

Lavatory Door Hinges, 20-5%.

Chicago Screen Door (2000), 40-7½%.

Chicago Screen Door (3000), 16 2-3 and 5%.

Non-Hold Back Screen Door, on application.

F.o.b. Chicago.

CANS

For discount on milk and cream cans, etc., see list under head of Wares, etc.

CHAIN

Fire Welded Proof Coil Chain—3-16, $20.50; ¼, $15; 5-16, $12.50; ⅜, $10.75; 7-16, $10.50; ½, $10.35; 9-16, $10.35; ⅝, $10.20; ¾, $10; ⅞, $9.90; 1 inch, $9.75.

Fire Welded B.B.B. Chain—¼, $18.50; 5-16, $16; ⅜, $12.90; 7-16, $12.70; ½ in., $12.50; ⅝, $12.30; ¾, $12.20; ⅞, $12; 1 inch, $11.90.

Electric Welded B.B.B. Chain—¼, $11.50; 5-16, $11; ⅜-¾ inch, $10.

F.o.b. Montreal.

Canadian coil chain, 50% off list.

Cow ties, 12½%; trace chains, net list; dog chains, 32½%; halter chains, 32½%; tie-out chains, 50%; stall fixtures, net list; breast chains, 2½%. F.o.b. Montreal, Toronto, Hamilton, London.

CEMENT

Cement, per bbl., $2.40 in carlots; $3 bbl. in small lots.

F.o.b. Toronto.

CHURNS

List price hand churns:—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

List prices power churns:—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 25% f.o.b. Toronto, Hamilton, Fergus, London, St. Marys.

Discount of 22½% f.o.b. Montreal, Ottawa, Kingston.

St. John, N.B., 20%.

CHOPPERS, FOOD

Universal (doz.)—	Montreal	Toronto
No. 0	$14 00	$13 50
1	17 40	16 30
2	20 40	19 00
3	25 80	24 50

CLOTHES LINE (Galvanized)

No.	Per 1000 ft.
17—7-strand, 100 ft. lengths	$6 80
17—7-strand, 50 ft. lengths	7 00
18—6-strand, 100 ft. lengths	5 20
18—6-strang, 50 ft. lengths	5 45
19—6-strand, 100 ft. lengths	4 75
19—6-strand, 50 ft. lengths	5 00

F.o.b. Montreal, Toronto, London.

COPPER Montreal Toronto

Casting ingot, see weekly report.

Bars, ½ to 2 in.	$55 00	$48 00
Plain sheets, base 16 oz. and heavier	56 00	48 00
Copper sheet, tinned, 14x60 in., 14 oz.	60 00	....
Copper sheet, planished, base 16 oz. and heavier	64 00	49 00
Braziers' in sheets, 6x4 base	55 00	48 00

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COMBS

Curry combs, list, plus 25%.

F.o.b. Montreal, Toronto, Hamilton, London.

CORD (SASH)

No. 6, lb.	0 53½
No. 7, lb.	0 52½
Nos. 8, 9, 10, 12	0 52

F.o.b. Montreal, Toronto, Hamilton, London.

CANADA PLATES

Prices nominal. Montreal Toronto

Ordinary, 52 sheets.$11 25 ....

	Galvanized Apollo	Crown	Gorbals
18x24x52	....	....	....
60	....	....	....

CHARCOAL TIN PLATES

M.L.S. and Famous—	Per box
IC, 20x28 base	$28 00
IX, 20x28 base	32 00
IXX, 20x28 base	36 00
IXXX, 20x28 base	40 00

F.o.b. Toronto.

Raven and Murex Grades—	
IC, 20x28 base, 112 sheets	36 00
IX, 20x28 base, 112 sheets	39 00
IXX, 20x28 base, 56 sheets	20 00
IXXX, 20x28 base, 56 sheets	21 00

F.o.b. Montreal.

TERNE PLATES

I C, 20x28, 112 sheets.... ....

F.o.b. Toronto.

COKES, AMERICAN

Bessemer Steel—

14x20 IC, base	$16 50
20x28 IC, double box	33 00

F.o.b. Montreal.

"DOMINION CROWN BEST"—DOUBLE COATED TISSUS.

	Nominal
IC, 14x20 base	$18 00
IX, 14x20 base	18 75
IXX, 14x20 base	19 50

F.o.b. Montreal.

CLOCKS

Big Ben	$2 40-$2 65
Good Morning, each	1 15
Lookout	1 50

F.o.b. Montreal, Toronto, London, Hamilton.

CROWBARS, $7.50-$8 per 100 lbs.

DRILLS

Bit Stock Drills, 30 to 40%.

Rd. Shk., 30 to 40%.

Wood Drills, 20%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares, etc.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

	%
Great Western, Amer.	50
Kearney & Foot, Arcade	50
J. Barton Smith Eagle	50
P.H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	37½
Black Diamond	37½
Delta Files	37½

F.o.b. Toronto, Montreal, London, and Hamilton.

We Manufacture

SHEET LEAD

BABBITT METAL
SOLDER, LEAD PIPE

SPOT STOCKS OF

PIG LEAD PIG TIN
INGOT COPPER
ZINC SPELTER

AND HAVE EVERYTHING FOR THE PLUMBER

THE CANADA METAL COMPANY, LIMITED

Montreal Hamilton TORONTO Winnipeg Vancouver

ADVERTISING to be successful does not necessarily have to produce a basketful of inquiries every day.

The best advertising is the kind that leaves an indelible, ineffaceable impression of the goods advertised on the minds of the greatest possible number of probable buyers, present and future.

Why Not Increase Your Income

No matter what your present salary may be—you would like to add to your present income, wouldn't you? Providing, of course, the plan interferes in no way with your regular occupation and paid you liberally.

We have a plan—a money-making one for you. It takes no time from your regular duties, devote an hour or so to it every day and you will augment your present income by $5.00 or $10.00 a week. The exact amount all *depends* on the amount of time you can spare us. Hundreds of our district representatives have found the plan so profitable they have given all their time to it. Would a plan such as this interest you? If so, write us to-day. Say, "Send me full particulars of your money-making plan, I am interested."

The MacLean Publishing Co.

143-153 University Ave.

TORONTO, ONT.

FITTINGS

Malleable fittings, class A, 20% on list; class B and C, net list. Cast iron fittings, 25% off list. Malleable bushings, 25 and 7½%; cast bushings, 25%; unions, 40%; plugs, 20% off list. Net prices malleable fittings: Class B black, 24½c lb.; Class C black, 15¾c lb.; galvanized, Class B, 34c lb.; Class C, 24½c lb. F.o.b. Toronto.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	1 90
Under 40 lbs.	2 00
Bi-Treadle, each	5.15-5.85

F.o.b. Toronto.

HALTERS (SNAP AND RING)

	Doz.
Russet rope shank, 1 in.	$ 9 15
Russet rope shank, 1¼ in.	10 30
Black rope shank, 1 in.	10 65
Black rope shank, 1¼ in.	12 00
Hand sewn, no shank, 1 in.	14 40
Hand sewn, no shank, 1¼ in.	17 40
Hand sewn, with shank, 1 in.	17 40
Hand sewn, with shank, 1¼ in.	19 30

Halters (Sisal).

7-16 in. gross, $26.40; 9-16 in., $40. F.o.b. Toronto.

HAMMERS, SLEDGE

Can., 5 lbs. and over, cwt.	17 50
Masons, 5 lbs. and over, per cwt.	20 00
Masons, 5 lbs. and under	22 50
Napping, up to 2 lbs.	25 00

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, neckyokes, whiffletrees and doubletrees, 40% off list.

All maple, ash, oak and other wood handles, neckyokes, whiffletrees, doubletrees, cant hooks, 45% off list.

F.o.b. St. Thomas, London, Strathroy.

HANGERS, BARN AND PARLOR

	List
BT hanger, No. 1	$2 20
BT hanger, No. 2	1 80
BT hanger No. 3	3 00
BT barn door track, tube, per ft.	0 36
BT barn door track, round, per ft.	0 22
Discount from above, 45%.	
Atlas, No. 0	8 45
Atlas, No. 1	9 25
Steelall, No. 50	9 50
Steelall, No. 51	10 00
Atlas, No. 2	10 75
Stearns, 4 in.	7 65
Stearns, 5 in.	10 65
Perfect, No. 1	10 45
Perfect, No. 1½	12 00
Perfect, No. 2	10 00
Storm King and safety hangers, doz.	10.25-10.60
Steel track, 1¼ in.	9.00-12.00
Barn door track, round, ft.	0 24

Discount on round track, 45%.

F.o.b. Montreal, Toronto.

HINGES, TEE AND STRAP

List Prices.

Heavy	Strap	Tee
4-inch dozen pairs	$3 00	$ 2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80
16-inch	....	14 40

Subject to discount of 20 and 2½% off list.

Light	Strap	Tee
3-in., doz. prs.	1 00	1 00
4-in., doz. prs.	1 20	1 10
5-in., doz. prs.	1 40	1 30
6-in., doz. prs.	1 70	1 50
8-in., doz. prs.	2 50	1 80
10-in., doz. prs.	3 50	2 40

Discount 20 and 2½% off list.

Screw Hook and Strap Hinge—	
Under 12 in., per 100 lbs.	8 00
Over 14 in., per 100 lbs.	7 50
Extra hooks for above ⅝ in., per lb.	7½
Extra hooks for above, ¾ in., per lb.	7¼

F.o.b. Toronto, London, Hamilton and Montreal.

HAY KNIVES

Spear Point	$14 00
Lightning	12 50
Heath's	12 50

HOOKS, GRASS.

	Canadian	English Fox
No. 2, per doz.	$3 40	$4 00
No. 3, per doz.	3 50	4 50
No. 4, per doz.	3 60	5 10
Little Giant	5 25	....
Burden	5 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$5 75	$6 00
Long heel light iron	3-7	5 75	....
Medium iron	1-8	5 75	6 00
Heavy iron	6-8	5 75	....
Snow	1-6	6 00	6 25
New light "XL" steel	1-6	6 20	6 45
Featherweight "XL" steel	0-4	7 60	....
Special countersunk	0-4	8 10	....
Toe weight (front only)	1-4	8 60	....

*All sizes.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra. F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.90 box.

HOSE, LAWN Toronto

Corrugated, ½ in., ft.	0 14
Corrugated, ¾ in., ft.	0 19
Corrugated, 1 in., ft.	0 28

Less 5% for full reels, 500 ft.,

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., 95c gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL.

See weekly report.

IRON, TINNED

72x30 up to 24 gauge, case lots	23 50
72x30, 26 gauge, case lots	24 00

Less than case, 50c per 100 lbs. extra. F.o.b. Montreal.

IRONS (SAD)

Mrs. Potts, No. 55, polished, per set	1 70
Mrs. Potts, No. 50, nickel-plated, set	1 80
Mrs. Potts, handles, japanned, doz.	1.15-1.25
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Princess Electric, each	3 35
Canadian Beauty Electric Irons, each	3 38
Gasoline Sad Irons, each	4 00

F.o.b. Montreal, Toronto, London, Hamilton.

LADDERS, ETC.

Step Ladders.	Per ft.
Shelf-lock	16c ft.
Ontario	21c ft.
Faultless	24c ft.
Mechanics	31c ft.
Hercules	28c ft.
Perfect	26c ft.
Faultless, extra heavy	29c ft.
Hercules, extra heavy	33c ft.
Mechanic, extra heavy	36c ft.
B.T. Standard	21c ft.
B.T. Economy	16c ft.
B.T. Iron Bound, 4-8 ft.	28c ft.
B.T. Iron Bound, 10-14 ft.	33c ft.
B.T. Iron Bound, 16 ft.	43c ft.
B.T. Iron Bound, 18 and 20 ft.	53c ft.
Crescent	19c ft.
Household	15c ft.
Standard, 4-12 ft.	21c ft.
Electrician	30c ft.
Heavy duty	47c ft.
Extension	35c ft.

Common and Roped Extension.

	Per ft.
Up to 32 ft.	19c ft.
34 to 44 ft.	21c ft.
46 to 60 ft.	31c ft.

Fire Ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

Single and Fruit Picking.

10 ft. to 16 ft.	15c ft.
18 ft. to 22 ft.	16c ft.
Chair ladders, each	2 00

F.o.b. Toronto, Hamilton, London, Montreal, Stratford, Fergus.

LANTERNS Per doz.

Short Globe, doz.	$12 00
Jumbo, doz.	14 50
Jap'd Dash, doz.	14 50
Search Dash, doz. X-ray	15.25-16.10
Little Bobs	$2.10-$4.20
Copper, well japd., doz.	17 75

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold blast, short	1 00	1 10
Cold blast	1 00	1 10
Cold blast, short ruby	3.25-4.20	
Cold blast, common ruby	3.25-4.20	

Less 5c a doz. in 6 doz. lots.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

Steel Thumb, No. 2, per doz.	1 90
Steel Thumb, No. 3, per doz.	2 50
Steel Thumb, No. 4, per doz.	4 70
Barn Door, No. 5, per doz.	2 55
Barn Door, No. 9, per doz.	3 85

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List Each
Canadian	9 00
Dowswell	9 00
Easywork	17 30
Noiseless	15 50
Hamilton	11 00
Snowball	15 00
Momentum	16 50
New Century, style A	16 50
New Century, style B	18 00
Playtime, engine drive	19 50
Ideal Power	28 00
Seafoam, electric	102 00
Seafoam, engine drive	44 00
New Idea, electric	134 00
Sunshine	8 50
Popular, No. 1	9 50
Economic	11 50
Champion	17 00
New Excell-All	18 00
Blue Bell, without stand	16 50
Puritan Water Motor Washer, complete	28 00
Hydro, One Tub, engine drive	45 50
Low pressure water motor washer, each	30 00
Connor ball-bearing, with rack	18 50
I X L	18 50
Gem	16 50
Winner, plain	13 50
Connor Improved	9 00
Jubilee	8 50
Canada First	19 00

Discount, 45%. Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

B.T. Bonnie, style A	7 50
B.T. Bonnie, style B	8 00
B.T. Ideal	11 00
B.T. Ideal Power	12 50
B.T. Ideal Water Motor	20 75
B.T. Cyclone	10 50
B.T. Vollmar, No. 2	10 60
B.T. Vollmar, No. 3	11 50
Forest City, engine-driven	37 50
Forest City, electric	80 00

Discount on B.T. goods, 27½%.

F.o.b. London, Ont. On shipments of three or more washers freight equalized on Kingston, Ottawa, Toronto, Hamilton and St. Mary's.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	1.75-2.00
Carpenters', No. 3	3.50

F.o.b. Montreal, Toronto, Hamilton.

MOPS

Mops, O-Cedar, doz. net	$12 00
S. W Mops, doz.	4 35
Mop Sticks, doz., No. 8	1 55
Cast head mops, doz.	1 80
Crescent, doz.	1 65
Crank wringing, doz.	6 25

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	50%
Woodyatt	40%
Empress	40%
Mayflower	40%
Star, Ontario, Daisy	40%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advances over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	$1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5 inch base.	
2¼ inch	30c	5½ inch base.	
2½ inch	15c	6 inch base.	

6½ to 12 inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. Toronto, London, Hamilton, Milton, $5.45 base.

Freight equalized on above points.

F.o.b. Montreal, Gananoque, Collingwood and Owen Sound, $5.50 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, fo.b. factory points, carload freight allowed,, $5.47½.

Sault Ste. Marie, Port Arthur, Fort William, $5.25 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail price. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton, London.

Cut Nails—Montreal, $5.70 base; Toronto, $5.80 base; London, $5.75; Hamilton, $5.80. No equalization of freights.

Roofing Nails — American, large head, keg, $8.45.

F.o.b. Montreal, Toronto, Hamilton, London.

NAILS (HORSE)

Size	C Brand Per box of 25 lbs.
No. 3	$19 50
No. 4	9 50
No. 4½	8 25
No. 5	4 50
No. 6	4 25
No. 7	4 00
No. 8	4 00

Lengthen the Life of Metal Work

It is a hard problem to keep rust and corrosion from eating the very life out of metal structures, therefore, economy demands the best possible preventive against these destructive elements.

CARTER'S
Dry Red Lead

gives a perfect sealing coat that absolutely protects all kinds of metals from the elements that destroy them, and immeasurably lengthens the life of Metal Work.

We make Orange Dry Lead and Litharge,

Special Dry Lead and Litharge, for Color,

Varnish and Rubber makers,

Oxides for Potters and Storage Battery Makers.

All products are wholly Canadian made and highest standard qualities.

Ask for Quotations.

The Carter White Lead Co.
Limited
91 Delorimier Avenue
Montreal

How to Make A Profit on - White -

Tell your customers of the excellent qualities of the one high grade, guaranteed, best quality Blended Lead on the market.

PURE SUPERBA WHITE

Show them that it

contains the good properties of lead and the hard surface of zinc.
Is **very** white and **stays** white.
Will not blacken, turn yellow, crack, peel or blister.
Has lasting qualities which are guaranteed under all conditions of wear.
Has superior covering powers.
Will do everything White Lead will do.

The present price of Pure Superba White is $13.00 per 100 pounds. Compare this with the price of White Lead and note the profit you can make.

Better order to-day.

McARTHUR, IRWIN, LIMITED
MONTREAL ESTABLISHED 1842 TORONTO

No. 9	3 75
No. 10	3 75
No. 11	3 75
No. 12	3 75

Discount from above is 10% in small quantities and 10 and 5% in larger quantities.
F.o.b. Montreal, Toronto, Hamilton.

London
"M.R.M." BRAND
Net Price List

No.	Lengths	of 25 lbs.
3	1⅝"	$18 75
4	1¾"	8 75
5	1 15-16"	3 75
6	2⅛"	3 50
7	2 5-16"	3 25
8	2½"	3 25
9	2 11-16"	3 00
10	2⅞"	3 00
11	3 1-16"	3 00
12	3¼"	3 00

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 50 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 00		

1 inch mesh and 20 ga. wire

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾-inch mesh and 20 ga. wire)

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½-inch mesh and 22 ga. wire)

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Canadian netting 30% off list.

Montreal, 25% off list.

American netting, 15% off list.

	Per rod
Invincible—1840	$ 0 72
1848	0 77
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

OAKUM

Best (American)	$20 75
U.S. Navy (unspun)	20 00
Clipper (unspun)	21 00
Clipper (spun)	21 50
U.S. Navy, Eng., unspun	17 50
U.S. Navy, Eng. (spun)	18 50-19 50
Plumbers (spun)	$8 50 $10 50

F.o.b. Montreal, Toronto

OIL

	Montreal	Toronto
Can. prime white petrol	$0 17	$0 16
Royalite	0 17	0 16
Palacine	0 20	0 19
Lampoline	0 17	0 16
Electroline	0 20	0 19
Castor oil, per lb.	0 30	0 40
Black oil (Summer)	0 16	0 15
Black oil (Winter)	0 16½	0 15½
Cylinder Green	....	0 37½
Paraffine	0 21	0 20
XXX Machine	0 24½	0 23½
Fuel oil, bbls.	0 13½	0 12½
Fuel oil, tank cars	0 12	0 11

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 12
Coarse jute	0 11
Square braided hemp	0 34
No. 1 Italian	0 40
No. 2 Italian	0 32

F.o.b. Montreal and Toronto.

PAPER

	Per 400-ft. roll
Dry Fibre, No. 1 roll	1 10
Dry Fibre, No. 2 roll	0 59
Anchor Brand	1 10
Glazed sheeting	0 59
Tarred fibre, No. 1 roll	1 25
Tarred Fibre, No. 2 roll	0 79
Surprise Fibre	0 66
Tarred felt, per cwt.	3 35
Asbestos sheeting, (per 100 lbs.)	$9 00 $12 00
Carpet Felt, 16 oz., per 100 lbs.	$4 50 $5 50

F.o.b. Toronto, Hamilton, London, Montreal, freight equalized thereon.

PICKS—

Clay—		
5 to 6 lbs., doz.	$8 35	$ 9 00
6 to 7 lbs., doz.	8 90	9 65
7 to 8 lbs., doz.	9 45	10 30
8 lbs. only	....	10 55
Rock—		
5 to 6 lbs., doz.	8 85	9 00
7 lbs., doz.	9 40	10 80
8 lbs., doz.	9 95	11 00

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$0.80-$0.90
4 gross (cartons) 4½ in.	0.85- 0.95

F.o.b. Montreal and Toronto

PIPE, STANDARD WROUGHT
Effective July 5, 1917.

	Black	Galvanized
	Per 100 feet	
Standard Buttweld		
⅛ in.	$ 5 00	$ 6 50
¼ in.	5 12	7 16
⅜ in.	5 12	7 16
½ in.	6 46	8 03
¾ in.	8 17	10 29
1 in.	12 07	15 22
1¼ in.	16 33	20 59
1½ in.	19 53	24 61
2 in.	26 27	33 12
2½ in.	42 12	52 94
3 in.	55 08	69 23
3½ in.	69 92	86 94
4 in.	82 84	103 00
Standard Lapweld.		
2 in.	29 23	35 71
2½ in.	43 88	54 11
3 in.	57 38	70 76
3½ in.	71 76	89 70
4 in.	85 02	106 28
4½ in.	96 52	121 29
5 in.	112 50	141 34
6 in.	145 90	183 36
7 in.	190 40	238 00
8 L in.	200 00	250 00
8 in.	230 40	288 00
9 in.	276 00	345 00
10 L in.	256 00	320 00
10 in.	329 60	412 00

Terms 2% 30 days, approved credit.

Prices—Ontario, Quebec and Maritime Provinces.

WROUGHT NIPPLES

4" and under, 40-45%.

4½" and larger, 40%.

4" and under, running thread 25%.

Standard couplings, 4" and under, 35%.

4½" and larger, 15%.

Terms 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list		$8 00
3 in., in 10-ft. lengths, list		9 70
4 in., in 10-ft. lengths, list		12 80
5 in., in 10-ft. lengths, list		17 50
6 in., in 10-ft. lengths, list		21 30

Above subject to 10% trade discount

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD
See weekly report

PIPE (SOIL)

	Montreal %	Toronto %
Medium and extra heavy, 6" and under	45	35, 2½
8" soil pipe	35	30
Medium and extra heavy fittings, 6" and under	50	40, 2½

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	4 75
Navy pitch, per bbl.	6 50

F.o.b. Montreal, Toronto.

POLISH (O-Cedar)

4-oz. bottles, doz.	$ 3 00
12-oz. bottles, doz.	6 00
1-qt. can, doz.	15 00
½-gal. cans, doz.	24 00
1-gal. cans, doz.	36 00

Discount, 33 1-3 per cent.

Liquid Veneer—	
4 oz., doz.	$2 00
12 oz., doz.	4 00
32 oz., doz.	8 40
64 oz., each	1 20
128 oz., each	2 10

F.o.b. Fergus, London.

PUMPS

Pumps	
Cistern Pumps	
Set Lengths	
Brass Lined Cylinders	
Brass Body Cylinders	

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, blacked and tinned, 17½%; Iron Burrs, 17½%.

Copper rivets, usual proportion of burrs, add 30%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
Samson, 1-ply, roll	1 70
Samson, 2-ply, roll	2 35
Samson, 3-ply, roll	2 95
R. S. Special, 1-ply	1 25
R. S. Special, 2-ply	1 50
R. S. Special, 3-ply	1 75
Amazon, 1-ply	2 00
Amazon, 2-ply	2 50
Amazon, 3-ply	3 00
Everlastic, 1-ply	1 50
Everlastic, 2-ply	1 80
Everlastic, 3-ply	2 10
Good Luck, 1-ply	1 60
Good Luck, 2-ply	1 80
Good Luck, 3-ply	2 10
McCombe Sp., 1-ply	1 35
McCombe Sp., 2-ply	1 55
McCombe Sp., 3-ply	1 75
Black Cat, 1-ply	1 85
Black Cat, 2-ply	2 15
Black Cat, 3-ply	2 45
Liquid roofing cement, per gal. in barrels	0 27
5 and 10 gal. lots, per gal.	0 38
Coal Tar, bbl.	4.50- 5.00

Roofing Pitch, 75 to 85c per cwt.
F.o.b. Toronto, London, Montreal.

ROPE

	Lb.
Pure Manila basis	39
British Manila basis	33
New Zealand hemp basis	33
Sisal basis	27½

Above quotations are basis prices ⅝ and larger diameter. The following advances over basis are made for smaller sizes:—Smaller than ⅝ and down to 7/16 dia.—½c above basis; ⅜ dia., 1c above basis; ¼ and 5/16 dia. 1½c above basis; 3/16 dia., 2c above basis.

Single lath yarn basis	27½
Double lath yarn	28
Yacht marline, tarred	57
White polished halyards	30
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45
Jute rope basis	16-17½
Italian rope basis	50
Cotton, ¼ in.	0 54½
5-32 in.	0 51½
3-16 in.	0 48½
¼ in. and up	0 47

F.o.b. Toronto, Hamilton, London, Montreal.

SANDPAPER

B. & A. sandpaper, 15% to 20% on list.

B. & A. emery cloth, 5% to 20% on list.

B. & A. sandpaper in rolls, 33 1-3 per cent. on list. F.o.b. Toronto, Montreal.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 4 60	$0 20
10 lb.	6 00	0 30
240 lb.	10 00	0 50
600 lb.	25 00	1 00
1200 lb.	30 00	1 00
2000 lb.	39 00	1 00
2000 lb. Drop lever	46 00	1 00

Above list prices subject to a discount of 10%. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCYTHES

	Doz.
Cast Steel	$12 50
Golden Clipper	13 50
Little Giant	14 50
Little Giant, Genuine	15 00

F.o.b. Toronto, London.

SNATHS
Net list.

SCREWS
Discounts off Standard List adopted Aug. 1, 1903.

Wood, F. H., bright	72½
Wood, R. H., bright	67½
Wood, O. H., bright	67½
Wood, F. H., brass	37½
Wood, R. H., brass	32½
Wood, O. H., brass	32½
Wood, F. H., bronze	27½
Wood, R. H., bronze	25
Wood, O. H., bronze	25
Square cap	30
Hexagon cap	30

F.o.b. Toronto, Hamilton, London and Montreal.

Wooden Bench Screws

Dozen	$7 00

SETTEES

Settees, 4 passenger	10 00
Awning, each	5 00
Table, each	2 00

F.o.b. Stratford.

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
Premier Galvanized

	Per 100 lbs.
10¾ oz.	$12 00
U.S. 28	11 70
U.S. 26	11 40
22 and 24	11 25
18 and 20	11 10
14 and 16	10 95

F.o.b. Hamilton and Toronto.

Colborne Crown — 16-20 gauge, $12.55; 22-24 gauge, $12.75; 26 gauge, $13; 28 gauge, $13.25. Less 25c in cash lots. F.o.b. Montreal.

Apollo Brand	Montreal	Toronto
14 gauge	$12 05	$10 85
16 gauge	12 05	10 95
18-20 gauge	12 20	11 10
22-24 gauge	12 40	11 25
26 gauge	12 60	11 40
28 gauge	12 90	11 70
10¾ ozs.	13 25	12 00

Add 20c for less than ton lots.

B.W. gauge	Queen's Head	Fleur-de-Lis	Gorbals "best-best"
16	$12 55	$12 55	$11 90
18-20	12 55	12 55	12 05
22-24	12 25	12 25	12 25
26	12 25	12 25	12 45
28	13 00	13 00	13 20
10¾ oz.	.....	.....	13 50

Less 25c in case lots.
F.o.b. Montreal.

SHINGLES

	Per sq.
Standard galvanized	$9 60
Shipping weight, 90 lbs.	
Standard painted	7 50
Shipping weight, 80 lbs.	

Discount 7½%.
F.o.b. Toronto, Ottawa, Oshawa.

SIDING METAL

Standard galvanized	$8 40
Standard painted	6 60

F.o.b. Montreal, Toronto, Ottawa, Oshawa.

SOLDERING COPPERS
Base, 3-8 lbs., 66c lb. F.o.b. Toronto and Hamilton.

SOLDER, BAR
See Weekly Report.

STAPLES
See Wire Products.

STOVES

Oil Burning Cooking	Each
Perfection 3-burner	$16 50
Perfection 4-burner	21 00
No. 22G oven for above stoves	4 50

F.o.b. Sarnia, London, Toronto, Ottawa

Oil Burning Heaters

No. 520 (120), each	
No. 525 (125), each	
No. 530 (130), each	
No. 560 (160), each	
No. 630 (230), each	
No. 660 (260), each	

F.o.b. Toronto, Sarnia, London, Kingston, Hamilton, Ottawa.

JAP-A-LAC

Household Finishes

—Many Kinds Many Colors Many Uses

JAP-A-LAC

Gold gives a brilliant gold finish for wood or metal, does not tarnish or rub off. Easily applied, resists heat.
Aluminum has all the merits of the gold when used on wood or metal, giving lasting silvery finish, smooth, lustrous, durable finish.
Jap-a-lac Enamel.

JAP-A-LAC

In white or colors gives lasting and delightful results, covering surface solid, giving a smooth, tile-like coating if the color selected.

Jap-a-lac Black Enamel in brilliant and dead black effect give admirable results on metal surfaces.

JAP-A-LAC

Color and display the beauty of the wood itself. It's a varnish and stain combined, permitting of exquisits results with one application—especially suitable for furniture, floors, woodwork, doors, interior trim, etc.

—and the latest addition

JAP-A-LAC STOVE PIPE ENAMEL

This beautiful counter display carton lithographed in seven colors, goes to you free of charge with your orders.

And a winner it is too—a true quality product with a good profit for the dealer.

Jap-a-lac Stove Pipe Enamel is superior in every way to the ordinary lines which after the first fire cease to exist except for their offensive odor.

Jap-a-lac Stove Pipe Enamel has practically no odor, leaves no smudge and with the first fire bakes on hard in brilliant enamel—like finish which is lasting.

Comes in sizes listed as follows:

Quarter-pint	**15c**
Half-pint	**25c**
Pint	**45c**
Quart	**75c**
Half-gallon	**$1.25**
Gallon	**$2.25**

Your trade discount is 40%.
Your profit is 66 2-3%.

Assisted by this handsome display carton on your counter or in your window your turnover will be speedy this Fall.

Send us your order to-day for now is the time to push Pap-a-lac when the housewife is starting Fall cleaning.

The Glidden Varnish Company, Limited

Toronto, Ontario

GLIDDEN

If any advertisement interests you, tear it out now and place with letters to be answered.

SPADES AND SHOVELS.

	1st Grade	2nd Grade	4th Grade
Plain Back Shovels	30%	20 and 2½%	5 %
Draining Tools	30%	30%	.....
Hollow Back Scoops	10%	.....	net list
Hollow Back No. 2 Shovels	30%	.....	5%
Hollow Back Sand Shovels and Coal Shovels	30%	.....	net list
Riveted Back Scoops	7½%	7½%	7½%
Jones Miners Spring Point Riveted Shovels, Lists Nos. 42 and 43	7½%	.....	.....

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows: **BLACK LIST PRICES.**

	—Per Dozen—		
	1st Grade	2nd Grade	4th Grade
No. 2, black	$19.00	$16.50	$12.00
Draining Tools, No. 2, black	19.00	18.00	.....
Hollow Back Scoops, No. 2, black	16.80	.....	13.80
Coal Shovels, No. 3 Black	22.00	.....	14.50
Sand Shovels, No. 3, black	18.50	.....	11.50
Do., No. 4, Black	19.00	.....	12.00
Do., No. 5, Black	19.50	.....	12.50
Do., No. 6, Black	20.00	.....	13.00
Do., No. 8, Black	21.00	.....	14.00
Hollow Back Shovels, No. 2, black	18.00	.....	11.50
Coal Shovels, No. 2, black	21.50	.....	14.00
Coal Shovels, No. 3 Black	22.00	.....	14.50
Riveted Scoops, No. 2, black	17.50	16.50	15.50

For polished goods the following net extras apply:
Full polished .....$1.00 per dozen net
Half polished .....50c per dozen net

F.o.b. London, Hamilton, Toronto, Gananoque, Ottawa, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon.

SWEEPERS, CARPET Bissell's

American Queen, nic'd trim, ball bearing .....Doz.	$39 00
Club, nic'd trim., "Cyco" bearing	82 00
Champion, nic'd trim	30 00
Champion, Jap'd trim	27 00
Elite, nic'd trim., B.B.	41 00
Grand Rapids, nic'd trim., B.B.	36 00
Grand Rapids, Jap'd trim., B.B.	32 00
Parlor Queen, nic'd trim., B.B.	42 00
Princess, nic'd trim., B.B.	37 00
Standard, nic'd trim	32 00
Standard, Jap'd trim	29 00
Universal, nic'd trim, "Cyco" bear.	34 00
Universal, Jap'd trim., "Cyco" bear.	30 00

F.o.b. Toronto, Hamilton, London.

SWEEPERS (VACUUM)

Grand Rapids, nic'd trim	81 00
Household, Jap'd trim	67 00
Superba, nic'd trim	96 00

F.o.b. Toronto, Hamilton, London.

TACKS Discount

Wire Tacks	65 and 5%
Revised Hardware Tack List adopted Jan. 1, 1916	60 and 15%
Double pointed tacks	60 10%
Shoe findings list adopted July 5, 1917—Net list.	
List of Capped Goods adopted Jan. 1, 1916	60 and 15%

F.o.b. Toronto, Hamilton, Montreal, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 25% discount. Samson, 20% discount.

F.o.b. Montreal, Toronto, Hamilton, London.

TROUGH (EAVE)

O. G. Square bead and half round.

Size in girth	Per 100 ft.
8 in.	$6 90
10 in.	7 70
12 in.	9 10
15 in.	12 50
18 in.	16 00

Discount, 10%.

F.o.b. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain

Victor No. 1	$1 80
Jumbo No. 1	2 35
Hawley & Norton, No. 1	2 75
Newhouse, No. 1	8 75

F.o.b. Toronto, London, Hamilton, Montreal.

TWINE (Binder) Per lb.

500 ft	$0 19½
550 ft	0 20
600 ft	0 20½
650 ft	0 21¼

In 5-ton lots ¼c discount from above; 10 tons and upwards, ½c discount. Freight paid on 300 lbs. and over to nearest station.

F.o.b. Montreal, Toronto, Hamilton, London.

TWINE (COTTON)

3-ply wrapping, lb.	50-55c
4-ply wrapping, lb.	54-58c

F.o.b. Toronto, Hamilton

WOOD TUBS

No. 0, per doz.	$13 75
No. 1, per doz.	11 85
No. 2, per doz.	10 00
No. 3, per doz.	8 75

F.o.b. Newmarket

VALVES

	%
Ground work	50
Compression work, standard	52
High grade	45
Cushion work	46
Fuller work, standard	50
High grade	43
Basin cocks, No. 0 standard	46
High grade	46
Bath cocks	53
Flatway stop and waste cocks, standard	53
High grade	50
Roundway Stop and Waste Cocks, standard	53
High grade	50
Brass Steam Cocks, standard	10
Radiator valves, standard	15
High grade	7½
Globe, angle and check valves, standard	10
Do., high grade	7½
Patent quick opening valves	35

F.o.b. Toronto

WARES, ETC.

Scotch Grey Ware, 50, 5%.
Colonial, 33 1-3%.
Imperial Ware, 33 1-3%.
Pearl, 33 1-3%.
Premier, 10%.
Canada Ware, 10%.
Diamond, 10%.
White Ware, 50%.
Japanned Ware, list plus 20%.
Japanned Ware, White, list, plus 30%.
Plain and Jap Sprinklers, list plus 20%.
Stamped Ware, plain, 50%.
Stamped Ware, retinned, 45%.
Copper Bottoms, list, plus 10%.
Tinners' Trimmings, plain, 50%.
Tinners' Trimmings, retinned, 45%.
Tinners' Trimmings, general, list plus 10%.
Milk Can Trimmings, list, plus 50%.
Cream Cans, list, plus 10%.
Railroad cans, list.
Pieced Tinware, C.B., list, plus 50%.
Sheet Iron Ware, list, plus 10%.
Pieced Ware, ordinary, list, plus 30%.
Fry Pans, 40 and 10%.
Spiders, 25%.
Fire Shovels, list, plus 10%.
Steel Sinks, painted, list, plus 10%.
Steel Sinks, galvanized, list, plus 15%.
Light Galv. Pails and Tubs, list plus 20%.
Heavy Galv. Pails and Tubs, list, plus 10%.
Garbage Pails, list, plus 10%.
Jap. Coal Hods, list, plus 25%.
Galv. Coal Hods, list, plus 40%.
Paper Lined Boards, 40 and 5%.
Wood Lined Boards, 30 and 10%.
Stove and other Pipes, list, plus 40%.
Stove Pipe Thimbles, 50, 10%.
Copper Boilers, list, plus 10%.
Copper Tea Kettles, list, plus 10%.
Copper Tea Kettles, 3 doz. lots, list, plus 10%, less 10%.
Copper Tea and Coffee Pots, list, plus 10%.
Copper Tea and Coffee Pots, in 3 doz. lots, list, plus 10%, less 10%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, IRON

Full box, 10% on list. Per 100 lbs.: ¼ in., $21.80; 5-16 in., $18.50; ⅜ in., $16.30; 7-16 in., $13.55; ½ in., $13; 9-16 in., $12.15; ⅝ in., $11.70; 11-16 in., $11; 13-16 in., $11.70; 15-16, $11.70; 17-16 in., $11.70; 50 lbs. of one size, $2 per 100 lbs. less.

F.o.b. Montreal, Toronto, London

WEIGHTS, SASH

	Tor'to	Lond'n	Mont'l
Sectional, 1 lb., per 100 lbs.	$4 45	$4 25	$4 75
Sectional, ½ lb., per 100 lbs.	4 45	4 50	4 75
Solid, 3 to 30 lbs. per cwt.	2 85	3 50	3 10

WHEELBARROWS

Navvy, steel wheel, doz.	45 40
Garden steel wheel, doz.	$51-$60
Light garden, doz.	37.20-41

F.o.b. Montreal, Toronto, London.

WIRE PRODUCTS

F.o.b. Toronto, London, Hamilton, Montreal

Cut Hay Baling Wire

	Per 100 lbs.
No. 9	$6 60
No. 10	6 65
No. 11	6 70
No. 12	6 85
No. 13	6 95
No. 13½	6 95
No. 14	7 10
No. 15	7 35

Stovepipe Wire

No. 18	7 20
No. 19	7 70

Hay Wire in Coils

No. 13	6 80
No. 14	6 90
No. 15	7 05
No. 16	7 20

Smooth Steel Wire.

Nos. 0-9 gauge, base 6 50

Extras over base sizes on smaller gauges are as follows:

No. 10, 6c extra; No. 11, 12c; No. 12, 30c; No. 13, 30c; No. 14, 40c; No. 15, 55c; No. 16, 70c extra.

Extra net per 100 lbs.—Oiled wire, 10c; spring wire, $2.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases, 15c; bagging and paperings, 10c; 50 and 100-lb. coils, in 25-lb. coils, 15c; in 5 and 10-lb. coils, 25c; in 1-lb. coils, 50c; in ½-lb. coils, 75c; in ¼-lb. coils, $1.

Fine Steel Wire

List Price on Fine Steel Wire

No. 17	$5 00	No. 26	$ 9 50
No. 18	5 50	No. 27	10 00
No. 19	6 00	No. 28	11 00
No. 20	6 65	No. 29	12 00
No. 21	7 00	No. 30	13 00
No. 22	7 30	No. 31	14 00
No. 23	7 65	No. 32	15 00
No. 24	8 00	No. 33	16 00
No. 25	9 00	No. 34	17 00

For prices of fine steel wire add 45% to above list.

Extra net

List of extras in 100-lb. lots, net.

Tinned wire, Nos. 17-25	$3 00
Nos. 26-31	5 00
Nos. 32-34	7 00
Coppered	0 75
Oiling	0 10
In 25-lb. bundles	0 15
In 5 and 10-lb. bundles	0 25
In 1-lb. hanks	0 25
In ½-lb. hanks	0 28
In ¼-lb. hanks	0 50
Packed in casks or cases	0 15
Bagging or papering	0 16

Oiled and Annealed Wire

No. 10	$6 66
No. 11	6 72
No. 12	6 80

Wire Bale Ties

No. 12	$6 75
No. 13	6 85
No. 13½	6 90
No. 14	7 00
No. 15	7 20
No. 16	7 45

Fence Wire. Toronto

Barb	$6 00
No. 9 pl. galv.	5 75
No. 12 pl. galv.	5 95
No. 13 pl. galv.	6 00
No. 9 coil sp.	5 85
No. 12 coil sp.	6 00

Quotations are at times made on wire at lower figures than the general market by jobbers having large stocks to dispose of.

Fence Staples

Fence staples, bright	$5 75
Fence staples, galvanized	6 75

In 25-lb. boxes add 25c extra.

Poultry Netting Staples

Poultry netting staples, galvanized, list	$12 00

Less discount of 12½%.

Bright poultry netting staples are $1.10 less than galvanized after discount has been made.

Copper and Brass Wire

Copper wire list, plus	10%
Brass wire, 3 to 24 gauge, add	40%
25 to 36 gauge, add	25%

Wire Cloth

Black Fly Screen Cloth, per 100 sq. ft. in 100-ft. rolls	$3 25
In 50-ft. rolls	3 30
Bronze, sq. ft.	0 14

F.o.b. Toronto, Hamilton, London.

Wire Goods

Discounts apply to list adopted Nov. 20, 1916.

Bright Screw Eyes Suits, A.B.C.M.	82½%
Bright Iron Gate Hooks and eyes	82½%
Bright square cornered screw hooks, and stove pipe eyes	82½%
Brass, screw eyes suits, A.B.C.	70%
Brass Screw Hooks	70%
Brass Gate Hooks and eyes	70%

F.o.b. Toronto, Montreal, London, Hamilton.

WRINGERS

Royal Can., 11 in., doz. list	$84 72
Eze, 11 in., per doz.	91 80
Trojan, 12 inch	185 00
Favorite 511E	105 80
Unexcelled, 1041E	129 60
Easy Work	90 50
Challenge, 3111E	94 30
Gem, 141E	91 80
Sunlight, 111E	82 80
Ottawa, 341E	103 30
Empire, 11 in.	93 80
Superior, 11 in.	84 80
Majestic, 11 in.	88 00
Perfect, 11 in.	97 50
Bicycle, 11 in.	103 30
Daisy, No. 2	114 72
Daisy, No. 1	105 84
Maple Leaf No. 2	103 20
Maple Leaf No. 1	94 32
Sun	78 90
Rapid	82 80
Universal	63 00
Eureka, 10 in.	65 00
Eureka, 11 in.	71 00
Eclipse	97 70

Discount off above list, 40%.

Freight equalized on shipments of ¼ doz. and upwards on Montreal, Toronto, Kingston, Hamilton, London, St. Mary's.

Trimo—	Doz. net		Doz. net
8 in.	$14 00	18 in.	$31 20
10 in.	15 60	24 in.	45 25
14 in.	21 85		

Coes—	Doz. net		Doz. net
6 in.	$13 00	15 in.	$31 20
8 in.	15 60	18 in.	41 60
10 in.	18 20	21 in.	50 70
12 in.	23 40		

Stillson—	Dozen	Net
6 in.	$12 00	$12 50
8 in.	13 50	14 00
10 in.	15 00	15 60
14 in.	21 00	21 85
18 in.	30 00	31 20
24 in.	43 50	45 25
36 in.	81 00	84 25
48 in.	....	124 80

ZINC

For zinc products and zinc sheets See weekly report.

Which system do you employ for the execution of your business records? The old method of using padded forms, loose sheets, and carbons, or the time and labor-saving "Shouperior" System of Autographic Registers?

Are Two clerks doing the work of one?

WITHOUT your realizing it, this condition might actually exist in your establishment now.

• • •

It is just possible that with your present system of executing business records it is actually taking two clerks to handle the work that one could do if you adopted the "Shouperior" System of Autographic Registers.

• • •

This condition has existed before, and the installation of the "Shouperior" System has shown an unbelievable saving of time, labor, and expense, in addition to ensuring absolute protection of records.

• • •

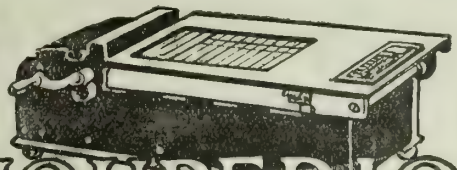
The "Shouperior" System of Autographic Registers can be adapted to any kind of business. By manufacturers, wholesalers, or retailers. For Bills of Lading, Purchasing Department Systems, Receiving or Billing Systems. For charge and delivery forms, factory or work orders. For sales and stock records, vouchers and cash sale systems. In fact, for any business transaction of which a multiple record is desired.

• • •

The economical feature of the "Shouperior" System is that both records and carbon paper are supplied in roll form. The execution of one set of firms automatically prepares the next set. No assembling of forms, blanks, carbons, etc., is necessary. In fact, all detail is eliminated except the actual writing itself.

• • •

We will gladly demonstrate the "Shouperior" System in comparison with the system you are at present employing. It will put you under no obligation. Why not drop us a card to-day?



SHOUPERIOR
Autographic Registers

A System for Executing Business Records

The "Shouperior" System has served adequately and economically more than two hundred different kinds of businesses. There is no reason why it will not serve yours equally well.

Autographic Register Company of Canada, Limited

ESTABLISHED 1883

Head Office and Factory: 10 St. Peter Street, Montreal, Que.

Branches: LUMSDEN BLDG., TORONTO SOMERSET BLDG., WINNIPEG

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $8 for 100 lbs.; 5-lb. packages, $7.80 per 100 lbs. F.o.b. Montreal, Toronto, London.

BEESWAX

	Per lb.	
Small quantities	$0 40	$0 45
Larger quantities	0 38	0 40

F.o.b. Toronto.

BLUE STONE

	Montreal	Toronto
Per lb.	13-14	14-16

BRONZING LIQUID

Bronzing liquid, No. 1	$1.50-$2.00
Banana oil, gal.	3.50- 4.25

F.o.b. Montreal, Toronto.

BRUSHES

Weighted, 15 lbs., each	$1.35 $2.00
Weighted, 20 lbs., each	1.60- 2.25
Acme, 15 lbs., each	1 75
Acme, 20 lbs., each	2 00
Acme, 25 lbs., each	2 35

F.o.b. Toronto.

COATING

Cement Coating	$3 00	$3 75

F.o.b. Montreal, Toronto.

COLORS (DRY)

	Per lb.
Raw Umber, 100-lb. keg	0 15
Burnt Umber, 100 lbs	0 15
Raw Sienna, 100-lb. kegs	0 15
Burnt Sienna, 100-lb. kegs	0 15
Imp. green, 100 lb. kegs	0 23
Chrome green, pure	0 35
Chrome yellow	0 31
Brunswick green, 100 lb. k.	0 12
Indian red, 100-lb. kegs	0 15
Indian red, No. 1, 100 lb. k.	2½-3¾
Venetian red, best bright	0 04
Venetian red, No. 1	2 -2½
Drop black, pure dry	0 15
Golden ochre, 100 lb. kegs	0 06½
White ochre, 100 lb. kegs	0 04
White ochre, barrels	0 03
Yellow ochre, barrels	2½-3¼
Spruce ochre, 100-lb. kegs	4c-5c
Canadian red ozide, bbls	2 -2¼
Super magnetic red	2¼-2½c

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

Venetian red, 1 lb. tins, pure	0 15
Indian red	20-26
Chrome yellow, pure	45
Golden ochre, pure	22
French spruce ochre, pure	16-18
Chrome green, pure	18-26
French permanent green, pure	24
Signwriters' black, pure	25
Marine black, 5 lb. irons	0 17
Lampblack	0 25

F.o.b. Montreal, Toronto.

GLUE

	Per lb.
Brantford All Round Glue—	
Case No. 7 50-lb. pkgs.	$28 00
Case No. 8—100 ½-lb. pkgs.	31 00
Case No. 9—200 ¼-lb. pkgs.	38 00
Discount.	
French medal (prices withdrawn)	
English common sheet	30-35
English prima	0 38
White pigsfoot	0 40
Cake bone, 112-lb. bags	0 35
Hide, 112-lb. bags	0 45
Gelatine, 112-lb. bags	45-60
Ground glues, 112-lb. bags, No. 1	30-32
Ground glue, No. 2, 112-lb. bags	28½-24
Do., No. 2, less than bags	25

GLASS

Montreal Prices.	Single Thick	Double Thick
Under 25	$ 7 80	$11 90
26 to 34	8 15	12 85
35 to 40	8 50	13 60
41 to 50	11 75	15 50
51 to 60	12 25	15 85
61 to 70	13 10	16 80
71 to 80	14 75	18 35
81 to 84		22 75
85 to 90		24 35
91 to 94		25 00
95 to 100		29 00
101 to 105		32 00
106 to 110		37 00

Montreal—Single or Double Thick, 5%; 35 cases and over, 10%.

Ontario Prices.

	B.S.	B.D.
Up to 25	$17 00	$24 00
26 to 34	18 00	26 00
35 to 40	18 60	26 40
41 to 50	24 30	31 20
51 to 60	25 60	32 00
61 to 70	27 50	34 00
71 to 80	31 00	37 00
81 to 84	....	49 00
85 to 90	....	53 00
91 to 94	....	54 00
95 to 100	....	65 00
101 to 105	....	68 50
106 to 110	....	79 00

Discount 50%. Cash 2%.
F.o.b. Toronto, London, Hamilton.

GLASS, PLATE

Discounts below apply to plate glass list.

Montreal city price 25 and 5 per cent. off list; country, 20 and 5%.

Toronto, Hamiton and London, net list to 10% discount, according to specifications.

F.o.b. warehouse on orders up to $35 gross list value. Orders over $35 delivered free.

GLAZIERS' POINTS

Zinc coated, $1.56-$1.68 per doz. packages 6 lbs. gross.

Zinc, pure, prices withdrawn.
F.o.b. Montreal, Toronto.

LEAD, WHITE

(Ground in oil.)

Prices are per 100 lbs. in ton lots. Less than ton lots are 30c per 100 lbs. higher than quoted below.

	Montreal	Toronto
C.P. Lily Pure	$17 80	$18 00
Anchor, Pure	17 80	18 00
Crown Diamond	17 80	18 00
Green Seal	17 80	18 00
Tiger Pure	17 80	18 00
Ramsay's Pure	17 80	18 00
Moore's Pure	17 80	18 00
O.P.W. Dec. Pure	17 80	18 00
Red Seal	17 80	18 00
Decorators' Pure	17 80	18 00
O.P.W. English	18 00	19 20
Elephant Genuine	18 30	19 80

B.B. Genuine Lead less than tons, $20.25 Toronto; $20.05 Montreal. Ton lots 5% off.

LEAD (RED DRY)

Genuine, 560-pound casks, per cwt.	$15 00	$15 50
Genuine, 100-pound kegs, per cwt.	15 75	16 50
Less quantity		17 00

F.o.b. Montreal, Toronto.

LEAD, ARSENATE OF

Per 100 lbs.	Paste
1-lb. tins	$23 75
2-lb. tins	22 75
5-lb. tins	18 50
10-lb. tins	....
25-lb. casks	17 25
50-lb. casks	16 75
100-lb. casks	16 25
300-lb. casks	16 00
600-lb. casks	15 75

F.o.b. Toronto, Montreal and Hamilton

MURESCO

Tints, 5-lb. packages, per 100 lbs., $7.20; white, 5-lb. packages, $6.60.

F.o.b. Toronto.

LINSEED OIL

For prices see weekly report.

PAINTS, PREPARED

Price per gallon

Elephant, white	3 45
Elephant, colors	3 05
B.H. English, white	3 55
B.H. English, colors	3 30
Minerva, white	3 40
Minerva, colors	3 15
Crown Diamond, white	3 30
Crown Diamond, colors	3 05
B.H. Fresco-tone, white	3 05
B.H. Fresco-tone, colors	2 85
Moore's House Colors	....
Moore's Floor Paint	....
Moore's Egyptian Paint	....
Moore's Sani-Flat	....
C.P.C. Pure, white	3 55
C.P.C. Pure, colors	3 30
O.P.W. Can. Brand, white	3 10
O.P.W. Can. Brand, colors	2 90
O.P.W. Can. Brand, floor	2 45
O.P.W. Flat Wall, white	2 80
O.P.W. Flat Wall, colors	2 60
Ramsay's Pure, white	3 40
Ramsay's pure, colors	3 10
Martin-Senour, 100% white	3 55
Martin-Senour, 100% colors	3 30
Martin-Senour, Porch Paint	3 30
Martin-Senour, Neutone, wht.	3 10
Martin-Senour Neutone, col.	2 85
Senour's Floor Paint	2 75
Sherwin-Williams, white	3 55
Sherwin-Williams, colors	3 30
Flat Tone, white	3 05
Flat Tone, colors	2 85
Lowe Bros. H.S., white	3 55
Lowe Bros. H.S., colors	3 30
Mellotone, white	3 10
Mellotone, colors	2 95
Sanitone, white	3 05

F.o.b. Montreal, Toronto.

PARIS GREEN

	Per 100 lbs. C.P. Co.
Prices withdrawn.	
600-lb. bbls.	..
250-lb. kegs	..
100-lb. drums	....
50-lb. drums	....
25-lb. drums	....
1-lb. 100s, papers	
½-lb. 200s, papers.	

Prices f.o.b. Toronto, Hamilton, London.

PASTE WOOD FILLER

	Pound
1 lb. cans	16-19
2 lb. cans	16-19
5 lb. cans	15-19
12½ lb. cans	14-15
25 lb. cans	14-15

F.o.b. Montreal, Toronto.

PUTTY

	Standard Less than tons Montreal	Toronto
Bulk, in casks	3 60	4 75
Bulk, 100-lb. drums	4 05	4 75
Bulk, 25-lb. drums	4 15	4 75
Bulk, 12½-lb. irons	4 40	5 00
Bladder, in bbls	4 30	5 10

Ton lots standard are 20c per hundred pounds less.

Pure Putty, $1 cwt. advance.

London and Hamilton prices same as Toronto.

SHELLAC

Pure White, gal. $4.25-$4.50.

Pure Orange, gal., $4-$4.25.

Gum Shellac, TN, 66-70c lb.; finest orange, 72-79c; finest white, 79-80c.

PAINT AND VARNISH REMOVER

B.H. Varnishes	$2 75
Taxite, 1 gal. cans	$2 40
Cumoff	2 40
O.P.W. Presto	2 65
Lingerwett	2 80-2 85
Solvo	2 40

F.o.b. Montreal, Toronto.

TURPENTINE

See weekly report elsewhere in this issue for prices.

SLATING

	Gal.
Liquid Slating, B.B.	$2 20

VARNISHES

	Per gal. cans
No. 1 Furniture, extra, barrels, $1.10 gal.; gal. tins	$ 1 32
Gold Medal	2 05
B.H. Maritime Spar	4 25
B.H. Stovepipe Varnish, ½ pints, per gross	10 80
Sun Varnish	2 40
Sun Spar	4 18
Sun Waterproof Floor	2 75
Jasperite Interior and Exterior	2 40
Jasperite Pale Hard Oil	1 75
Jasperite Floor Finish	2 40
M-S Marble-Ite Floor	2 99
M-S Wood-Var	2 99
M-S Durable Spar	4 16
M-S Finest Interior	3 51
Elastic Interior	2 40
Quick Action House	2 25
Mar-not	3 20
Rexspar	4 20
Scar-Not	3 03
Kyanize Spar	4 50
Kyanize Cabinet Rubbing	3 50
Kyanize Interior	3 50
Luxeberry light	3 00
Luxeberry granite	3 20
Luxeberry spar	4 50
Ramsay's Universal	2 40

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls	0 13½
Opalite, 100 lb. kegs	0 14
1 gal. packages, per keg	0 75
½ gal. package, per pkg.	0 40
Coralite, 5-lb. pkgs., white	0 05½
Coralite, 5-lb. pkgs., colors	0 06
B.H. Frescota, 5 lbs. white, $5.50; colors	6 00

F.o.b. Montreal, Toronto.

WASTE

Extra Quality XXX	$0 20
XX Quality	0 18
X quality	0 15

F.o.b. Toronto

WHITE WIPING

XXX Extra	0 20
X Grand	0 19
XLCR	0 18
X Empire	0 17
X Press	0 16

WASTE, COLORED WIPING

Quality I	0 14
Quality 1A	0 12
Quality 1B	0 10

WIPING WASTE, COLORED

Fancy	16
Lion	14½
Standard	13
Popular	11¾
Keen	10½

This line subject to trade discount for quantity.

WAX

	Per lb.
C. & B. Floor Wax	$0 35
B.H. Wax	0 35
Ronuk Floor Wax lb.	0 38
Berry Bros.	0 34
Anchor	0 33
O.P.W. Lion Brand	0 30
Old English	0 45-0 50
Johnsons	0 45-0 50
Gold Medal	0 42
Ramsay's	0 30
S. & W.	0 35

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2.00-$2.50
Gilders, bolted, in bbls.	2.50- 2.60

F.o.b. Montreal, Toronto, London.

WOOD ALCOHOL

	Per gal.	
In gallons	$2 10	$2 15

$4 extra for barrels

F.o.b. Montreal, Toronto, London.

DOUGALL
Linoleum Varnish

Linoleum can be made to last many years with the help of this Varnish. Easily applied and quick to dry (overnight), it will preserve the linoleum and add to its appearance. Tell your customers about it.

We have some special educational literature dealing with this varnish—Send for it—Free.

The Dougall Varnish Co., Limited, Montreal

RED
S
BRAND
WINDOW
GLASS

GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of
Award at
INTERNATIONAL
Expositions.

INCORPORATED 1895
Special Grand
Prize
GOLD MEDAL
Atlanta, 1895.

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY - - - - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Shot, soft, per cwt., $19; chilled, $20.50; buckshot, $19.80; ball, $20.50.

ANVILS

Peter Wright, 80 lbs. and up, 22c per lb.; clip horn, 23c lb.

Norris, 80 lbs. and over, 15c.

AXES

Single Bit	$12 00	$14 50
Double Bit	14 50	16 50
Broad axes	32 00	35 00

BARS, CROW. $8.50 per 100 lbs.

BAR IRON

Bar iron, 3-16, ¼, 5-16 in., $8.60 base; ⅜, 7-16 in., $5.85 base; other sizes, $5.60 base; Swedish iron, $5.25; sleigh shoe steel, $5.50; spring steel, $6.50; machinery steel, $7.50; tool steel, octagon, 100 lbs., $18.

BELTING

Rubber, 6 in. and under, 40%; over 6 in., 30 and 5%.

Agricultural or No. 1 leather belting, 47½% off list.

Standard, 30, 10 and 5% off list.

The "double" list is just twice the price of "single."

BELT LACING

In sides, tanned, $1.60 per lb.; cut, $1.75 per lb.; rawhide, sides, $1.55; cut, $1.70.

Blue Stone (Vitriol), 14c lb.

BOLTS

Carriage, ⅜ and smaller, 5%; 7-16 and larger, 5% on list; machine, ⅜ and under, 5%; 7-16 and over, 5% on list; machine set screws, 25%; plough bolts, 5% on list; stove bolts, 50%; shaft bolts, 5% on list; tire bolts, 25%; sleigh shoe bolts to ⅜, 5% on list; 7-16 and up, 5% on list.

BORAX. Borax, per lb., 12c.

BUILDING PAPER

Tarred, $1.10 to $1.60 per roll, according to quality; plain, 80c to $1.45.

CHAIN

Coil, 3-16 in., $13.75; ¼, $11; 5-16 in., $10.10; ⅜, $9.25; 7-16, $9; ½, $8.75; 9-16, $8.75; ⅝, $8.65; ¾, $7.25; Logging, 5-16, 11c; ⅜, 10c; ½, 9¾c; tie-out, 57½%.

CHURNS

Barrel, No. 0, $7.20; No. 1, $7.20; No. 2, $8; No. 3, $8.80; No. 4, $10.40 each.

CLEVISES, MALL. 15c per lb.

COPPER

Sheet and planished copper, 75c per lb. Tinned, 60c.

DRILLS

Bit stock, 35%; Blacksmith, ½ in. round shank, 20%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8; 12 in., $9.40.

Conductor pipe, 2 in., per 100 ft., $7.55; 3 in., $9.15; 4 in., $12.65.

ENAMELWARE

Canada, 2½; Imperial, 20, 7½; Premier, 2½; Colonial, 20, 7½; white, 40, 10.

FORMALDEHYDE

400-lb. bbls., 17c lb.; 125-lb. kegs, 18c lb.; 10-lb. jugs, $2.15 each; 24-oz. bottles, $4.35 doz.; 12-oz. bottles, $2.25 doz.

GALVANIZED WARE

27½% advance on net list, except heavy tubs and heavy pails, which are 17½% advance on list.

GLASS, WINDOW	Single	Double
Up to 25 in.	$ 9 50	$13 75
26 to 40	10 50	15 75
41 to 50	13 50	17 75
51 to 60	14 00	18 50
61 to 70	15 00	20 00

GLASS (Plate)

10% off.

GRINDSTONES

Per 100 lbs., $2.50.

Mounted on steel frames, $4.85 to $6.50.

HARVEST TOOLS. 25%.

HINGES

Light T and strap, 10%.

Corrugated Strap Hinges — 4, $1.70; 5, $$2.10; 6, $2.85; 8, $4.60; 10, $7; 12, $10.75.

Corrugated Tee Hinges—4, $1.90; 5, $2.55; 6, $3.25; 8, $5.65; 10, $8.75; 12, $12.40.

HORSESHOES

Iron, No. 0 to 1, $6.75; No. 2 and larger, $6.50; snowshoes, No. 0 to No. 1, $7; No. 2 and larger, $6.75; steel, No. 0 to 1, $7.20; No. 2 and larger, $6.95; featherweight, $8.35.

JACKSCREWS

10% off list.

IRON BAND

1½ in., $6.30; 1¼ in., $6.30; in., $6.40.

IRON, GALVANIZED	Apollo and	"Fleur de Lis" Premier
10¾ oz. or 28 Eng.	$13 50	$13 50
28 Am. or 26 Eng.	13 20	13 20
26 Am. or 26 spec.	12 90	12 90
24	12 75	12 75
22	12 75	12 75
18 and 20	12 60	12 60
16 Am.	12 45	12 45

IRONS, SAD

Common Sad Irons, 8 lbs., 8c per lb.; 4 lbs., 10c per lb.

Mrs. Pott's No. 55, set	$1 20
Mrs. Pott's No. 50, set	1 25

Mrs. Pott's common sad iron handles, $1.30 dozen. Mrs. Pott's improved, $1.85 a dozen.

LAMP CHIMNEYS

A, per case 8 doz., $5.50; per doz., 75c; B, per case 6 doz., $4.85; per doz., 90c.

LANTERNS

No. 2, plain	$12 50
No. 25, Dash-board	15 50
Short Globe, doz.	12 50

LEAD PIPE, $19.40.

LEAD WASTE, $20.40.

LINSEED OIL

See weekly report.

MATTOCKS

Pick, $10; cutter, $10.

NAILS

Wire, f.o.b. Fort William, $5.60 base; Winnipeg, $6 base. Cut f.o.b. Winnipeg, $6.

NETTING. Poultry, 37½%.

Banner Netting, 24 in., $3.50; 36 in., $4.50; 48 in., $5.25; 60 in., $6.25; 72 in., $7.

NUTS

Square, small lots, blank, 4½c; tapped, 4¾c advance on list; Hexagon, small lots, blank, 4¾c; Tapped, 5c advance on list; case lots, all styles, 1c less than above.

OILS

"Buffolite," 22½c; Ideal Thresher, 37c; "B" Castor machine oil, 32½c; Buffalo engine gasoline, 35½c; Buffalo "A" gas engine oil, 48c; Royal gasoline, 35c; Family safety coal oil, 21½c; "Engoline engine coal oil, 18½c; Summer black oil, 21c; Kelso engine oil, 45c; Electro oil, 45c; Royalite oil, 19c; Standard gas engine oil, 44c; Prairie Harvester oil, 46c.

PAINTS

Stephens' Out White, $3.70; Stephens' House, $3.45; Stephens' Floor, $2.90; Silkstone, $2.90; Stephens' Barn Paint, $1.70.

DRY COLORS

Yellow ochre, in bbl. lots, 3c; less than barrel lots, 4c; golden ochre, barrels, 4c less; than barrels, 5c; Venetian red, barrels, $2.50; less than barrels, $3.50; American vermillion, 20c; English vermillion, $3 per lb.; Canadian metallic oxides, barrel lots, 3½c; English purple oxide, in casks, 3½c; less quantities, 4c per lb. Red lead, kegs, $14; less quantities, 16c.

PICKS, Clay, 6-7, $$9.60 per doz.

WROUGHT IRON PIPE

Per 100 Ft.	Black	Galv.
¼ inch	$ 6 08	$ 8 42
⅜ inch	6 16	8 50
½ inch	7 83	9 63
¾ inch	9 95	12 38
1 inch	14 67	18 27
1¼ inch	19 88	24 75
1½ inch	23 76	29 57
2 inch	32 04	39 78
2½ inch	51 30	63 59
3 inch	67 05	83 16
3½ inch	84 92	.....
4 inch	100 62	.....
4½ inch	116 10	.....
5 inch	135 00	.....
6 inch	174 60	.....

PLASTER, Paris, per bbl., $3.75.

PLATES, CANADA

18 x 21 per box, half polish, $12; full polished, $13; 18 x 24, half polished, $12; full polished, $13; 20 x 28, half polished, $12; full polished, $13.

PLOW SHARES, 21c per lb.

POINTS

Landslide plow, 1½x14 in., $3.55 per dozen.

PUTTY

100-lb. irons	$5 00
25-lb. irons, per cwt.	5 30
1½-lb. tins	0 09

RIVETS AND BURRS

Iron rivets, 10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

Five-lb. assorted boxes, No. 8, 74c; No. 10, 79c lb.

Copper Burrs, No. 7, 65c; No. 8, 66c; No. 9, 69c; No. 10, 71c; No. 12, 76c.

ROPE

Sisal, 27½c base; pure Manila, 38½c base; British Manila, 32½c base; lath yarn, 27½c base; African hemp, 32½c base; cotton rope, ¼ and over, 51c.

Tarred Marline Hanks, per lb., 50c.

SASH BALANCES (Caldwell). Net list.

SAWS, BUCK

Happy Medium, $9.00; Watch Spring, $9.40; Lance Tooth or Lightning Blades, $10.

SCREWS

Bright iron round head, 60%; flat head, 65%; round head, brass, 25%; flat head, brass, 30%; coach, 20%.

STEEL SHEETS, BLACK

10 gauge	$11 25
12 gauge	11 25
14 gauge	11 50
16 gauge	11 50
18-20 gauge	10 80
22-24 gauge	10 85
26 gauge	10 90
28 gauge	11 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $12.40 per doz.; D.H. Rd. Pt., $12.40 per doz.; L.H. Sqr. Pt., $12.40; L.H. Sqr. Pt., $12.40; D.H., Rd. Pt., $12.40; Bulldog and Jones, D.H., Rd. Pt., $13.30; D.H. Sqr. Pt., $13.30; L.H., Rd. Pt., $13.30; L.H., Sqr. Pt., $13.30; Black Cat and Crescent Scoops—No. 4 $14.80 doz.; No. 6, $15.80; No. 8, $16.80; No. 10, $17.80; Moose and Jones Scoops, No. 4, $16; No. 6, $16.90; No. 8, $17.80; No. 10, $18.70.

SOLDER. Per pound, 41 to 42c.

SPIKES

Pressed, ¼ in., $8.30; 5-16, $7.95; ⅜, $7.75; ½, $7.55.

STAPLES

Bright wire, per cwt., $5.85 at Fort William, $6.25 Winnipeg; galvanized staples, $6.65 Fort William, $7.05, Winnipeg.

STEEL

Sleighshoe, $5.80 base per cwt.; plow, common, $6.50; crucible plow, $7.50; angle, $5.35; harrow, $5.50 base; cast, octagon tool steel, 18c base; square tool, 18c base; spring, $6.50; machine, $7.50 base; tire, $5.60. Mild, 3-16, ¼, 5-16, $8.05 base; other sizes, $5.80 base.

STEEL HOOPS

½ in., $9; ⅝ in., $8.75; ¾ in., $8; ⅞ in., $7.75; 1 in., $7.75; 1¼ in., $7.75; 1½ in., $7.25.

STEEL SQUARES

25 per cent. off list.

TACKS. Carpet, 65% list.

TIES. Cow, 5%.

TIN AND TERNE PLATE

20 x 28 I.C.	$30 00
20 x 28 I.X.	32 00
20 x 33 I.C.	35 40
20 x 33 I.X.	37 45
Terne plates	24 00

TURPENTINE

See weekly report.

VARNISHES

Stephens Luminette, gal.	$2 20
Stephens Exalite, gal.	3 00

WASHERS

Iron, small lots, 15% on list + 75c; full boxes, iron, 10% on list + 75c.

WHITE LEAD

Decorators' pure, ton lots, $19.55; less than ton lots, $19.90.

WIRE, BARB

Lyman, 4-point, $5.10 f.o.b. Ft. William, $5.40 Winnipeg; Glidden Cattle, 2-pt., $4.90 Fort William, $5.05 Winnipeg; Baker 2-pt., $4.90 Ft. William, $5.20 Winnipeg; plain twist, cwt., Fort William, $5.50; Winnipeg, $5.90; plain galvanized, Ft. William, No. 9, $5.25; No. 12, $5.50; Winnipeg, No. 9, $5.65; No. 12, $5.90; coil spring, Ft. William, No. 9, $5.30; No. 12, $5.55; Winnipeg, No. 9, $5.70; No. 12, $5.95.

Patented screen in 100-ft. rolls, $3 per hundred sq. ft.; in 50-ft. rolls, $3.10 per 100 sq. ft.

WIRE, PLAIN

Bale ties, 14 gauge, single loop, $7.65 Winnipeg; $7.25 Ft. William.

Brass snare wire, per lb., 80c.

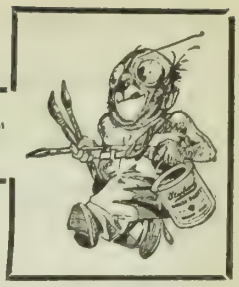
WIRE ANNEALED

No. 9, $7.20; 10, $7.25; 12, $7.40; 14, $7.60; 15, $7.75; 16, $7.90 per 100 lbs.

WRINGERS

Royal Canadian, $51.90 per doz., Eze, $56.10 per doz.; Bicycle, $63 per doz.; Ajax, $125.80 doz.

Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'



Be Careful of What Kind of Paint You Sell!

Sell Only Reliable Brand of Paint

You Can Rely On

Stephens'

REGISTERED TRADE MARK

Why You Should Exercise Care

War has made the supply of raw materials scarce and high in price. Consequently there are more paints of unreliable quality on the market than ever before. You can't afford to take a chance in selling a line of products of uncertain quality—you may lose much valuable business—especially if you sell paints without the maker's brand and his guarantee of quality.

War conditions have not affected STEPHENS' PAINTS. Still business winners and business holders.

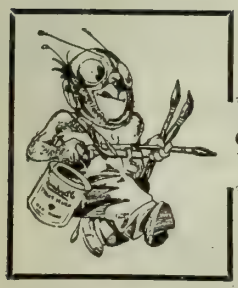
Stephens' Paints are Western Paints especially. Western conditions have been carefully studied for over a quarter-century and a paint has been made which suits conditions perfectly.

Our agents make good profits. We give them all kinds of practical help to build up business. Write for details.

G. F. STEPHENS & CO., LIMITED

PAINT AND VARNISH MAKERS

WINNIPEG and CALGARY



Stephens' Stephens' Stephens' Stephens' Stephens' Stephens' Stephens'

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Insertion of advertisers' names in this Classified Index is not a part of the advertising contract. It is a service we give free, and it is printed solely for the convenience of our readers.

Abrasive Wheels
Can. B. K. Morton Co., Montreal, Toronto.
The Carborundum Co., Niagara Falls, N.Y.
Plewes, Ltd., Winnipeg.

Adjustable Hack Saw Frames
Bridgeport Hardware Co., Bridgeport, Conn.

Aluminium
Canada Metal Co., Ltd., Toronto.
A. C. Leslie & Co., Ltd., Montreal.
Spielman Agencies Regd., Montreal.
British Aluminium Co., Ltd., Toronto.

Aluminium Solder
British Aluminium Co., Ltd., Toronto.
Canada Metal Co., Toronto.
Spielmann Agencies, Montreal.

Aluminum Paint
G. F. Stephens & Co., Winnipeg

Aluminum Cooking Utensils
Louis McLain Co., Ltd., Winnipeg

Aluminum Polish
Louis McLain Co., Ltd., Winnipeg

Aluminium Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
Louis McLain Co., Ltd., Winnipeg
Spielmann Agencies, Montreal.

All Steel Conductor Stocks
Metallic Roofing Co., Toronto & Winnipeg.

Antimony
Canada Metal Co., Ltd., Toronto.

Artist Brushes
T. S. Simms & Co., St. John, N.B.

Ammunition
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.
Dominion Cartridge Co., Montreal.

Andirons
Enterprise Foundry Co., Sackville, N.B.

Animal Traps
Caverhill, Learmont & Co., Montreal.
Oneida Community, Niagara Falls, Ont.

Ash Sifters
Caverhill, Learmont & Co., Montreal.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
J. Samuels, Toronto.
Soren Bros., Toronto.

Auger Bits
Wilkinson & Kompass, Hamilton.

Augers, Post Hole
Canada Foundries & Forgings, Brockville

Armco Iron
American Rolling Mill Co., Middletown, Ohio.

Art Glass
Consolidated Plate Glass Co., Toronto.

Asbestos Papers
Walter Belyea, Winnipeg

Auto Accessories
Canadian National Carbon Co., Toronto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Carborundum Co., Niagara Falls, N.Y.
Canadian Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg.
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Toronto.
Linc. Hansen & Kimball Co., Moose Jaw, Sask.
The Stanley Works, New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Northern Electric Co., Ltd., Montreal.
Prairie City Oil Co., Winnipeg, Man.
Louis McLain Co., Ltd., Winnipeg
Will B. Lane, Chicago, Ill.
Metal Specialties Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Spielmann Agencies, Montreal.

Automobile Hammers
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Tire Tools
Bridgeport Hardware Co., Bridgeport, Conn.

Automobile Screw Plates
Wells Bros. of Canada, Galt.

Automobile Tires and Tubes
Gutta Percha & Rubber, Ltd., Toronto.
Canadian Consolidated Rubber Co., Montreal.

Automatic Truing and Tool Holding Device
Cleveland Stone Co., Cleveland, Ohio.

Automatic Opening Die Heads
Wells Bros. Co., of Toronto, Galt.

Auto Oils
Imperial Oil Co., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Automobile Soap
Prairie City Oil Co., Winnipeg, Man.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.

Air Valves
Pease Foundry Co., Ltd., Toronto.

Arms
Iver Johnson Arms & Cycle Wks., Fitchburg, Mass.

Atlas Camp Spoons
Atlas Mfg. Co., New Haven, Conn.

Axles
B. J. Coghlin & Co., Montreal.

Axle Grease
Prairie City Oil Co., Winnipeg.

Axle Pulleys
Canada Foundries & Forgings, Brockville

Automatic Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Awls
Stanley Rule & Level Co., New Britain, Conn.

Axes
Canada Foundries & Forgings, Brockville
Canadian Warren Axe and Tool Co., St. Catharines.
Caverhill, Learmont & Co., Montreal.
Lewis Bros., Ltd., Montreal.

Axe Handles
J. H. Still Mfg. Co., Chatham.
Walter Woods & Co., Hamilton.

Babbitt Metal
Can. B. K. Morton Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Hoyt Metal Co., Toronto
Owl Metal Co., Ltd., Winnipeg
Lewis Bros., Ltd., Montreal
Oil Metal Co., Winnipeg
Plewes Ltd., Winnipeg
Tallman Brass & Metal Co., Hamilton.

Bags, Paper
Walter Woods & Co., Hamilton

Bake Boards
Stratford Mfg. Co., Ltd., Stratford

Bakers' Oven Castings
Canada Foundries & Forgings, Brockville

Bale Buckles
J. E. Beauchamp & Co., Montreal

Barb Wire
Canadian Steel & Wire Co., Hamilton

Batteries and Accessories
Canadian Fairbanks-Morse Co., Ltd., Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Boat Fixtures
Canada Foundries & Forgings, Brockville

Bedfasts
Canada Foundries & Forgings, Brockville

Bench Screws
Canada Foundries & Forgings, Brockville

Brass Castings
Canada Metal Co., Ltd., Toronto

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, England
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto.
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggott, Ltd., Birmingham, Eng.
Canada Metal Co., Toronto.

Brass Brazing Spelters
Canada Metal Co., Ltd., Toronto

Brass Ferrules
Canada Metal Co., Ltd., Toronto

Brass Sheets
Tallman Brass & Metal Co., Hamilton

Brass Rods
Tallman Brass & Metal Co., Hamilton

Brass Tubes
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Burrs
The Stanley Works, New Britain, Conn.
Parmenters & Bullock Co., Ltd., Gananoque, Ont.

Barn Roof Paints
G. F. Stephens & Co., Winnipeg
Canada Foundries & Forgings, Brockville

Bevels
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Balata Belting
Plewes, Ltd., Winnipeg.

Belt Fasteners
Dominion Belting Co., Ltd., Hamilton

Belting
Canadian Fairbanks-Morse Co., Ltd., Montreal

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg

Belting Rubber
Gutta Percha & Rubber Co., Toronto
Plewes, Ltd., Winnipeg.

Belt Dressing
Dominion Belting Co., Hamilton
Plewes Ltd., Winnipeg
Prairie City Oil Co., Winnipeg

Bench Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Bench Grinders
Goodell-Pratt Co., Greenfield, Mass.

Bench Lathes
Goodell-Pratt Co., Greenfield, Mass.

Bibb Washers
Jenkins Bros., Ltd., Montreal

Bicycles
Hyslop Bros., Toronto
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bicycle Supplies
Hyslop Bros., Ltd., Toronto.

Bird Cages
Thos. Davidson Mfg. Co., Ltd., Montreal

Bent Glass
Toronto Plate Glass Co., Ltd., Toronto

Bit Brace Extension
Goodell-Pratt Co., Greenfield, Mass.

Black Steel Sheets
Dominion Sheet Meal Co., Ltd., Hamilton
A. C. Leslie Co., Ltd., Montreal

Bit Holders (Extension)
Stanley Rule & Level Co., New Britain, Conn.

Blacksmiths' Supplies
D. Ackland & Son, Winnipeg

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Hilton
Lewis Bros., Ltd., Montreal
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Northern Bolt & Screw Co., Owen Sound
The Stanley Works, New Britain, Conn.
Wilkinson & Kompass, Hamilton

Bolts, Panic
Wm. Newman & Sons, Birmingham, Eng.

Bone Grinders
Toronto Lock Co., Toronto.
London Foundry Co., Ltd., London, Ont.

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Boring Bars
Pratt & Whitney Co., Ltd., Dundas

Box Chisels
Bridgeport Hardware Co., Bridgeport, Conn.

Box Openers
Bridgeport Hardware Co., Bridgeport, Conn.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Box Scrapers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Brackets, Shelf
Canada Steel Goods Co., Hamilton
The Stanley Wks., New Britain, Conn.

Bale Ties
Beauchamp, J. E., Montreal
Laidlaw Bale Tie Co., Hamilton
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.

Bar Iron
D. Ackland & Son, Winnipeg
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mills, London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton
Wilkinson & Kompass, Hamilton

Bar Steel
Canadian Rule & Iron Co., Ltd., Montreal

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton

Baskets
Walter Woods & Co., Hamilton

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton

Bar Iron and Steel
Manitoba Rolling Mills Co., Winnipeg

Band Iron
Manitoba Rolling Mills Co., Winnipeg

Barrel Stands
Wakyte Mfg. Co., Winnipeg

Baths (Enamelled)
Canada Metal Co., Ltd., Toronto

Baths (Steel)
Canada Metal Co., Ltd., Toronto

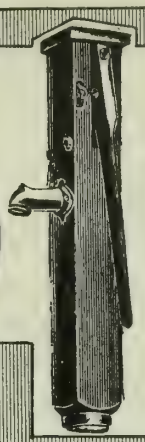
PUMPS

That are Good Profit-Makers

Largest Pump Makers in Western Canada

Manitoba Engines, Limited
BRANDON, MAN.

PROMPT DELIVERY



EXTENSIVE STOCK

Dealers are sure of prompt deliveries—we can meet any demand from our big and varied stock of iron and wood pumps.

Also Manufacture Gasolene and Kerosene Engines, Windmills, Feed Grinders, Roller Crushers, Pump Jacks, Etc.

Big production enables us to sell at the best price possible.

ATTENTION.—Dealers in Alberta, please order from Calgary—if in Saskatchewan or Manitoba order from Brandon.

Send to Brandon for our catalog

IRON WOOD

Write for samples of

S. P. B. BAGS

and Open End Catalogue

ENVELOPES

Bags for Heavy Hardware and Fittings, Broom Covers and Broom Handles

also

Bags for Forks and Hoe Handles

Specialty Paper Bag Co., Ltd.
Department M.
247-255 Carlaw Ave., Toronto, Canada

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited
GALT, CANADA

Quality Equal to the Best. Service Better Than That.

BOLTS
NUTS
SPECIALS

RIVETS
NAILS
WIRE

Winnipeg
C. C. CARTWRIGHT
85 Water St.

THE NORTHERN BOLT SCREW & WIRE CO., LTD.
Owen Sound, Ont.

Montreal
EDWARD ROY
75 St. Timothy St.

CLASSIFIED LIST OF ADVERTISEMENTS

Barn Door Track
Beatty Bros., Ltd., Fergus
Canada Steel Goods Co., Hamilton

Barn Door Hardware
Canada Steel Goods Co., Hamilton

Barrel Hoops
Laidlaw Bale-Tie Co., Ltd., Ham-

Bath Room Fixtures
Landers, Frary & Clark, New Britain, Conn.
Jas. Morrison Brass Mfg. Co., Toronto
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Batteries and Accessories
Canada Dry Cells, Ltd., Winnipeg
Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto
Caverhill, Learmont & Co., Montreal
Gt. West Electric Co., Winnipeg.
Hyslop Bros., Ltd., Toronto.
Interstate Electric Novelty Co., Toronto.
Line, Hansen & Kimball, Moose Jaw
Metal Specialties Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Battery Zincs
Canada Metal Co., Ltd., Toronto, Ont.

Battery Testers
Canadian Carbon Co., Ltd., Toronto.

Battery Switches
Canadian Carbon Co., Ltd., Toronto

Balers, Steel
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Barrels, Oil
Winnipeg Ceiling & Roofing Co., Winnipeg

Belting, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bit Braces
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Block Tin Pipe
Canada Metal Co., Ltd., Toronto

Block Planes
National Machinery & Supply Co., Hamilton

Bolt Cutters (Threading Machines)
Wells Bros. of Canada, Galt

Boiler Compound
Prairie City Oil Co., Winnipeg

Boilers
Pease Foundry Co., Ltd., Toronto

Boiler Taps
Wells Bros. of Canada, Galt

Bolster Springs
Wilkinson & Kompass, Hamilton

Box Strapping
J. E. Beauchamp & Co., Montreal
Porter & Smith, New York
The Stanley Works, New Britain, Conn

Box Hinges and Locks
J. E. Beauchamp & Co., Montreal
The Stanley Works, New Britain, Conn

Blasting Supplies
Dupont Powder Co., Wilmington, Del

Blow-off Valves
Jenkins Bros., Ltd., Montreal

Brass Castings
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Toronto Lock Co., Toronto.

Brass Rods
A. C. Leslie & Co., Ltd., Montreal

Brass Sheets
A. C. Leslie & Co., Ltd., Montreal

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Butter Workers
Beatty Bros., Ltd., Fergus

Builders' Tools
L. S. Starrett Co., Athol, Mass.

Burring Reamers
Wells Bros. of Canada, Galt.

Burners, Natural Gas
Aylmer Pump & Scale Co., Aylmer, Ont.

Building Papers
Brantford Roofing Co., Brantford
J. H. McComb, Ltd., Montreal, Que.
Bird & Son, East Walpole, Mass.
Caverhill, Learmont & Co., Montreal
Walter Belyea, Winnipeg

Butter Boxes
Walter Woods & Co., Hamilton

Butts and Hinges
Canada Foundries & Forgings, Brockville
Canada Steel Goods Co., Hamilton
Caverhill, Learmont & Co., Montreal
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Wks., New Britain, Conn.

Bradley Shelf Brackets
Atlas Mfg. Co., New Haven, Conn.

Bradley Metal Clasp C & H Hooks
Atlas Mfg. Co., New Haven, Conn.

Bumpers for Automobiles
Hyslop Bros., Toronto

Burrs
The Stanley Wks., New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bullock, Gananoque
Wrought Washer Mfg. Co., Milwaukee, Wis.

Butts
Canada Steel Goods Co., Hamilton
The Stanley Wdks., New Britain, Conn.

Bread Boards
Stratford Mfg. Co., Stratford, Ont.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Britannia Metal
Canada Metal Co., Ltd., Toronto

Bicycle Headlights
Canadian Carbon Co., Ltd., Hamilton, Ont.

Bits
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Bits, Auger
Caverhill, Learmont & Co., Montreal
Russell, Jennings Mfg. Co., Chester, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Brushes
Boeckh Bros. Co., Ltd., Toronto
Meakins & Sons, Ltd., Hamilton
A. Ramsay & Son, Co., Montreal
T. S. Simms & Co., Ltd., St. John
Walter Woods & Co., Hamilton

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio
Waller Belyea, Winnipeg

Buckles
Parmenter & Bulloch, Gananoque

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Canada Steel Goods Co., Hamilton
Jas. Cartland & Son, Ltd., Birmingham, England
Toronto Lock Co., Toronto.
The Stanley Works, New Britain, Conn.

Blacksmiths' Machinery
Canadian Fairbanks-Morse Co., Ltd., Montreal

Builders' Tools and Supplies
Cleveland Stone Co., Cleveland, Ohio

Buzzers
Spielmann Agencies Ltd., Montreal

Bells
Northern Electric Co., Ltd., Montreal

Belt Fasteners
Dominion Belting Co., Hamilton

Cable Cash Carriers
Gipe-Hazard Store Service Co., Toronto

Cake Tins
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Calipers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Calipers and Dividers
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Cast Hardware
Canada Foundries & Forgings, Brockville

Cast Iron Holloware
Canada Foundries & Forgings, Brockville

Casters, Bed
Canada Foundries & Forgings, Brockville

Cans
A. R. Whittall Can Co., Ltd., Montreal

Carriage Hardware
D. Ackland & Son, Ltd., Winnipeg

Carriage and Wagon Woods
D. Ackland & Son, Ltd., Winnipeg

Carriage Tops and Trimmings
D. Ackland & Son, Winnipeg

Carriage Tires
Gutta Percha & Rubber, Limited, Toronto

Cartridges, Metallic
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, .22 Calibre, Big Game, Sporting
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Cartridges, Pistol
Dominion Cartridge Co., Ltd., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor

Carving Sets
Landers, Frary & Clark, New Britain, Conn.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Casement Operations (Rixon)
Toronto Lock Co., Toronto.

Casseroles, Ramequins, etc.
Landers, Frary & Clark, New Britain, Conn.

Casters
Faultless Caster Co., Evansville, Ind.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
London Foundry Co., Ltd., London

Carpenters' Tools
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Carriers, Cash and Parcel
Gipe-Hazard Store Service Co., Toronto

Cartridges
Dominion Cartridge Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Remington Arms-Union Metallic Cartridge Co., Windsor
Lewis Bros., Ltd., Montreal
Marble Arms & Mfg. Co., Gladstone, Mich.

Carpet Sweepers
Bissell Carpet Sweeper Co., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal
Walter Woods & Co., Hamilton

Carriage Painters' Supplies
D. Ackland & Son, Winnipeg

Carts for Children
Woodstock Wagon & Mfg. Co., Woodstock, Ont.

Calks
D. Ackland & Son, Winnipeg

Calks, Boot
Lufkin Rule Co., Windsor, Ont.

Camp Cots and Chairs
Stratford Mfg. Co., Stratford

Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Canada Plates
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Canning Machines
Louis McLain Co., Ltd., Winnipeg

Carborundum Paper and Cloth
The Carborundum Co., Niagara Falls, N.Y.

Camp Stools and Cots
Stratford Mfg. Co., Ltd., Stratford

Camp Stoves
National Stamping & Electric Works, Chicago

Casseroles
Louis McLain Co., Ltd., Winnipeg

Casement Holders
Toronto Lock Mfg. Co., Toronto

Casement Operator
Toronto Lock Mfg. Co., Toronto

Cattle Ear Markers
Rideau Specialty Co., Smith's Falls, Ont.

Came Lead
Canada Metal Co., Ltd., Toronto

Canoe Headlights
Canada Carbon Co., Ltd., Toronto

Canvas Belting
Plewes Ltd., Winnipeg

Cable Carriers
Gype Hazard Store Service Co., Toronto

Calipers, Vernier
L. S. Starrett Co., Athol, Mass.

Cement Coating
G. F. Stephens & Co., Winnipeg

Ceilings, Metallic
Winnipeg Ceiling & Roofing Co., Winnipeg

Cement Laundry Tubs
Canada Metal Co, Ltd., Toronto

Cellar Drainers
Jas. Morrison Brass Mfg. Co., Toronto

Centre Reamers
Wells Bros. of Canada, Galt

Ceilings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Centre Punches
Stanley Rule & Level Co., New Britain, Conn.

Cement
Waller Belyea, Winnipeg

Chain Pipe Wrenches
Trimont Mfg. Co., Roxbury, (Boston), Mass.

METALS · CHEMICALS · GLASS
T
B&S·H
Established 1790

Tinplates

Prompt shipment from Stock at Montreal.

95-100-107-135-155lb.
14 x 20 and 20 x 28"

Further imports from U.S. subject to license.

B.&S.H.THOMPSON & COMPANY LIMITED MONTREAL

Branches: TORONTO WINNIPEG NEW GLASGOW

THE L. MARTIN CO.

HEADQUARTERS FOR

LAMPBLACK

IN

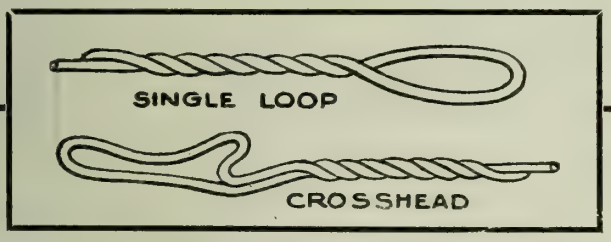
ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

New York Montreal Philadelphia London, Eng.



We are Specialists in the Manufacture of

Wire Bale Ties

AND HAY BALING WIRE

Largest stock in Canada. This enables us to assure you of prompt delivery. Our lines are best quality, and you can meet any demand by handling our products. A big hay crop means a big demand—be prepared. Write us.

Wire Nails, Staples, any size. All kinds of fine wire. All sizes heavy wire.

The Laidlaw Bale-Tie Co. Ltd.
HAMILTON, CAN.

A. T. Diggins, Stair Bldg., Toronto, Ont.; Harry F. Moulden, Winnipeg, Man.; H. E. O. Bull, Montreal, Que.; Geo. W. Laidlaw, Vancouver, B.C.; London, Eng., M. Bryan, 24 Aldgate.

Sell Handles that are Most in Demand

STILL'S

There are more of STILL'S HANDLES sold in Canada than any other make. What's the logical conclusion of this fact?—*they are the best.*

There's a Still Handle to meet every need: Axe, Pick, Sledge and Hammer Handles; Cant Hook and Peavie Handles.

There's nothing like selling the best of everything. Good profits in our handles, too.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

CLASSIFIED LIST OF ADVERTISEMENTS

Chains
B. J. Coghlin & Co., Montreal
Chain Drills
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Chains, Tires
Canadian Fairbanks-Morse Co., Ltd., Montreal
Chairs
Beauchamp, J. E., Montreal
Walter Woods & Co., Hamilton
Chamois Skins
Evans & Co., Montreal
Chasers
Pratt & Whitney Co., Ltd., Dundas
Cheese Cutters
Walter Woods & Co., Hamilton
Cheese Factory Fittings
Canada Foundries & Forgings, Brockville
Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Buck Bros., Milbury, Mass.
Plewes, Ltd., Winnipeg.
Stanley Rule & Level Co., New Britain, Conn.
National Machinery & Supply Co., Hamilton
Checking Floor Hinges
Toronto Lock Co., Toronto.
Chucks, Tap
Wells Bros. of Canada, Galt
Churns, Hand and Power
Beatty Bros., Ltd., Fergus
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
Landers, Frary & Clark, New Britain, Conn.
Walter Woods & Co., Hamilton
Chimney Tops
Toronto Pottery Co., Ltd., Toronto
Chafing Dishes
Landers, Frary & Clark, New Britain, Conn.
Chemical Stoneware
Toronto Pottery Co., Ltd., Toronto
Clothes Reels
Cummer-Dowswell, Ltd., Hamilton
Clothes Rocks
Walter Woods & Co., Hamilton
Clippers, Horse and Sheep
American Shearer Mfg. Co., Nashua, N.H.
Clippers, Toilet
American Shearer Mfg. Co., Nashua, N.H.
Closets
Wakyte Mfg. Co., Winnipeg
Clothes Dryers
Cummer-Dowswell, Ltd., Hamilton
Megantic Broom Mfg. Co., Lake Megantic, Que.
Stratford Mfg. Co., Ltd., Stratford
Clothes Lines
Plymouth Cordage Co., Welland, Ont.
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Clothes Pins
Wm. Cane & Sons Co., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.
Walter Woods & Co., Hamilton
Clothes Line Pulleys
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.
Clamps, Steel
Goodell-Pratt Co., Greenfield, Mass.
Clamp, Steel Bar
National Machinery & Supply Co., Hamilton
Clothes Reels
Louis McLain Co., Ltd., Winnipeg
Coach Screws
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Coal Chutes
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal
Coal Tar and Pitch
J. H. McComb, Ltd., Montreal.
Cutting Oils
Binney & Smith, New York
Copper Ingots
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Copper Sheets
A. C. Leslie & Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton
Corner Bead, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Cordage
Plymouth Cordage Co., Welland, Ont.
Cornices, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Coal Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Cocks, Basin
Jas. Morrison Brass Mfg. Co., Toronto.
Cocks, Bath
Jas. Morrison Brass Mfg. Co., Toronto
Cocks, Brass and Iron
Jas. Morrison Brass Mfg. Co., Toronto
Coffee Mills
Landers, Frary & Clark, New Britain, Conn.
Corrugated Fasteners
J. E. Beauchamp, Montreal
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Collar Pads
American Pad & Textile Co., Chatham
Cotton Gloves
American Pad & Textile Co., Chatham
Cold Rolled Strip Steel
The Stanley Works, New Britain, Conn.
Corn Brooms
T. S. Simms & Co., St. John, N.B.
Corn Planters
Eureka Planter Co., Woodstock
Cotton Waste
Prairie City Oil Co., Winnipeg
Corrugated Irons
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Concrete Reinforcement
B. Greening Wire Co., Ltd., Hamilton
Canadian Steel & Wire Co., Hamilton, Ont.
Concrete Paint
G. F. Stephens & Co., Winnipeg
Coiled Ware
Canadian Steel & Wire Co., Hamilton, Ont.
Coal Chutes
Toronto Lock Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg
Connectors, Battery
Canadian Carbon Co., Hamilton
Crowbars
B. J. Coghlin & Co., Montreal
Crimped Iron Sheets
Wheeler & Bain, Toronto
Colors in Oil
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Color Ground in Japan
G. F. Stephens & Co., Winnipeg
Coffee Percolators
Thos. Davidson Mfg. Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Coffee Urns
Wrought Iron Range Co., Toronto
Coils, Brass, Iron and Copper
Jas. Morrison Brass Mfg. Co., Toronto
Commutator Stones
Cleveland Stone Co., Cleveland, Ohio
Compasses
Marble Arms & Mfg. Co., Gladstone, Mich.
Concealed Transom Openers
Toronto Lock Co., Toronto.
Concrete Reinforcings
McGregor, Banwell Fence Co., Ltd., Walkerville
Pedlar People, Limited, Oshawa
Conductor Heads, Ornamental
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Conductor Hooks
Wheeler & Bain, Toronto
Metallic Roofing Co., Toronto and Winnipeg
Conductor Pipe Elbows
Wheeler & Bain, Toronto
Conductor Pipe
Metallic Roofing Co., Toronto and Winnipeg
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg
Wheeler & Bain, Toronto
Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Cordage
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Corrugated Iron
Wheeler & Bain, Toronto
Cotter Pins
Wilkinson & Kompass, Hamilton
Crate Openers
Bridgeport Hardware Co., Bridgeport, Conn.
Cut Nippers
Brown, Boggs Co., Ltd., Hamilton
L. S. Starrett Co., Athol, Mass.
Cutlery
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal
Canadian Wm. A. Rogers, Ltd., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
John Chatillon & Sons, New York, N.Y.
Jonathan Crooks & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Cutlery, Kitchen
Landers, Frary & Clark, New Britain, Conn.
Cutlery, Non-stain
Geo. Butler & Co., Ltd., Sheffield, Eng.
Cutlery, Pearl Handle and Silver
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Cutters
Bullerfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)
Culverts, Corrugated Metal
Winnipeg Ceiling & Roofing Co., Winnipeg
Cut Nippers
L. S. Starrett & Co., Athol
Curling Stones
Waller Belyea, Winnipeg
Counters
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.
Countersinks
Goodell-Pratt Co., Greenfield, Mass.
Couplings, Wrought
Canadian Tube & Iron Co., Ltd., Montreal
Cultivators, Garden, Hand and Wheel
Eureka Planter Co., Woodstock
Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal
Cylinder Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville
Dampers, Fire Place
Toronto Lock Co., Toronto
Depth Gauges
Goodell-Pratt Co., Greenfield, Mass.
Dies, Threading
Wells Bros. Co. of Canada, Galt.
Disinfectant, Liquid
Wakyte Mfg. Co., Winnipeg
Disinfectant, Powder
Benny & Smith, New York
Wakyte Mfg. Co., Winnipeg
Die Stocks
Wells Bros. Co. of Canada, Galt
Dies
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Ltd., Dundas
Display Racks and Stands
Cameron & Cameron, Toronto
Display Cases
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Limited
Discs for Valves
Jenkins Bros., Ltd., Montreal
Dividers, Angle
Stanley Rule & Level Co., New Britain, Conn.
Door Bolts
The Stanley Works, New Britain, Conn.
Door Checks
Canadian Yale & Towne, St. Catharines
Wm. Newman & Sons, Birmingham, Eng.
Toronto Lock Mfg. Co., Toronto
Door Hangers
Allith Mfg. Co., Ltd., Hamilton
Canada Steel Goods Co., Hamilton, Ont.
Toronto Lock Co., Toronto.
Doors, Kalamemed
Metallic Roofing Co., Toronto and Winnipeg
Doors, Metal
Metallic Roofing Co., Toronto and Winnipeg
Door Pulls
The Stanley Wks., New Britain, Conn.
Door Catch
G. W. Mallory, Blenheim
Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
G. W. Mallory, Blenheim, Ont.
Wm. Newman & Sons, Birmingham, Eng.
Domestic Water Systems
Aylmer Pump & Scale Co., Aylmer, Ont.
National Equipment Co., Toronto
Dowel Pins, Brass, Pattern Makers'
Canadian Winkley Co., Windsor
Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.
Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.
Drills, Blacksmiths'
Canada Foundries & Forgings, Brockville
Dusters
Channel Chemical Co., Toronto
Dry Colors
Brandram Henderson, Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Ltd., Montreal
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Martin-Senour Co., Ltd., Montreal
McArthur Irwin, Montreal
Driers
Brandon Henderson, Montreal
Dougall Varnish Co., Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son, Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Drills
Canadian Fairbanks-Morse Co., Ltd., Montreal
Butterfield & Co., Inc., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Mfg. Co., Philadelphia, Ja.
Stanley Rule & Level Co., New Britain
Wilkinson & Kompass, Hamilton

CLASSIFIED LIST OF ADVERTISEMENTS

Dry Cells
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Canadian H. M. Johns-Manville Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Hyslop Bros., Ltd., Toronto
Line Hansen & Kimball, Moose Jaw
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago, Ill.
Spielmann Agencies, Montreal

Dump Carts and Wagons
Woodstock Wagon & Mfg. Co., Ltd., Woodstock

Dumb Waiters
Toronto Lock Co., Toronto.

Dynamite
Dupont Powder Co., Wilmington, Del.

Egg Beaters
Collette Mfg. Co., Collingwood

Eavetrough
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Limited, Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Farm Plants
Powerlight Co., Winnipeg

Electrical Household Specialties
Great West Electrical Co., Ltd., Winnipeg

Electric Irons
Louis McLain Co., Ltd., Winnipeg

Electric Plates
Louis McLain Co., Ltd., Winnipeg
Great West Electrical Co., Ltd., Winnipeg

Electric Lamps
Great West Electrical Co., Ltd., Winnipeg

Electric Toasters
Louis McLain Co., Ltd., Winnipeg

Electric Bells
Great West Electric Co., Ltd., Winnipeg

Emery Wheels
Louis McLain Co., Ltd., Winnipeg

Enamel, C. I.
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled C. I. Specialties
Canada Stove & Foundry Co., Ltd., Montreal

Enamelled Sheet Steel
Canada Stove & Foundry Co., Ltd., Montreal

Farm Lighting Outfits
Northern Electric Co., Montreal

Egg Cases
Walter Woods & Co., Hamilton

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Electric Fans
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
A. C. Gilbert Co., New Haven, Conn.

Electric Flashlights
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Fixtures
Barton Netting Co., Windsor
McDonald-Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal
Tallman Brass & Metal Co., Hamilton

Electric Grates
Toronto Lock Co., Toronto.

Electric Heating Specialties
Northern Electric Co., Ltd., Montreal
Great West Electric Co., Winnipeg

Electric Irons
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Specialties
A. C. Gilbert Co., New Haven, Conn.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto
Northern Electric Co., Ltd., Montreal
Spielmann Agencies, Montreal

Electric Toasters
Barton Netting Co., Ltd., Windsor
Great West Electric Co., Ltd., Winnipeg

Electric Supplies
McDonald & Wilson Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg

Electro-plating
Toronto Lock Co., Toronto.

Envelopes
Walter Woods & Co., Hamilton

Extension Ladders
Stratford Mfg. Co., Ltd., Stratford

Electric Vacuum Cleaners
McDonald & Wilson, Toronto

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Plewes Ltd., Winnipeg

Electrical Toys
A. C. Gilbert Co., New Haven, Conn.

Engine Oils
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg

Engineers' Supplies, Rubber
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

End Cutting Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Emery
John Oakey & Sons, London, Eng.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery Wheels
Carborundum Co., Niagara Falls, N.Y.

Emery Stones
Carborundum Co., Niagara Falls, N.Y.

Enamels
Spielman Agencies Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.

Eave Trough
Toronto Lock Co., Toronto.

Expansion Tanks
Pease Foundry Co., Ltd., Toronto

Explosives
Dupont Powder Co., Wilmington, Del.

Fanlight Openers
Jas. Cartland & Son, Ltd., Birmingham, Eng.

Fasteners, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Farm and Poultry Fence
Canadian Steel & Wire Co., Hamilton, Ont.

Faucets
Jas. Morrison Brass Mfg. Co., Toronto

Farm Wagons and Sleighs
Woodstock Wagon & Mfg. Co., Woodstock

Fence Staples
Canadian Tube & Iron Co., Ltd., Montreal

Feed Boxes
Canada Foundries & Forgings, Brockville

Feed Cookers
Wheeler & Bain, Toronto
James Bros. Co., Perth

Felt, Tarred
J. H. McComb Ltd., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock
Steel Co. of Canada, Ltd., Hamilton
Montreal

Fencing, Lawn
Banwell-Hoxie Wire Co., Ltd., Hamilton
Caverhill, Leamont & Co., Montreal
McGregor-Banwell Fence Co., Ltd., Walkerville
Lewis Bros., Ltd., Montreal
Standard Tube & Fence Co., Woodstock

Fencing, Poultry
McGregor-Banwell Fence Co., Ltd., Walkerville
Standard Tube & Fence Co., Woodstock

Figured Glass
Consolidated Plate Glass Co., Toronto

Fittings
Pease Foundry Co., Ltd., Toronto

Fittings, Wire Door
Toronto Lock Co., Toronto.

Fitted Plow Shares
D. Ackland & Son, Ltd., Winnipeg

Files
G. & H. Barnett Co., Philadelphia, Pa.
Can. B. K. Morton Co., Montreal-Toronto
Delta File Works, Philadelphia
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Plewes, Ltd., Winnipeg.
Port Hope File Mfg. Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal
Wilkinson & Kompass, Hamilton

Fillers
Canada Paint Co., Ltd., Montreal
Benjamin Moore Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal

Filters
Thos. Davidson Mfg. Co., Montreal

Fire Bucket Tanks
Soren Bros., Toronto

Fire Arms
Johnson Iver Arms & Cycle Works, Fitchburg, Mass.

Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Extinguishers, Fire
Northern Electric Co., Montreal
Gutta Percha & Rubber, Toronto

Fire Alarm Apparatus
Northern Electric Co., Montreal

Fire Door Fixtures
Allith Mfg. Co., Ltd., Hamilton

Fire Department Supplies
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fireplace Furnishings
Barton Netting Co., Windsor
Enterprise Foundry Co., Sackville, N.B.

Fireproof Doors
Metallic Roofing Co., Toronto and Winnipeg

Fire Backs, Adjustable
Canada Foundries & Forgings, Brockville

Fire Clay
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fire Brick
Waller Belyea, Winnipeg
Toronto Pottery Co., Ltd., Toronto

Fish Net Leads
Canada Metal Co., Ltd., Toronto

Flat Wall Paint
G. F. Stephens & Co., Winnipeg

Flashlights, Electric
Canadian National Carbon Co., Toronto
Canadian Carbon Co., Toronto
Canada Dry Cells, Ltd., Winnipeg
Great West Electric Co., Ltd., Winnipeg
Interstate Electric Novelty Co., Toronto
Great West Electric Co., Ltd., Winnipeg
Metal Specialties Mfg. Co., Chicago
Northern Electric Co., Montreal
Spielmann Agencies, Montreal

Floor Stands
Jenkins Bros., Ltd., Montreal

Fireless Cook Stoves
Louis McLain Co., Ltd., Winnipeg

Ford Specialties
Canadian Fairbanks-Morse Co., Ltd., Montreal

Friction Hinges and Stays
Toronto Lock Co., Toronto.

Friction Stay
Toronto Lock Mfg. Co., Toronto

Floor Checks, Single or Double Acting
Toronto Lock Mfg. Co., Toronto

Flint Cloths
John Oakey & Sons, London, Eng.

Fireproof Metal Windows
Metallic Roofing Co., Toronto and Winnipeg

Flashings, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Flashlight Bulbs
Canadian Carbon Co., Ltd., Hamilton

Floor Paints
Benjamin Moore & Co., Ltd., Toronto
G. F. Stephens & Co., Winnipeg

Floor Finishes
A. Ramsay & Son Co., Montreal

Floor Wax
A. Ramsay & Son Co., Montreal

Floor Oil
Prairie City Oil Co., Winnipeg

Flue Liners
Toronto Pottery Co., Ltd., Toronto

Floor and Ceiling Plates
Pease Foundry Co., Ltd., Toronto

Folding Chairs and Tables
Stratford Mfg. Co., Ltd., Stratford

Food Choppers
F. W. Lamplough & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.

Force Cups
Canadian Consolidated Rubber Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Fore Planes
National Machinery & Supply Co., Hamilton

Forged Tire Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Forgings
Steel Co. of Canada, Ltd., Hamilton

Fruit Jars
Walter Woods & Co., Hamilton

Friction Taps
Northern Electric Co., Ltd., Montreal

Forstner Bits
Progressive Mfg. Co., Torrington, Conn.

Funnels
Thos. Davidson Mfg. Co., Ltd.,

Furnaces
Canada Foundries & Forgings, Brockville
Pease Foundry Co., Ltd., Toronto
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespler, Ont.

CLASSIFIED LIST OF ADVERTISEMENTS

Furniture Polish
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Channel Chemical Co., Toronto
Fuse Wire
Canada Metal Co., Ltd., Toronto
Galvanizing
Toronto Lock Co., Toronto.
Galvanized Iron Cornices
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Galvanized Pipes
Canada Metal Co., Ltd., Toronto
Galvanized Iron Paint
G. F. Stephens & Co., Winnipeg
Galvanized Iron Work
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Galvanized Farm Lawn Gates
Canadian Steel & Wire Co., Hamilton, Ont.
Galvanized Fencing Staples
Western Wire & Nail Co., London
Galvanized Fence Hooks
Western Wire & Nail Co., London
Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Iron
Thos. Davidson Mfg. Co., Ltd., Montreal
Galvanized Steel Tanks
Pedlar People Limited, Oshawa
Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton
A. C. Leslie & Co., Montreal.
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg
Galvanizing
Thos. Davidson Mfg. Co., Montreal
Garage Door Holder
Toronto Lock Mfg. Co., Toronto
Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock, Ont.
Garage Hardware
The Stanley Works, New Britain, Conn.
Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal
J. Samuels, Toronto
Soren Bros., Toronto
Garnet Paper
The Carborundum Co., Niagara Falls, N.Y.
Garages, Portable
Winnipeg Ceiling & Roofing
Winnipeg Ceiling & Roofing Co., Winnipeg
The Pedlar People, Oshawa
Gates, Farm
McGregor-Banwell Fence Co., Ltd., Walkerville
Gates, Stock
McGregor-Banwell Fence Co., Ltd., Walkerville
Gas Range
Canada Stove & Foundry Co., Ltd., Montreal
Gas Water Heaters
Canada Stove & Foundry Co., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Pease Foundry Co., Ltd., Toronto
Gasoline
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Gasoline Drums
Winnipeg Ceiling & Roofing Co., Winnipeg
Stanley Rule & Level Co., New Britain, Conn.
Gasoline Lights
Powerlight Co., Winnipeg
Gauges
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt
Canadian Fairbanks-Morse Co., Ltd., Montreal
Gauges and Recording Instruments
Hack Bros., Milbury, Mass.
Jas. Morrison Brass Mfg. Co., Toronto
General Store Fittings
Cameron & Campbell, Toronto
Glass
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Toronto Plate Glass Imp. Co., Toronto
Consolidated Plate Glass Co., Toronto
Generators
Northern Electric Co., Montreal
Glass, Beaded
Toronto Plate Glass Imp. Co., Toronto
Glass, Ornamental
Toronto Plate Glass Imp. Co., Toronto
Glass, Stained
Toronto Plate Glass Imp. Co., Toronto
Glass Cutters
Goodell-Pratt Co., Greenfield, Mass.
Glass Benders
Toronto Plate Glass Imp. Co., Toronto
Glass Ware
Powerlight Co., Winnipeg
Glaziers' Diamonds
Sharrett & Newth, London, Eng.
A. Shaw & Son, London, Eng.
Glass, Window
Consolidated Plate Glass Co., Toronto
Excelsior Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Windshield
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Plate
Consolidated Plate Glass Co., Toronto
G. F. Stephens, Winnipeg, Man.
Toronto Plate Glass Imp. Co., Toronto
Glass, Art
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Glass, Polished, Wired
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Gloves, Rubber
Northern Electric Co., Montreal
Globe Angle and Check Valves
Jenkins Bros., Ltd., Montreal
Glass, Bevelled
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Excelsior Plate Glass Co., Toronto
Glaziers' Diamonds
A. Ramsay & Son Co., Montreal
Gloves
American Pad & Textile Co., Chatham
Glues
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
Graniteware Menders
Volpeek Mfg. Co.
Granary Lining
Metallic Roofing Co., Toronto and Winnipeg
Granaries, Portable, Metallic
Pedlar People Limited, Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Grain Scoops
Wakyte Mfg. Co., Winnipeg
Graining Colors
A. Ramsay & Son Co., Montreal
Grates, Electric, Gas, Coal and Wood
Barton Milling Co., Ltd., Windsor.
Grates, Coal
Toronto Lock Co., Toronto.
Greases, Transmission
Prairie City Oil Co., Winnipeg
Grease Cups, Pressed Steel and Brass
Canadian Winkley Co., Windsor
Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Louis McLain Co., Ltd., Winnipeg
Grindstones
Carborundum Co., Niagara Falls, N.Y.
Cleveland Stone Co., Cleveland Ohio
Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.
Guns
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Guns, Single and Double Barrel
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.
Hacks Saws
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
National Machinery & Supply Co., Hamilton
Victor Saw Works Ltd, Hamilton, Ont.
Hack Saw Blades
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto
Victor Saw Works Ltd., Hamilton, Ont.
Hack Saw Frames
Canadian Fairbanks-Morse Co., Ltd., Montreal
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Henry Disston & Sons Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Hack Saw Machines
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Hamilton
Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co, New Britain, Conn.
Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.
Handles
Walter Belyea, Winnipeg
Hangers, Door
Beatty Bros., Ltd., Fergus
National Machinery & Supply Co., Hamilton
F. E. Myers & Bro., Ashland, Ohio
The Stanley Wks., New Britain, Conn.
Hangers, Door and Track
Beatty Bros., Fergus, Ont.
Canada Steel Goods Co., Hamilton
Hangers, Storm Sash and Screen
The Stanley Works, New Britain, Conn.
Hand Taps
Wells Bros. Co. of Canada, Galt
Handscrews
National Machinery & Supply Co., Hamilton
Handscrews, Adjustable Wood
National Machinery & Supply Co., Hamilton
Hand Vises
Goodell-Pratt Co., Greenfield, Mass.
Hardwood Lumbers
D. Ackland & Son, Winnipeg
Hard Oil Finish
A. Ramsay & Son Co., Montreal
Hardware Specialties
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Toronto Lock Co., Toronto.
Hardware and Kitchen Specialties
Louis McLain Co., Ltd., Winnipeg
Hardware Store Fittings
Cameron & Campbell, Toronto
Hardware, Metal Window
The Stanley Works, New Britain, Conn.
Harness Oil
Prairie City Oil Co., Winnipeg
Hardwood Lumber
D. Ackland & Son Ltd., Winnipeg
Hatchets
Marble Arms & Mfg. Co., Gladstone, Mich.
Hasps
Canada Steel Goods Co., Hamilton
Heat Generators
Pease Foundry Co., Ltd., Toronto
Heaters
Beauchamp, J. E., Montreal
Canada Stove & Foundry Co., Ltd., Montreal
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Hinges, Adjustable Ball
Toronto Lock Mfg. Co., Toronto
Hinge, Friction
Toronto Lock Mfg. Co., Toronto
Hinges, Spring
Wm. Newman & Sons, Birmingham, Eng.
Hinges
Beauchamp, J. E., Montreal
Chicago Spring Butt Co., Chicago
Wm. Newman & Sons, Birmingham, Eng.
Steel Co. of Canada, Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Hinges, Rixon Checking
Toronto Lock Co., Toronto.
Hockey Pucks
Gutta Percha & Rubber, Ltd., Toronto
Hockey Sticks
J. H. Still Mfg. Co., St. Thomas
St. Mary's Wood Specialty Co., St. Mary's, Ont.
Hoes
Ward & Payne, Sheffield, Eng.
Hoists
Manitoba Bridge & Iron Wks., Ltd., Winnipeg
Hollow Handled Tools
Stanley Rule & Level Co., New Britain, Conn.
Hollow Wire Systems
Powerlight Co., Winnipeg
Horse Brushes
Stevens-Hepner Co., Port Elgin, Ont.
Horse Singers
Collins Mfg. Co., Toronto
Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
Hose, Mill Fire
Gutta Percha & Rubber Co., Ltd., Toronto
Hoes, Five-Prong and Three-Prong
C. S. Norcross & Sons, Bushnell, Ill.
Hose, Garden and Lawn
Gutta Percha & Rubber Co., Toronto
Hooks, All Steel, Conductor
Metallic Roofing Co., Toronto and Winnipeg
Horse Covers, Rubber
Canadian Consolidated Rubber Montreal
Horse Shoes
D. Ackland & Son, Winnipeg
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton
Horse Nails
D. Ackland & Son, Winnipeg
Hotel and Restaurant Kitchen Equipment
Wrought Iron Range Co., Toronto
Hoops, Wire
Laidlaw Bale Tie Co., Ltd., Hamilton
Hose, Fittings and Supplies
Canadian Consolidated Rubber Co., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Jas. Morrison Brass Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto
House Paints
G. F. Stephens & Co., Winnipeg
Household Brushes
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Ice Scrapers
James Bros. Co., Perth
Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

CLASSIFIED LISTS OF ADVERTISEMENTS

Ignition Accessories
Northern Elec. Co., Montreal
Implement Repairs
D. Ackland & Son, Ltd., Winnipeg
Incubators
Collins Mfg. Co., Toronto
Indicators, Speed
H. Disston & Son Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
Ingot Metals
Canada Metal Co., Ltd., Toronto
Injector, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
Instruments of Precision
L. S. Starrett Co., Athol, Mass.
Iron Boards
J. E. Beauchamp & Co., Montreal
Stratford Mfg. Co., Stratford
Megantic Broom Mfg. Co., Ltd. Lake Megantic, Que.
Iron Washers
J. E. Beauchamp & Co., Montreal
Irons, Gas
National Stamping & Electric Works, Chicago, Ill.
Iron, Corrugated
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Ltd., Toronto
Iron Sheets, Black and Galvanized
Dominion Sheet Metal Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Iron Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Iron and Steel Bars
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Steel of Canada, Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Irons, Gasoline
National Stamping & Electric Works, Chicago
Royal Iron Mfg. Co., Big Prairie, Ohio
Irons, Self-Heating
Royal Iron Mfg. Co., Big Prairie, Ohio
Jacks, Auto.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jack Planes
National Machinery & Supply Co., Hamilton
Jack Screws
Canada Foundries & Forgings, Brockville
Japan, Colors
Benjamin Moore Co., Ltd., Toronto
Dougall Varnish Co., Montreal
A. Ramsay & Son Co., Montreal
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal
Joint Planes
National Machinery & Supply Co., Hamilton
Joiners' Clamps
Canada Foundries & Forgings, Brockville
Kalsomined Doors and Windows
Metallic Roofing Co., Toronto and Winnipeg
Kalsomines
A. Ramsay & Son Co., Montreal
Kalsomine Brushes
T. S. Simms & Co., St. John, N.B.
Stevens-Hepner Co., Port Elgin, Ont.
Kettles
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg
Keyhole Saws
Bridgeport Hardware Co., Bridgeport, Conn.
Kitchen Utensils
Louis McLain Co., Ltd., Winnipeg
Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Kitchen Ware, Transparent
Corning Glass Works, Corning, N.Y.
Knife Sharpeners
J. E. Beauchamp & Co., Montreal
Knives, Butcher, Skinning
John Chatillon & Sons, New York, N.Y.
Knives, Cook
John Chatillon & Sons, New York, N.Y.
Knives, Pocket
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal
Landers, Frary & Clark, New Britain, Conn.
Knives, Sportsmen's
Marbie Arms & Mfg. Co., Gladstone, Mich.
Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.
Ladders, Shelf
Beatty Bros., Fergus, Ont.
Ladders, Fruit-Picking
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Extension
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Stratford
Ladders, Step
Beatty Bros., Fergus, Ont.
Aylmer Pump & Scale Co., Aylmer, Ont.
Stratford Mfg. Co., Stratford
Lath, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Saskatchewan Glass & Supply Co., Moose Jaw, Sask.
Lamps, Nitrogen and Tungsten
The Canadian Laco-Philips Co., Toronto, Montreal.
Lamps, Hand
Canadian Carbon Co., Ltd., Hamilton
Spielmann Agencies Ltd., Montreal
Canadian National Carbon Co., Toronto
Interstate Electric Novelty Co., Toronto
Lamps, Gasoline, Table and Hall
National Stamping & Electric Works, Chicago, Ill.
Lamps, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Powerlight Co., Winnipeg.
Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal
Wilkes, Martin, Wilkes Co., New York
Lamp Chimneys
Powerlight Co., Winnipeg.
Walter Woods & Co., Hamilton
Lamp Coloring and Frosting
Spielmann Agencies Ltd., Montreal
Lanterns
Canadian Carbon Co., Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Electric
Canada Dry Cells Ltd., Winnipeg
Canadian National Carbon Co., Toronto
Powerlight Co., Winnipeg.
Spielmann Agencies, Montreal
Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago
Latches
Allith Mfg. Co., Ltd., Hamilton
The Stanley Works, New Britain, Conn.
Latches, Sliding Door
National Machinery & Supply Co., Hamilton
Lawn Swings
J. E. Beauchamp & Co., Montreal and Winnipeg
Stratford Mfg. Co., Ltd., Stratford
Lawn Seats
Beauchamp, J. E., Montreal
Stratford Mfg. Co., Ltd., Stratford
Lawn Fences
Canadian Steel & Wire Co., Hamilton
Lawn Gates
Branwell Hoxie Wire Fence Co., Hamilton
McGregor Banwell Fence Co., Ltd., Walkerville
Lawn Settees
Beauchamp, J. E., Montreal
Lawn Mowers
Canada Foundries & Forgings, Brockville
Laundry Outfits
Nineteen Hundred Washer Co., Toronto
Lead, Black
John Oakey & Sons, London, Eng.
Lead, Red
G. F. Stephens & Co., Winnipeg
Lead, White
G. F. Stephens & Co., Winnipeg
Lead, Sheet
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
A. C. Leslie & Co., Montreal
Lead Pipe
Canada Metal Co., Ltd., Toronto
Lead Traps and Bends
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto
Lace Leather
Leather Legging
Plewes, Ltd., Winnipeg.
Leather Belting
Plewes Ltd., Winnipeg
Lead Wool
Canada Metal Co., Ltd., Toronto
Laundry Tubs (Enamelled)
Canada Metal Co., Ltd., Toronto
Lead Washers
Canada Metal Co., Ltd., Toronto
Lens, Non-glare
Hyslop Bros., Toronto
Levels
H. Disston & Sons, Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.
Lines, Clothes
Walter Woods & Co., Hamilton
Western Wire & Nail Co., London
Lighting Outfits, Automobile
Canadian National Carbon Co., Toronto
Northern Electric Co., Montreal
Lighting Outfits, Gasoline
Powerlight Co., Winnipeg
National Stamping & Electric Works, Chicago
Linseed Oil
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
Liquid Paints
A. Ramsay & Son Co., Montreal
Locks
Allith Mfg. Co., Ltd., Hamilton
J. E. Beauchamp, Montreal
Canadian Yale & Towne, St. Catharines
Toronto Lock Co., Toronto.
Lorries
Woodstock Wagon & Mfg. Co., Woodstock
Lubricators and Grease Cups
Jas. Morrison Brass Mfg. Co., Toronto
Machine Dies
Wells Bros. Co. of Canada, Galt
Machine Oil
Imperial Oil Co., Toronto
Prairie City Oil Co., Winnipeg
Machinists' Vises
National Machinery & Supply Co., Hamilton
Plewes Ltd., Winnipeg
Mangles, Power
Nineteen Hundred Washer Co., Toronto
Machines, Hand and Power
D. Ackland & Son, Winnipeg
Machinery and Supplies
Manitoba Bridge & Iron Works, Ltd., Winnipeg
Plewes Ltd., Winnipeg
Mantels and Grates
Barton Netting Co., Windsor
Powerlight Co., Winnipeg
Mantels, Gas, Gasoline
Powerlight Co., Winnipeg
Marine Paint
Brandram-Henderson, Montreal
G. F. Stephens & Co., Winnipeg
Mats, Steel
J. E. Beauchamp & Co., Montreal
Mats and Matting, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto
Mayonnaise Mixers
Landers, Frary & Clark, New Britain, Conn.
Metallic Ceiling and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Roofing
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metallic Skylights
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metal Window Hardware
The Stanley Works, New Britain, Conn.
Metal Doors
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Meat Choppers
Landers, Frary & Clark, New Britain, Conn.
Mechanics' Tools
Canadian Fairbanks-Morse Co., Ltd., Montreal
Metal Shingles, Siding, etc.
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Metal-cased Corn Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Metal Stampings
Hamilton Stamp & Stencil Co., Hamilton
Allith Mfg. Co., Hamilton
Metal Shelf Boxes and Drawers
Cameron & Campbell, Toronto
Metallic Siding
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Tiles
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ventilators
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Valley
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Lath
American Rolling Mill Co., Middletown, Ohio
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Metallic Windows
Metallic Roofing Co., Toronto
Metals
Metallic Roofing Co., Toronto and Winnipeg
Canada Metal Co., Toronto
Can. B. K. Morton Co., Montreal-Toronto
Caverhill, Learmont & Co., Montreal
A. C. Leslie & Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
H. S. Howland Son & Co., Toronto
Tallman Brass & Metal Co., Hamilton
Williams Bros. & Piggot, Ltd., Birmingham, Eng.
Metal Polish
Prairie City Oil Co., Winnipeg
Metallic Ceilings and Walls
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Mendets
Collette Mfg. Co., Collingwood.
Louis McLain Co., Ltd., Winnipeg

CLASSIFIED LISTS OF ADVERTISEMENTS

Metallic Corner Bead
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg

Meters, Electric Frequency, Speed
Northern Electric Co., Montreal

Metal Windows
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Measuring Machines, Lumber
Jas. Morrison Brass Mfg. Co., Toronto

Micrometers
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal

Milling Cutters
Pratt & Whitney Co., Ltd., Dundas

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Mirrors
Consolidated Plate Glass Co., Toronto
Toronto Plate Glass Imp. Co., Toronto

Mitre Boxes
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
H. Disston & Sons Ltd., Toronto

Monkey Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Mops, Twine
T. S. Simms & Co., Ltd., St. John

Mops
Canada Foundries & Forgings, Brockville
Channel Chemical Co., Toronto
Louis McLain Co., Ltd., Winnipeg

Monel Metal
International Nickle Co., New York

Motor Tire Supplies
Gutta Percha & Rubber Ltd., Toronto

Motor Accessories
Canada Dry Cells, Ltd., Winnipeg
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Northern Electric Co., Ltd., Montreal
Liné, Hansen & Kimball, Moose Jaw, Sask.

Motor Cycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor-Cycle Lights
Canadian Carbon Co., Ltd., Hamilton

Motors, Electric
Northern Electric Co., Montreal

Motor Generators
Northern Electric Co., Montreal

Motor Cars
Hyslop Bros., Ltd., Toronto

Mouldings
Williams Bros. & Piggott, Ltd., Birmingham, Eng.

Mounted Grindstones
Cleveland Stone Co., Cleveland, Ohio

Nails, Wire
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton
Parmenter & Bulloch, Gananoque
Western Wire & Nail Co., London

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton

Napkin Rings
Canadian Wm. A. Rogers, Ltd., Toronto

Nail Sets
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Nail Bin Counters
Cameron & Campbell, Toronto

Nails, Copper and Brass
Parmenter & Bulloch, Gananoque

Neatsfoot Oil
Prairie City Oil Co., Winnipeg, Man.

Newspaper Metals
Owl Metal Co., Ltd., Winnipeg

Nickelware
Landers, Frary & Clark, New Britain, Conn.

Nickel
International Nickel Co., New York

Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Nuts and Bolts
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt & Screw Co., Owen Sound
Steel Co. of Canada, Ltd., Hamilton
Stanley Works, New Britain, Conn.

Oakum
Canada Metal Co., Ltd., Toronto

Office Panelling
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Oil Stains
A. Ramsay & Son Co., Montreal

Oils
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal
Imperial Oil Co., Toronto
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg
A. Ramsay & Son Co., Montreal

Oil Cake
Canada Linseed Oil Mills, Montreal and Toronto
Dominion Linseed Oil Co., Baden and Toronto

Oil Cake Meal
Dominion Linseed Oil Co., Baden and Toronto

Oil Cans
R. E. Bloomer, Keithsburg, Ill.

Oils, Cylinder
Prairie City Oil Co., Winnipeg

Oil Colors
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
McArthur Irwin, Montreal

Oil Stones
The Carborundum Co., Niagara Falls, N.Y.

Oil, Floor
Canada Paint Co., Montreal
Sherwin-Williams Co., Montreal

Oilers
R. E. Bloomer, Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Cups
Canadian Winkley Co., Windsor

Oil, Furniture
Prairie City Oil Co., Winnipeg

Oil Hole Covers
Canadian Winkley Co., Windsor

Oils, Motor
Hyslop Bros., Ltd., Toronto
Prairie City Oil Co., Winnipeg

Oil, Road
Prairie City Oil Co., Winnipeg

Oil Stones
Cleveland Stone Co., Cleveland, Ohio

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal

Oil Tanks and Pumps
Thos. Davidson Mfg. Co., Ltd., Montreal

Orange Derinders
J. E. Beauchamp & Co., Montreal

Ornamental Tile Roofings
Metallic Roofing Co., Toronto and Winnipeg

Ornaments, Pressed Zinc
Metallic Roofing Co., Toronto and Winnipeg

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
McGregor, Banwell Fence Co., Ltd., Walkerville

Ornamental Gates
McGregor, Banwell Fence Co., Ltd., Walkerville

Packings
Consumers Cordage Co., Montreal.
Jenkins Bros., Ltd., Montreal
Scythes, Ltd., Toronto.

Paint
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
Martin-Senour Co., Ltd., Montreal
Benj. Moore & Co., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Ottawa Paint Co., Ottawa
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Spielmann Agencies, Montreal

Paint Brushes
Boeckh Bros., Toronto
Meakins & Sons, Hamilton
T. S. Simms & Co., St. John, N.B.

Paint, Barn and Roof
Canadian Paint Co., Ltd., Montreal
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paints, Wall Finish, Muresco
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Ltd., Montreal

Paint and Varnish Remover
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal

Paper Balers
Climax Baler Co., Hamilton
Spielmann Agencies, Montreal

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal

Paris Green
Canada Paint Co., Montreal
McArthur Irwin, Montreal
Sherwin-Williams Co., Montreal

Park Seats
Stratford Mfg. Co., Ltd., Stratford

Paper Bags
Walter Woods & Co., Hamilton

Paper, Wrapping
Walter Woods & Co., Hamilton

Paint, Cement Coating
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies, Montreal
G. F. Stephens & Co., Winnipeg

Paint, Concrete
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg
R. C. Jamieson & Co., Montreal
A. Ramsay & Son Co., Montreal
Ottawa Paint Works, Ottawa
Martin-Senour Co., Ltd., Montreal

Paint, Flat Wall
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Ottawa Paint Co., Ottawa
Sherwin-Williams Co., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Spielmann Agencies Ltd., Montreal

Paint, Floor
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Packing Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Pads
D. Ackland & Son, Winnipeg

Pads for Horses
American Pad & Textile Co., Chatham

Pails
Thos. Davidson Mfg. Co., Ltd., Montreal
Soren Bros., Toronto

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Paint, Aluminum
Brandram-Henderson, Ltd., Halifax, N.S.
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
G. F. Stephens, Winnipeg, Man.

Paint, Galvanized Iron, Metal
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Works, Ottawa
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd., Montreal
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal

Paint, House Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Ottawa Paint Co., Ottawa
A. Ramsay & Son Co., Montreal
Sherwin-Williams & Co., Montreal
G. F. Stephens & Co., Winnipeg

Paint, Acid Resisting
Spielmann Agencies Ltd., Montreal

Paint, Mixed
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Montreal
McArthur Irwin, Montreal

Oppenheim

John Bayne MacLean

COL. MACLEAN contributes another chapter on the war situation as he knows it, in his forceful, smashing style. These articles by Colonel MacLean are truly startling by reason of their revelations.

Germany's Secret Work in Canada

GERMANY is plotting in Canada and the United States right now. If you are curious to know just what she is doing, learn from Miss Agnes C. Laut's article in the October MACLEAN'S, "The Plot Behind the Pacifists."

THE biggest single feature ever secured by MACLEAN'S MAGAZINE is a serial story by E. Phillips Oppenheim, British author and a great writer of romantic stories.

The serial beginning in MACLEAN'S for October is "The Pawn's Count," a story of the present war, dealing with the work of the secret service agents of the various belligerent countries. You can depend on its being a strong, thrilling story, told by a master of his craft.

BELAND
Prisoner of War

THE HON. LOUIS BELAND, a prisoner in Belgium since the beginning of the war, gives the story of his captivity, chiefly in the form of letters to Sir Wilfrid Laurier, in whose last cabinet he held a portfolio.

The story is intimate, vivid, gripping, wholly unusual, and appears in the October MACLEAN'S.

Beating the Customs

AN article full of actual occurrences of how the public attempts to "beat" the Customs, and of how the Customs authorities beat the public. This absorbingly interesting narrative is by J. D. Ronald who, as a Customs officer, came into close touch with offenders and offences. A semi-detective article, this true story makes great reading.

Stringer, Fraser, Leacock and Hendryx

THE work of these masters of the short and long story appears in the October MACLEAN'S. Stringer's story is "The Redeemer of Waste Lands"; W. A. Fraser writes a love story, "For Catherine's Sake"; Leacock has a humorous sketch; and Hendryx continues his captivating story of the Canadian Northwest, "The Gun Brand."

MacLean's Magazine
For OCTOBER

At All News-dealers 15 cents

CLASSIFIED LIST OF ADVERTISEMENTS

The Lowe Bros. Co., Toronto
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
The Ottawa Paint Works, Toronto
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Paint Tyre
Spielmann Agencies Ltd., Montreal

Paint, Fireproof
Spielmann Agencies Ltd., Montreal

Paint, White Zinc
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Marine
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
Spielmann Agencies Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paints, Mill White Gloss
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies Ltd., Montreal
Sherwin-Williams Co., Montreal

Paint, Oil Colors
Canada Paint Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Structural
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal
Spielmann Agencies, Montreal
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paint, Red Lead
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Paints, White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
A Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Ltd., Montreal
G. F. Stephens, Winnipeg, Man.

Paris Green
G. F. Stephens & Co., Winnipeg

Perforated Sheet Metals
B. Greening Wire Co., Ltd., Hamilton

Percolators, Coffee
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pistols
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Phosphor Tin
Canada Metal Co., Ltd., Toronto

Phosphor Copper
Canada Metal Co., Ltd., Toronto

Phonographs
Dominion Sewing Machine-Phonograph Co., Winnipeg

Pig Iron
A. C. Leslie & Co., Ltd., Montreal
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton

Pins, Cotter
Steel Co. of Canada, Ltd., Hamilton

Pins, Escutcheon
Parmenter & Bulloch, Gananoque

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston), Mass.

Pipe Thread Gauges
Wells Bros. Co. of Canada, Ltd., Galt

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt

Pipeless Furnaces
Pease Foundry Co., Ltd., Toronto

Pipe, Wrought, Black and Galvanized
Canada Metal Co., Toronto
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain, Toronto
Lewis Bros., Ltd., Montreal
Pease Foundry Co., Ltd., Toronto
Trimont Mfg. Co., Roxbury, Mass.

Pipe Covering
Pease Foundry Co., Ltd., Toronto

Pipe, Galvanized, Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa
Thos. Davidson Mfg. Co., Ltd., Montreal
Wheeler & Bain Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Pipe, Lead
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto

Pipe, Stove
Collins Mfg. Co., Toronto
Soren Bros., Toronto

Pipe, Rain Water Conductor
Canada Metal Co., Toronto
Metallic Roofing Co., Toronto and Winnipeg

Pipe System
Powerlight Co., Winnipeg

Pipe Vises
National Machinery & Supply Co., Hamilton

Pipe Wrenches
Trimont Mfg. Co., Roxbury (Boston), Mass.

Plaster of Paris
Walter Belyea, Winnipeg

Plasterers' Corner Bead
Bridgeport Hardware Co., Bridgeport, Conn.
Metallic Roofing Co., Toronto and Winnipeg

Plates, Felloed, Sheared and Punched
Wrought Washer Mfg. Co., Milwaukee, Wis.

Planters
Eureka Planter Co., Woodstock

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hardware Co., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Plowshares
D. Ackland & Son, Winnipeg

Plugs, Rubber
Canadian Consolidated Rubber Co., Montreal

Plumb Bob
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Plumbers' Supplies, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Planes
Caverhill, Learmont & Co., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.

Planes, Adjustable Wood and Iron
Northern Machinery Supply Co., Hamilton

Plasterers' Corner Bead
Toronto Lock Co., Toronto.

Pocket Knife Tool Kits
Bridgeport Hardware Co., Bridgeport, Conn.

Portable Metallic Granaries
Metallic Roofing Co., Toronto and Winnipeg
Rice, Lewis & Sons, Ltd., Toronto
Bridgeport Hardware Co., Bridgeport, Conn.

Powder
Dominion Cartridge Co., Ltd., Montreal

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Poles, Electric Light and Telegraph and Telephone
Northern Electric Co., Montreal

Pole Line Material
Northern Electric Co., Montreal
Pedlar People Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Portable Baskets
Toronto Lock Co., Toronto.

Poultry Netting
A. C. Leslie & Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Poultry Netting Staples
Western Wire & Nail Co., Ltd., London

Powder, Smokeless
Dupont Powder Co., Wilmington, Del.

Power Apparatus
Northern Electric Co., Montreal

Pottery
Toronto Pottery Co., Ltd., Toronto

Precision Tools
Goodell-Pratt Co., Greenfield, Mass.

Protractors
L. S. Starrett Co., Athol, Mass.

Polish, Floor
Channel Chemical Co., Toronto

Polish, Furniture
Channel Chemical Co., Toronto
Swan Mfg. Co., Winnipeg

Primers
Dominion Cartridge Co., Ltd., Montreal

Pumps
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
Canada Foundries & Forgings, Brockville
R. McDougall Co., Ltd., Galt
F. E. Myer & Bro., Ashland, O.
National Equipment Co., Toronto

Pumps, Power
Aylmer Pump & Scale Co., Aylmer, Ont.
Beatty Bros., Ltd., Fergus
R. McDougall Co., Ltd., Galt
National Equipment Co., Toronto

Pumps, Power, Hand
Canadian Fairbanks-Morse Co., Ltd., Montreal

Pump Jacks
Beatty Bros., Fergus, Ont.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Plate Glass
G. F. Stephens & Co., Winnipeg

Pump Valves
Jenkins Bros., Ltd., Montreal

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe Hazard Store Service Co., Toronto

Pulleys
Canada Foundries & Forgings, Brockville

Radiator Valves
Jenkins Bros., Ltd., Montreal

Rain Water Pipe
Metallic Roofing Co., Toronto and Winnipeg.

Railings, Brass
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Ward & Payne, Sheffield, Eng.

Ranges
Canada Stove & Foundry Co., Ltd., Montreal

Ranges, Coal and Wood
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Hall Zryd Foundry Co., Ltd., Hespeler, Ont.
Wrought Iron Range Co., Toronto

Range Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Rasps
G. & H. Barnett Co., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Montreal

Razor Hones
The Carborundum Co., Niagara Falls, N.Y.

Razor Strops
The Carborundum Co., Niagara Falls, N.Y.

Razors
Auto-Strop Safety Razor Co., Toronto
Geo. Butler & Co., Ltd., Sheffield, Eng.
Caverhill, Learmont & Co., Montreal
James Hutton & Co, Montreal
Gillette Safety Razor Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Reamers
Pratt & Whitney Co., Ltd., Dundas
Butterfield & Co., Rock Island, Que.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refiners of Oil
Dominion Linseed Oil Co., Baden and Toronto.

Refrigerators
Thos. Davidson Mfg. Co., Ltd. Montreal
Torens Bros., Toronto

Refrigerator Hardware
Toronto Lock Co., Toronto.

Reamers
Butterfield & Co., Inc., Rock Island, Que.
Wells Bros. Co. of Canada, Ltd., Galt

Registers
Barton Netting Co., Ltd., Windsor, Ont.
Canada Foundries & Forgings, Brockville
Thos. Davidson Mfg. Co., Ltd Montreal
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Pease Foundry Co., Toronto

Reamers, Pipe
Wells Bros. Co. of Canada, Ltd., Galt

Revolvers
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Repairs for Binders and Mowers
D. Ackland & Son, Winnipeg

Rifles
Harrington & Richardson Arms Co., Worcester, Mass.

Ridge Cap
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

The Businessman's Mind

BANKERS are supposed to have a particular character of mind; Lawyers and Doctors likewise; Teachers also. These minds have both narrowness and breadth. They see widely and deeply in their own realms, and narrowly and sometimes shallowly in regard to matters outside their particular worlds. At least, this is the common supposition.

THE Businessman—What should be the character of this mind? —What is the mind of the Manufacturer, the Wholesaler, the Retailer? Certainly the Businessman's mind should be broad. It should be something of the Banker's, something of the Financier's, something of the Statesman's. The Businessman should see broadly. The horizon of interest and of inquiry for him should be a far one.

The happy thing about it is that the business man—manufacturer, jobber, retailer—can have the far outlook—this by the reading each week of a newspaper with a far outlook—

The Financial Post of Canada

This is a business man's paper—it is a paper for bankers, for investors, for trustees, for financial men. But it is also a newspaper for merchants, very much so.

Merchants need to know markets and market tendencies and market factors. They need to know conditions, local and remote. They need information to buy right and to sell safely.

And the knowledge they need they can have for the insignificant sum of $3 annually.

THE FINANCIAL POST is a most readable paper—positively enjoyable to the layman reader. It makes any man broader minded, and every business man a be'' business man. Growth in bigness at $3.00 a year!

Send for free sample copy to the Publishers, or sign and mail the attached coupon.

THE FINANCIAL POST OF CANADA
143-153 University Avenue, Toronto

.....1917

Please enter me as a regular subscriber, commencing at once. If I am satisfied with the paper I will remit $3.00 to pay for my subscription on receipt of bill.

Name.....

Address.....

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS

Manitoba — Bissett & Webb, Limited, Winnipeg

British Columbia—McPherson & Teetzel, Vancouver

Reliable QUALITY

NICKEL

Shot—High and low carbon. Ingots—Two sizes, 25 lbs., 50 lbs.
ELECTROLYTIC NICKEL—99.80%.

Prime Metals for the Manufacture of Nickel Steel, German Silver, Anodes and all remelting purposes. Our Nickel is produced as Rods, Sheets, Strip Stock, Wire and Tubes.

MONEL METAL

We are SOLE PRODUCERS of this natural, stronger-than-steel, non-corrodible alloy.

Manufactured forms are Rods, Flats, Castings, Tubes, Sheets, Strip Stock and Wire.

Send Inquiries Direct to Us.

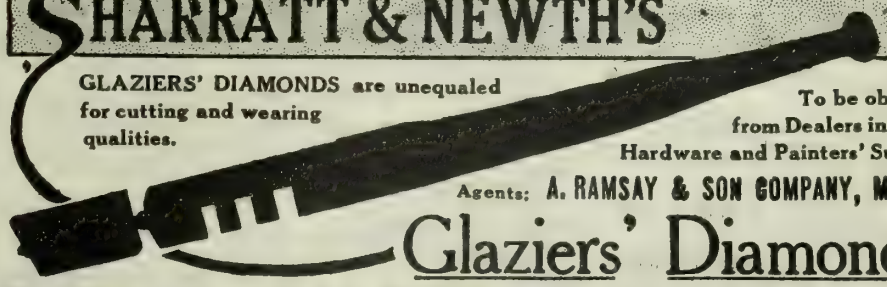
The International Nickel Company
43 EXCHANGE PLACE, NEW YORK

SHARRATT & NEWTH'S

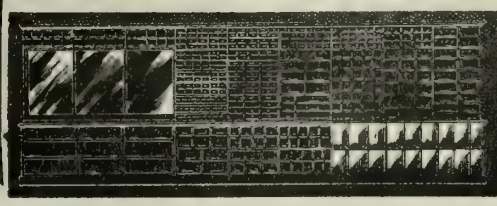
GLAZIERS' DIAMONDS are unequaled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies

Agents: A. RAMSAY & SON COMPANY, Montreal



Glaziers' Diamonds



Wall Cases, Shelving, Display Counters, Nail Bin Counters, Screw Cases—all kinds of Store Fittings.

CAMERON & CAMPBELL, Manufacturers
Toronto, Canada

CLASSIFIED LIST OF ADVERTISEMENTS

Ridgeroll
Pedlar People, Ltd., Oshawa, Ont.
Wheeler & Bain, Toronto

Rivets
Brown, Boggs Co., Ltd., Hamilton
Canadian Tube & Iron Co., Ltd., Montreal
Northern Bolt, Screw & Wire Co., Ltd., Owen Sound
Parmenter, Bulloch, Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Rixon Door Check
Toronto Lock Co., Toronto.

Rosin
Ontario Oil & Turpentine Co., Toronto

Roof Lights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing
American Rolling Mill Co., Middletown, Ohio
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg
Walter Belyea, Winnipeg

Roof Ornaments
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Rubber
J. H. McComb, Ltd., Montreal

Roofing Tiles, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa, Ont.

Roofing, Felt
J. H. McComb, Ltd., Montreal

Roofing Supplies
Bird & Son, Hamilton, Ont.
J. H. McComb, Ltd., Montreal
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Rope
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.

Roofs, Silo
Pedlar People, Ltd., Oshawa

Rope, Cotton
Star Brand—All Jobbers
Plymouth Cordage Co., Welland, Ont.

Robe Rails, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Roller Crushers
Manitoba Engines, Brandon, Man.

Rollers, Lawn
Rice, Lewis & Sons, Ltd., Toronto

Roller Bearing Plate Slides
Faultless Caster Co., Evansville, Ind.

Radiators
Pease Foundry Co., Ltd., Toronto

Rubber Cement
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd. Toronto

Rubber Footwear
Gutta Percha & Rubber, Ltd., Toronto

Rubber Goods
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber, Ltd., Toronto

Rubber Tubing
Gutta Percha & Rubber, Ltd., Toronto

Rubber Mats
Canadian Consolidated Rubber Co., Montreal

Rules
Jas. Chesterman Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Jas. Boxwood
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co., Ltd., Windsor, Ont.

Rules, Steel
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Wooden
Lufkin Rule Co., Ltd., Windsor, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Rust-Resisting Iron
American Rolling Mill Co., Middleton, Ohio

Saddlery Brushes
T. S. Simms & Co., St. John, N.B.

Safety Razors
Auto Strap Safety Razor Co., Toronto.
Gillette Safety Razor Co., Montreal

Sanitary Closets
Wakyte Mfg. Co., Winnipeg

Sash Operator
Metallic Roofing Co., Toronto and Winnipeg

Sash Cord
"Hercules" Brand—All Jobbers
"Star Spiral" Brand—All Jobbers

Saw Blades
Victor Saw Works, Ltd., Hamilton, Ont.

Saws, Hack
Goodell-Pratt Co., Greenfield, Mass.
National Machinery & Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.
Simonds Canada Saw Co., Montreal
Victor Saw Works, Ltd., Hamilton, Ont.

Saws
E. C. Atkins & Co., Hamilton
Caverhill, Learmont & Co., Montreal
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Sash Weights (Lead)
Canada Metal Co., Ltd., Toronto

Saws, Crosscut and Hand
E. C. Atkins & Co., Hamilton
Henry Disston & Sons, Ltd., Philadelphia, Pa.
Simonds Canada Saw Co., Montreal

Saws, Circular
Simonds Canada Saw Co., Montreal

Saw Sets
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Scales, Machinists'
Lufkin Rule Co., Ltd., Windsor, Ont.

Scales and Balances
Aylmer Pump & Scale Co., Aylmer, Ont.
John Chatillon & Sons, New York, N.Y.
Landers, Frary & Clark, New Britain, Conn.

Scales, Pitless
Aylmer Pump & Scale Co., Aylmer, Ont.

Scales, Wagon Stock
Aylmer Pump & Scale Co., Aylmer, Ont.

Screws
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Screw Drivers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
National Machinery Supply Co., Hamilton
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Ltd., Toronto
Goodell-Pratt Co., Greenfield, Mass.
National Machinery Supply Co., Hamilton
L. S. Starrett Co., Athol, Mass.

Scrapers
Stanley Rule & Level Co., New Britain, Conn.

Screw Machine Products
Eclipse Mfg Co., Indianapolis Ind.

Scythe Stones
Cleveland Stove Co., Cleveland, Ohio
The Carborundum Co., Niagara Falls, N.Y.

Screw Plates
Butterfield & Co., Inc., Rock Island, Que
Northern Bolt, Screw & Wire Co., Ltd., Owne Sound
Wells Bros. Co. of Canada, Galt.

Screws, Apple Press
Canada Foundries & Forgings, Brockville

School Seats
Canada Foundries & Forgings, Brockville

Screen Door Sets
The Stanley Works, New Britain, Conn.

Screens
B. Greening Wire Co., Ltd, Hamilton

Screen Doors
Kasement Skrene Dore Co.

Seals (Lead)
Canada Metal Co., Ltd., Toronto

Shipping Room Hardware
Berney & Small, New York

Sewer Pipe
Toronto Pottery Co., Ltd., Toronto

Shingles, Metallic
Metallic Roofing Co., Toronto and Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Shelves, Glass
Kinzinger Bruce & Co., Niagara Falls, Ont.

Shingle Stains
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
McArthur Irwin, Montreal

Shot
Steel Co. of Canada, Ltd., Hamilton

Shot Guns
Dominion Cartridge Co., Ltd., Montreal
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Marble Arms & Mfg. Co., Gladstone, Mich.

Show Cases
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Shovels, Snow
Beauchamp, J. E., Montreal

Shower Baths
Kinzinger Bruce & Co., Niagara Falls, Ont.

Sewing Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Shells, Loaded
Dominion Cartridge Co., Ltd., Montreal

Shells, Shot
Dominion Cartridge Co., Ltd., Montreal

Shellac
McArthur Irwin, Montreal
Berry Bros., Walkerville
Canada Paint Co, Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens, Winnipeg, Man.

Shingles, Asphalt
Bird & Son, East Walpole, Mass.

Shelf Boxes
Cameron & Campbell, Toronto
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shelving
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Shades, Gas, Electric Fixtures
Northern Electric Co., Montreal

Shaving Strops
The Carborundum Co., Niagara Falls, N.Y.

Sheet Metal Products
Thos. Davidson Mfg. Co., Ltd., Montreal
Winnipeg Ceiling & Roofing Co., Winnipeg

Sheet Lead
Canada Metal Co., Ltd., Toronto

Shears, Garden
Ward & Payne, Sheffield, Eng.

Shears and Scissors
Landers, Frary & Clark, New Britain, Conn.
J. Wiss & Son, New York

Sheep and Cattle Dip
Wakyte Mfg. Co., Winnipeg

Sheets and Plates
American Rolling Mill Co., Middletown, Ohio

Shingle Stain
G. F. Stephens & Co., Winnipeg

Sidings, Metal
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Oshawa

Silo Roofs
Metallic Roofing Co., Toronto and Winnipeg
Pedlar People, Ltd., Oshawa

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screen Door Checks
Toronto Lock Mfg. Co., Toronto
Canadian Fairbanks-Morse Co., Ltd., Montreal

Screw Bolt and Sundry Cabinets
Cameron & Campbell, Toronto

Shock Absorbers
Canadian Fairbanks-Morse Co., Ltd., Montreal

Silverware
Oneida Community Co., Niagara Falls

Sinks
Canada Stove & Foundry Co., Ltd., Montreal

Sinks (Enamelled)
Canada Metal Co., Ltd., Toronto

Sinks (Steel)
Canada Metal Co., Ltd., Toronto

Skylights, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Winnipeg Ceiling & Roofing Co., Winnipeg

Skis
Northland Ski Mfg. Co., St. Paul, Minn.

Skylights
Pedlar People, Ltd., Oshawa
Wheeler & Bain, Toronto

Sleighs
J. E. Beauchamp & Co., Montreal

Slicers, Bread
Canadian W. A. Rogers, Ltd., Toronto.
Geo. Butler & Co, Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal

Smokeless Boilers
Pease Foundry Co., Ltd., Toronto

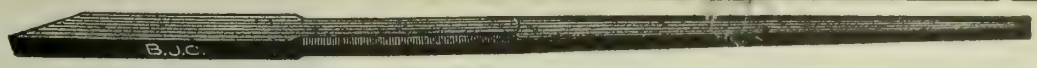
Smooth Planes
National Machinery & Supply Co., Hamilton

Snaffle Bits
G. W. Mallory, Blenheim

Snow Shovels
Thos. Davidson Mfg. Co., Ltd., Montreal

Silver Solder
Canada Metal Co., Ltd., Toronto

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars made of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Send us a trial order.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario St. East, MONTREAL

TARRED FELT

SPECIFY DOMINION BRAND

J. H. McCOMB, LIMITED

Manufacturers of all kinds of Building Paper, Pitch and Coal Tar

MONTREAL

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace—made for machine. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Only through your jobber to-day.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

YOUR WANTS are many here below. Use the want ad. page and get rid of a few of them.

Display prominently a few samples of Stone Butter Crocks

Every woman likes to stow away an ample supply of eggs, fruits, butter, vegetables, etc., when prices are reasonably low.

Our high-grade sanitary pottery is just what she requires for this work. A little display—a little suggestion on your part and the sale is completed, giving you a neat extra profit.

Get a stock of this pottery now. Note our prices:

OUR PRICES ON BUTTER CROCKS

Half gallon to 6 gallons, inclusive, 12 cents per gallon.
Eight, ten and twelve gallons, 15 cents per gallon.
Fifteen and twenty gallons, 18 cents per gallon.
Twenty-five and thirty, 20 cents per gallon.
Thirty-five, forty and fifty gallons, 24 cents per gallon.

The Toronto Pottery Co., Limited

617-618 Dominion Bank Bldg.
King and Yonge, TORONTO

P H
TRADE MARK

QUALITY FILES

The Standard of File Efficiency

Made in Canada
By Canadians
For Canadians

Port Hope File Mfg. Co., Ltd.
PORT HOPE, ONT.

Ask Your Jobber

If interested, tear out this page and keep with letters to be answered.

CLASSIFIED LIST OF ADVERTISEMENTS

Solder
Canada Metal Co., Ltd., Toronto
Hoyt Metal Co., Toronto
Northern Electric Co., Ltd., Montreal
Owl Metal Co., Ltd., Winnipeg

Soldering Paste (Imperial)
Canada Metal Co., Ltd., Toronto

Soldering Nipples
Canada Metal Co., Ltd., Toronto

Sockets
Northern Electric Co., Montreal

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal

Soap Dishes
Kinzinger Bruce & Co, Niagara Falls, Ont.

Spark Coils
Canadian Carbon Co., Ltd., Hamilton

Spark Plugs
Canadian Carbon Co., Ltd., Hamilton
Champion Spark Plug Co., Windsor, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal
Hyslop Bros., Toronto
Interstate Electric Novelty Co., Montreal
Louis McLain Co., Ltd., Winnipeg
Northern Electric Co, Ltd., Toronto
Eclipse Mfg. Co., Indianapolis, Ind.

Spoke Shaves
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger Bruce & Co, Niagara Falls, Ont.

Sporting Goods
Rice, Lewis & Sons, Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Sprayers
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal
Eureka Planter Co., Woodstock

Spring Dies
Wells Bros. Co. of Canada, Galt

Spring Hinges
Wm. Newman & Sons, Birmingham, Eng.

Springs, Shoe Door
Wm. Newman & Sons, Birmingham, Eng.

Sporting Goods
Wm. Newman & Sons, Birmingham, Eng.

Stable Brooms
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville
Toronto Lock Co., Toronto.

Store Ladders
Allith Mfg. Co., Ltd., Hamilton

Steam Cookers
Louis McLain Co., Ltd., Winnipeg

Storage Batteries
Canadian National Carbon Co., Toronto

Stoves
Enterprise Foundry Co., Sackville, NB.
Canada Foundries & Forgings, Brockville
Canada Stove & Foundry Co., Ltd., Montreal
Clare Bros. & Co., Preston
Findlay Bros., Carleton Place
Gurney Foundry Co., Toronto
Hall Zryd Foundry Co, Ltd., Hespeler, Ont.
Record Foundry & Machine Co., Moncton, N.B.
Thos. Davidson Mfg. Co., Ltd., Montreal
Jas. Stewart Mfg. Co., Ltd., Woodstock

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stoves, Electric
Great West Electric Co., Ltd., Winnipeg
Northern Electric Co., Ltd., Montreal

Stove Pipe
Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal

Stretchers, Wire
Banwell Hoxie Wire Fence Co., Ltd., Hamilton

Step-Ladder Chairs
Stratford Mfg. Co., Ltd., Stratford

Steel, Reinforcing
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Stencils
Hamilton Stamp & Stencil Co., Hamilton

Stencil Ink
Hamilton Stamp & Stencil Co., Hamilton

Step Ladders
Beatty Bros., Fergus, Ont.
Stratford Mfg. Co., Ltd., Stratford

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal

Steel Bars
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Steel Granaries
Metallic Roofing Co., Toronto and Winnipeg

Steel Bending Brakes
Steel Bending Brake Works, Chatham

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Rolling Mills Co., Winnipeg
Steel Co. of Canada, Hamilton

Steel Square
Stanley Rule & Level Co., New Britain, Conn.

Stains, Shingle
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
The Lowe Bros. Co., Toronto
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Ltd, Montreal
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal
The Ottawa Paint Works, Toronto
Sherwin-Williamns Co., Montreal
Spielman Agencies Ltd., Montreal
G. F. Stephens & Co., Winnipeg

Stains, Oil, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co. Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
Martin-Senour Co., Ltd, Montreal
Spielman Agencies Ltd., Montreal

Stains, Wood
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal
Dougall Varnish Co, Ltd., Montreal
R. C. Jamieson & Co., Ltd., Montreal
A. Ramsay & Son Co., Montreal
G. F. Stephens & Co., Winnipeg
Martin-Senour Co., Ltd, Montreal

Stitched Cotton Duck Belting
Dominion Belting Co., Ltd., Hamilton

Staples
Canada Steel Goods Co., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton
Western Wire & Nail Co., London

Stays, Friction
Toronto Lock Co., Toronto.

Sweat Pads
American Pad & Textile Co., Chatham

Switches, Battery
Canadian Carbon Co., Ltd., Hamilton

Swivel Base Vises
National Machinery & Supply Co., Hamilton

Tables
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Tacks
Steel Co. of Canada, Ltd., Hamilton
Wilkinson & Kompass, Hamilton

Talking Machines
Dominion Sewing Machine & Phonograph Co., Winnipeg

Tanks, Galvanized Steel
National Equipment Co., Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Taps
Butterfield & Co., Rock Island, Que.
Pratt & Whitney Co., Dundas, Ont.

Taps and Dies
Wells Bros. Co. of Canada, Galt

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tanks
Beatty Bros., Ltd., Fergus
National Equipment Co., Toronto
Pease Foundry Co., Toronto
Wheeler & Bain, Toronto

Tapping Attachments
Pratt & Whitney Co., Ltd., Dundas
Wells Bros. of Canada, Galt

Tapes, Measuring
Caverhill, Learmont & Co., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Lufkin Rule Co., Ltd., Windsor, Ont.

Tapes, Steel
Lufkin Rule Co., Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.
Louis McLain Co., Ltd., Winnipeg
Wrought Iron Range Co, Toronto

Terne Plates
A. C. Leslie & Co., Ltd., Montreal

Thickness Gauges
Goodell-Pratt Co., Greenfield, Mass.

Thimbles, Builders'
Collins Mfg. Co., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Tiles, Roofing Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tiling, Walls and Floors
Barton Netting Co., Windsor

Tiling, Rubber
Gutta Percha & Rubber Co., Ltd., Toronto

Tinstock
Pease Foundry Co., Ltd., Montreal

Tin Plates
A. C. Leslie & Co., Ltd., Montreal
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Tin Ware
Thos. Davidson Mfg. Co., Ltd., Montreal
Louis McLain Co., Ltd., Winnipeg

Tinsmiths' Snips
Bridgeport Hardware Co., Bridgeport, Conn.
J. Wiss & Son, New York

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.
Steel Bending Brake Works, Chatham

Tire Carriers, Automobile
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tire Chains
Canadian Fairbanks-Morse Co., Ltd., Montreal
Hyslop Bros., Toronto

Tire Holders
Hyslop Bros., Toronto

Tires and Tubes, Automobile
Canadian Consolidated Rubber Co., Montreal
Gutta Percha & Rubber Co., Toronto

Toasters, Electric
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal

Toboggans
J. E. Beauchamp, Montreal

Tools
Buck Bros., Milbury, Mass.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Jas. Chesterman & Co., Ltd., Sheffield, Eng
Northern Electric Co., Ltd., Montreal
North Bros. Mfg. Co., Philadelphia, Pa.

Tools, Garden
Eureka Planter Co., Woodstock
Ward & Payne, Sheffield, Eng.

Tools, Metal Workers'
Cleveland Stone Co., Cleveland, Ohio

Tools, Harvest
F. E. Myers & Bro., Ashland, O.

Toys
J. E. Beauchamp & Co., Montreal

Toy Drums
Soun Bros., Toronto

Tool Kits
Canadian Fairbanks-Morse Co., Ltd., Montreal

Tools, Blacksmiths'
D. Ackland & Son, Winnipeg

Tools, Carpenters'
L. S. Starrett Co., Athol, Mass.

Tools, Machinists'
L. S. Starrett Co., Athol, Mass.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.

Tools, Woodworkers'
National Machinery & Supply Co., Hamilton

Tower Finials, Metallic
Metallic Roofing Co., Toronto and Winnipeg

Tools, Sets
Goodell-Pratt Co., Greenfield, Mass.
Will B. Lane, Chicago, Ill.

Towel Bars
Kinzinger Bruce & Co., Niagara Falls, Ont.

Traps and Bends (Lead)
Canada Metal Co., Ltd., Toronto

Trucks
John Watson Mfg. Co., Winnipeg

Truck, Barn door
Allith Mfg. Co., Ltd., Hamilton
Beaty Bros., Fergus, Ont.
Beatty Bros., Fergus, Ont.
National Machinery & Supply Co., Hamilton

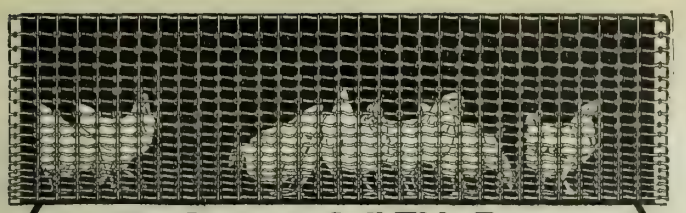
Track Systems
Beatty Bros., Fergus, Ont.

Transom Operator, Concealed
Toronto Lock Mfg. Co., Toronto

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.



Mr. Dealer: Sell This Fence

Establish a trade that will stay with you and at the same time will show a substantial growth. Compare this strong, rustless, unyielding fence alongside flimsy netting, and every poultry raiser will flock to your store. Note the close spaces at bottom that turns the small chicks and keeps out intruders.

SEND FOR LITERATURE

Get our catalogue of fencing for all purposes. Every foot of it guaranteed. Write today for agency in open territory. Our fence in every instance backs up our advertising.

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg Man. Hamilton, Ont.

There's Nothing Like Selling the Best of Everything So Include "Brantford"

ALL-AROUND

GLUE

IN PACKAGES

When you sell "Brantford" Glue you know you are sure of pleasing your customers. Sold in ¼, ½ and 1-lb. packages.

Canada Glue Co. Ltd., Brantford, Ont.

Acme Waste Mfg. Co.

Manufacturers of all kinds wiping, polishing and packing waste.

Samples and Prices on Request

GRANATSTEIN & SONS

482 Wellington Street, West **Tel. Adelaide 1892**
TORONTO
5 Queen Street **Tel. Main 4308**
MONTREAL

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Look for the full name

Russell Jennings

stamped on the round of our

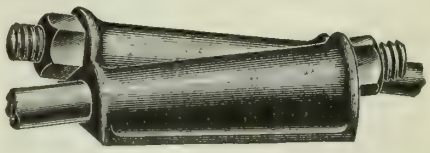
Auger Bits

The original double twist auger bit, patented by Mr. Russell Jennings in 1855

Russell Jennings Mfg. Co
CHESTER, CONN., U.S.A.

MALLEABLE IRON LUGS

SILOS
TANKS
PIPE
LINES
KILNS, etc.



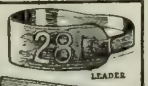
Variety of patterns for round and flat bands all sizes.

Silo Wrenches **Washers**

Otterville Mfg. Co., Limited
Otterville, Ontario

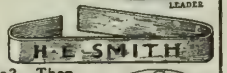
Single Spiral

The World's Best



LEADER

Poultry Leg Bands



Colored Celluloid "Circlet" Rings

You have a demand for Poultry Leg Bands? Then buy the very best from us, we have them. We make the Cattle Ear Markers and Spiral Celluloid Bands. We also carry the following makes of Bands: Double Clinch, Champion, Eclipse, Climax, Seamless Pigeon and Open Pigeon. Ask for prices on above.

METAL EAR LABEL For Hogs, Sheep and Cattle

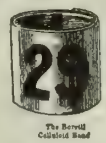
CHALLENGE

Prices for those shown in cut F.O.B., destination in Canada:

		Size.	100	500	1,000
Three Spiral Bands (in 10 colors)					
" " " "		1, 1A, 2 & 3	$0.75	$3.00	$5.50
" " " "		4 & 6	1.10	5.00	9.50
" " " "		7 & 8	1.20	5.25	10.25
" " " "		9	1.25	5.75	11.00
Single " " "		1, 1A, 2 & 3	.65	2.25	4.00
" " " "		4, 6 & 7	.75	3.25	5.50
" " " "		8 & 9	.90	3.75	7.00
Challenge and Leader Adjustable and Double Clinch			.65	2.75	5.00
Smith Sealed Bands (no duplicate numbers)			1.30	6.25	11.75

Burrill Bands in 2 sizes and 6 colors, 2c. each.

SMITH SEALED



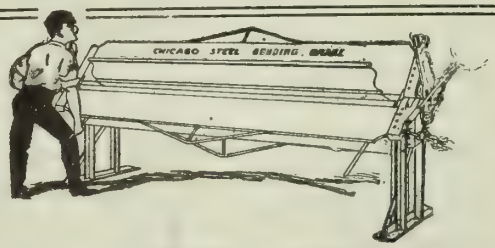
The Burrill Celluloid Band

Jobbers and Importers ask for trade discount on 5,000 to 25,000 lots.
Price on Cattle Markers according to amount of printing required on them.

The Rideau Specialty Company

Manufacturers of **Cattle Ear Markers and Poultry Leg Bands**

SMITHS FALLS - - - - ONTARIO



CHICAGO STEEL BENDING BRAKES

MADE-IN-CANADA

Used by over ten thousand Sheet Metal Workers in U. S.

Mail us a post card to-day for catalog and full particulars.

The Steel Bending Brake Works Ltd., Chatham, Ont.

If any advertisement interests you, tear it out now and place with letters to be answered.

CLASSIFIED LIST OF ADVERTISENENTS

Trucks, Feed, Floor and Platform
Beatty Bros., Fergus, Ont.

Trucks, Hand and Platform
Jno. Watson Mfg. Co., Ltd., Winnipeg
London Foundry Co., Ltd., London, Ont.

Trucks, Warehouse
Canada Foundries & Forgings, Brockville

Troughs, Galvanized Steel
Winnipeg Ceiling & Roofing Co., Winnipeg

Try Squares
Henry Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Truing Devices
Cleveland Stone Co., Cleveland, Ohio
Watson, John, Mfg. Co., Winnipeg, Man.

Turning Tools
Buck Bros., Milbury, Mass.

Turpentine
Ontario Oil & Turpentine Co., Toronto
Prairie City Oil Co., Winnipeg

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tub Stands
Stratford Mfg. Co., Stratford, Ont.

Tumbler Holders
Kinzinger Bruce & Co., Niagara Falls, Ont.

Tubing, Steel
Standard Tube & Fence Co., Woodstock

Twist Drills
Pratt & Whitney Co., Ltd., Dundas, Ont.

Twines
Consumers Cordage Co., Montreal.
Scythes, Ltd., Toronto.
Walter Woods & Co., Hamilton

Vises, Household
National Machinery & Supply Co., Hamilton

Valve Discs
Gutta Percha & Rubber, Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto

Valves, Brass, Iron and Cast Steel
Jenkins Bros., Ltd., Montreal

Valve Boxes
Jenkins Bros., Ltd., Montreal

Vacuum Specialties
Landers, Frary & Clark, New Britain, Conn.

Valley Iron
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto

Valleys
Wheeler & Bain, Toronto

Valves
Pease Foundry Co., Ltd., Toronto

Valves, Rubber
Gutta Percha & Rubber, Ltd., Toronto
National Equipment Co., Toronto

Valve Grinders
Goodell-Pratt Co., Greenfield, Mass.

Valve Grinding Compound
The Carborundum Co., Niagara Falls, N.Y.

Varnishes
Berry Bros., Walkerville
Brandram-Henderson, Ltd., Montreal
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
McArthur Irwin, Montreal
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto
L. S. Starrett Co., Athol, Mass.
A. Ramsay & Son, Montreal
R. C. Jamieson & Co., Montreal
Sherwin Williams Co., Montreal
G. F. Stephens & Co., Ltd., Winnipeg
Ottawa Paint Works, Toronto
Wilkinson & Kompass, Hamilton

Varnish Remover
Canada Paint Co., Montreal
Dougall Varnish Co., Ltd., Montreal
Sherwin-Williams Co., Montreal

Ventilators, Metallic
Metallic Roofing Co., Toronto and Winnipeg
Wheeler & Bain, Toronto
Winnipeg Ceiling & Roofing Co., Winnipeg

Ventilating Apparatus
Toronto Lock Co., Toronto.

Vises, Oval Slide
National Machinery & Supply Co., Hamilton

Vises, Self-Locking Pipe
National Machinery & Supply Co., Hamilton

Vises, Universal
National Machinery & Supply Co., Hamilton

Vises
Canada Foundries & Forgings, Brockville
Caverhill, Learmont & Co., Montreal
Goodell-Pratt Co., Greenfield, Mass.
Lewis Bros., Ltd., Montreal
National Machinery & Supply Co., Hamilton
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.

Vulcanizers
Adamson Mfg. Co., Hamilton
Northern Electric Co., Ltd., Montreal

Wagons for Children
Woodstock Wagon & Mfg. Co., Woodstock

Washers
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton
Wrought Washer Mfg. Co., Milwaukee, Wis.
Wilkinson & Kompass, Hamilton

Washing Machines, Hand
Louis McLain Co., Ltd., Winnipeg

Water Systems
National Equipment Co., Toronto

Water Bowls
Beatty Bros., Fergus, Ont.

Watering Cans
Thos. Davidson Mfg. Co., Ltd., Montreal

Wax, Floor
Benjamin Moore & Co., Ltd., Toronto
Canada Paint Co., Ltd., Montreal

Wash Stands
Wakyte Mfg. Co., Winnipeg

Washing Machines, Electric and Power
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
McDonald & Wilson, Ltd., Toronto
Northern Electric Co., Ltd., Montreal
London Foundry Co., Ltd., London, Ont.

Washing Machines, Hand
Beatty Bros., Fergus, Ont.
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton
Thos. Davidson Mfg. Co., Ltd., Montreal
Nineteen Hundred Washer Co., Toronto

Waste, Cotton
Prairie City Oil Co., Winnipeg
Scythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton

Wall Cases
Walker Bin & Store Fixture Co., Ltd., Kichener, Ont.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Megantic Broom Mfg. Co., Ltd., Lake Megantic, Que.

Weather Stripping
Swan Mfg. Co., Winnipeg

Wash Boilers
Soren Bros., Toronto

Wash Tubs
Soren Bros., Toronto

Well Curbing
Pedlar People, Ltd., Oshawa
Winnipeg Ceiling & Roofing Co., Winnipeg

Weather Vanes
Metallic Roofing Co., Toronto and Winnipeg

Whitewash Outfits
Collins Mfg. C o,.Toronto

Weeders, Flowers and Shrubbery
C. S. Norcross & Sons, Bushnell, Ill.

Weeders, Garden (hand and wheel)
C. S. Norcross & Sons, Bushnell, Ill.

Wheelbarrows
London Foundry Co., Ltd., London, Ont.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Montreal
Lewis Bros., Ltd., Montreal
Rice, Lewis & Sons, Ltd., Toronto

Wall Coping
Toronto Pottery Co., Ltd., Toronto

Whisks
Meakins & Sons, Ltd., Hamilton
T. S. Simms & Co., Ltd., St. John

White Lead
Brandram-Henderson, Ltd., Halifax, N.S.
Canada Paint Co., Ltd., Montreal
Carter White Lead Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
McArthur Irwin, Montreal

Windows, Kalameined
Metallic Roofing Co., Toronto and Winnipeg
G. F. Stephens, Winnipeg, Man.

Windows, Metallic, Fireproof
Pedlar People, Ltd., Oshawa
Metallic Roofing Co., Toronto and Winnipeg

Window Glass
Canada Foundries & Forgings, Brockville
G. F. Stephens, Winnipeg, Man.

Windmills
Manitoba Engines, Brandon, Man.

Wires and Cables
Northern Electric Co., Montreal

Wire Fence
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Wire Fence Stretchers
Canadian Steel & Wire Co., Hamilton, Ont.

Wire Cloth
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Cloth Co., Ltd., Hamilton

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., Hamilton

Wire Nails
Canadian Tube & Iron Co., Ltd., Montreal
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
Lewis Bros., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.

Wire Rods
A. C. Leslie & Co., Ltd., Montreal
Steel Co. of Canada, Ltd., Hamilton

Wire Staples
Canadian Steel & Wire Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton

Wire
Canadian Tube & Iron Co., Ltd., Montreal
British Aluminum Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal
B. Greening Wire Co., Ltd., Hamilton
Laidlaw Bale-Tie Co., Ltd., Hamilton
Lewis Bros., Ltd., Montreal
Northern Electric Co., Ltd., Montreal
Northern Bolt Screw & Wire Co., Owen Sound, Ont.
Steel Co. of Canada, Hamilton
Western Wire & Nail Co., London

Wire Mats
B. Greening Wire Co., Ltd., Hamilton

Wire Signs
B. Greening Wire Co., Ltd., Hamilton

Wood Mantels
Walker Bin & Store Fixture Co., Ltd., Kitchener, Ont.

Wood Screws
Canadian Tube & Iron Co., Ltd., Montreal
Colonial Wire Mfg. Co., Ltd., Montreal

Wrenches and Accessories
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Trimont Mfg. Co., Roxbury, Mass.
Will B. Lane, Chicago. Ill.

Wooden Cold Air Gratings
Pease Foundry Co., Ltd., Toronto

Wood Finishes
R. C. Jamieson Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal

Wrenches
Canadian Fairbanks-Morse Co., Ltd., Montreal

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
L. S. Starrett Co., Athol, Mass.
Spielman Agencies, Montreal

Wrenches, Rim
Goodell-Pratt Co., Greenfield, Mass.

Wrenches, Bit, Brace, Nut
Wells Bros. Co. of Canada, Galt

Wrenches, Basin
Trimont Mfg. Co. R,oxbury (Boston), Mass.

Wrenches, Chain
Trimont Mfg. Co. R,oxbury (Boston), Mass.

Wrenches, Monkey
Trimont Mfg. Co. R,oxbury (Boston), Mass.

Wrenches, Pipe Trims
Trimont Mfg. Co. R,oxbury (Boston), Mass.

Wrought Pipe
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Nipples
Canadian Tube & Iron Co., Ltd., Montreal

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal

Wringers, Hand
Beatty Bros., Fergus, Ont.
Caverhill, Learmont & Co., Montreal
Cummer-Dowswell, Ltd., Hamilton
J. H. Connor & Son, Ltd., Ottawa
Lewis Bros., Ltd., Montreal

Wringers, Power
J. H. Connor & Son, Ltd., Ottawa
Cummer-Dowswell, Ltd., Hamilton

Zinc, Bar
Canada Metal Co., Ltd., Toronto

Zinc Ornaments and Stampings
Metallic Roofing Co., Toronto and Winnipeg

Zinc Sheets
A. C. Leslie & Co., Ltd., Montreal

Zinc, White
G. F. Stephens & Co., Winnipeg

OWL METAL

THE BEST BABBITT
FOR
General Machinery
STANDS
Pressure, Speed and Pounding

Write for discount to trade.
The Owl Metal Co.
Limited
WINNIPEG, MAN.

HOCKEY STICK SPECIALISTS

OUR HOCKEY STICKS

are made in the largest factory in Canada. They are manufactured with a view to get the best

QUALITY, SHAPE AND FINISH

They LOOK WELL, SELL WELL AND LAST WELL

WRITE FOR LATEST PRICE LIST.

St. Mary's Wood Specialty Co., Limited
ST. MARY'S, ONT., CANADA

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, LIMITED

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

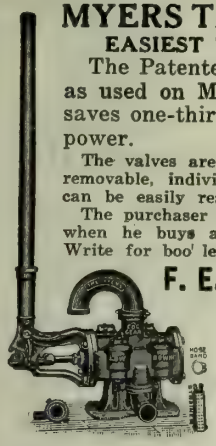
MYERS TANK PUMPS

EASIEST TO OPERATE

The Patented Cog Gear Head, as used on Myers Tank Pumps saves one-third of the operating power.

The valves are each located under a removable, individual cap, where they can be easily reached.

The purchaser buys the most service when he buys a Myers Tank Pump. Write for boo' let.



F. E. Myers & Bro.
Ashland, Ohio.

J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Calgary & Branches.

Lewis Bros., Ltd., Montreal, Distributors of Myers Pumps.

WE'RE HEADQUARTERS FOR

Eavestroughs, Conductor-pipes, Fittings,
Corrugated Iron, Ventilators, Etc.

LARGE STOCKS OF GALVANIZED IRON SHEETS

WRITE FOR PRICES

Wheeler & Bain
Toronto

J. H. MORIN & CO.
54 COLBORNE STREET
TORONTO

HIGH GRADE ENGLISH SHEET AND GROUND GLUES

DRY COLORS

STEWART & MOWRY MOTOR VARNISHES

DITZLERS COLORS

BRIGHTEN UP Your Local Advertising with Illustrations

20 Cents Each Post Paid

All Orders Filled Promptly

Our electro service will help you to do this at moderate cost.

Write for free Catalog

MARDWARE AND METAL
143-153 University Ave. Toronto, Can.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow hardwaremen.

Perhaps you need a clerk. The best of them read Hardware and Metal and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a hardware business. Hardware and Metal's subscribers are the best prospects in Canada. Talk to them in the "Wanted" page.

Or do you want to sell or exchange some surplus stock? Here again the "Wanted" page can help you.

Cost: 2 cents per word for first insertion; 1 cent per word for subsequent insertions of the same ad. Box Number 5 cents extra.

High Quality TOOLS

that you'll find very profitable

A complete assortment of Beveled Edge Shank and Socket Chisels, Pattern Makers' Chisels and Gouges, and Handled Turning Tools.

Write for catalog and full particulars.

Buck Brothers

Milbury, Mass., U.S.A.

SEAFOAM Electric Washer and Wringer

The Latest and Best Labor Saving Device for the Home Laundry.

Style A

A Rapid Worker

A Perfect Cleaner Easy on Clothes

Simple in Construction (no complicated parts to get out of order)

Works From An Ordinary Electric Light Socket

Washes and Wrings at the Same Time or Separately.

Also made to run by Gasoline, Stream or Windmill Power.

Your Jobber Can Supply Prices.

Cummer-Dowswell, Limited

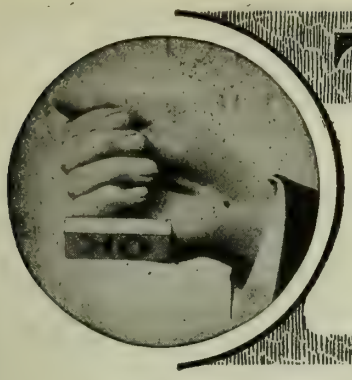
Hamilton, Canada

WANTED, AT ONCE — CAPABLE HARDware man to manage retail hardware business in thriving Ontario town. State experience, salary expected, and give references. Apply Box 182, Hardware and Metal.

Men who are capable of managing a retail hardware business are not easy to find. The position requires a high type of ability. Above all, it requires a man who recognizes opportunities and who knows how to make the most of them. That type of man in the hardware business is almost invariably a reader of HARDWARE AND METAL. There were fifteen replies to the advertisement shown here. It was a point in favor of all the applicants that they were in the habit of reading HARDWARE AND METAL.

USE THE WANT AD PAGE

If any advertisement interests you, tear it out now and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Enameled Signs

Drop a card for prices and particulars.

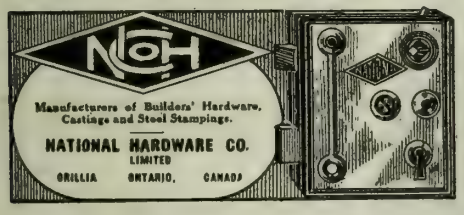
HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

THE BEST TRADE
Sell The Best Made.
ADDRESS
The Canadian Tungsten Lamp Co., Limited
Hamilton, Canada

Hardwaremen

You should stock a James Bros. Feed Cooker. Write for circular and prices to

James Bros. Foundry
PERTH, ONT.



Waste Paper Balers

"CLIMAX"
ALL STEEL

Turn your waste paper into money. 12 sizes. $25.00 up.

Send for Catalog.

Climax Baler Company
Emerald St.
Hamilton, Ont.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE-WE GUARANTEE

AUTO ACCESSORIES

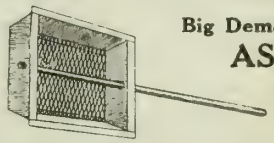
The PARMENTER BULLOCH CO., Ltd
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Strong, Serviceable Trucks of all Kinds

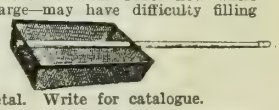
Stocked for immediate delivery. Rubber-tired if desired. Also platform trucks. Repairs supplied.

John Watson Mfg. Co., Ltd.
Winnipeg



Big Demand for ASH Sifters

Everybody's going to sift ashes this winter because of high price of coal. You need to be well stocked to meet the demand. Order now while the supply is large—may have difficulty filling



sides, or all metal. Write for catalogue.

The Collins Mfg. Company
415 Symington Ave., Toronto, Canada.

FOOD CHOPPERS

Knives and plates made from wrought Swedish steel of finest quality. These choppers may be had tinned all over or enamelled white inside and japanned red outside. Stock carried.

F. W. LAMPLOUGH & CO.
Unity Bldg., Montreal

TRADE **SAWYER** MARK
Registered

STITCHED CANVAS BELTS
"THE QUALITY BELT"
PLEWES LIMITED, Distributors, WINNIPEG

Needed in every home without sewer connection. Easily installed. Fully guaranteed. PRICE LOW. WRITE US.

The Steel Trough & Machine Co., Ltd., 145 St. James Street, Tweed, Ont.

HARDWARE CLERKS make good agents for
STEVENSION SIGNS AND SHOWCARDS
STEVENSON BLDG., TORONTO

Trade Papers are Pioneers of Business Expansion

Kindly mention this paper when writing Advertiser.

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

Acme Waste Co. 77
Adamson Mfg. Co. 8
American Shearer Co. 1
Atlas Metals & Alloys Co..... 4
Autographic Register Co..... 57

Banwell-Hoxie Wire Fence Co.. 77
Barnett, G. & H., Co..... 59
Barton Netting Co., Ltd., The. 12
Berry Bros. 49
Bird & Son 10
Brandram-Henderson Co. 47
Buck Bros. 80

Cameron & Campbell 73
Canada Glue Co. 77
Canada Metal Co. 51
Canada Paint Co. 43
Canada Steel Goods Co. 6
Can. Consolidated Rubber Co... 16
Canadian Tube & Iron Co..... 75
Canadian Tungsten Lamp Co.. 81
Canadian Warren Axe & Tool Co. 6
Canadian Laco-Phillips Co..... 20
Can. Yale & Towne, Ltd..... 1
Carter White Lead Co..... 53
Chatillon & Sons, John..... 13
Climax Baler Co. 81
Coghlin, B. J., Co., Ltd..... 75
Collette Mfg. Co. 12
Collins Mfg. Co. 81
Cummer-Dowswell, Ltd. 80

Davidson, Thos. 4
Dominion Belting Co. 81
Dominion Cartridge Co..... 17
Dominion Iron & Steel Co..... 19
Dominion Linseed Oil Co..... 11
Dominion Sheet Metal Co..... Inside back cover
Dougall Varnish Co., Ltd., The 59

Factory Products 14

Glidden Varnish Co. 55
Gutta Percha & Rubber Co.... Inside back cover

Hamilton Stamp & Stencil Works, Ltd. 81
Hendryx, Andrew B. ..... Inside back cover
Howland, H. S. 7
Hutton, Jas. 77

International Nickel Co., The.. 73

James Bros. 81
Jamieson & Co., R. C. 44

Kinzinger, Bruce & Co., Ltd... 81

Laidlaw Bale Tie Co. 65
Lamplough, F. W., & Co..... 81
Landers, Frary & Clark..... 2
Lewis Bros., Ltd..... 3
London Rolling Mills Co..... 73

Lufkin Rule Co..Inside back cover

Manitoba Engines, Ltd. 63
Martin, The L., Co. 65
McArthur, Irwin 53
McComb, J. H. 75
McDougall, R., Co. 63
Metallic Roofing Co. 13
Moore, Benjamin, & Co., Ltd.. 45
Morin, J. H., & Co..... 79
Morrison, James, Brass Co..... 14
Myers, F. E., & Bro..... 79
National Hardware Co. 81
Nicholson File Co. 10
North Bros. Mfg. Co. 8
Northern Bolt, Screw & Wire Co., Ltd. 63
Nova Scotia Steel & Coal Co.. 79

Oakey, John, & Sons 79
Ontario Oil & Turpentine Co.. 51
Otterville Mfg. Co. 77
Owl Metal Co., Ltd. 79

Parmenter, Bulloch Co., The... 81
Plewes, Ltd. 81
Pink, Thos., & Co. 12
Port Hope File Mfg. Co..... 75
Powerlight Co. 84
Prairie City Oil Co. 12
Pratt & Whitney 1
Progressive Mfg. Co. 75

Ramsay, A., & Sons 45
Renfrew Machinery Co. 13

Rideau Specialty Co. 77
Russell-Jennings Co. 77

Sharratt & Newth 73
Specialty Bag Co. 63
Stanley Rule & Level Co..... 14
Stanley Works 20
Starrett, L. S., & Co..... 18
Stark Rolling Mills Co..... 15
St. Mary's Wood Specialty Co. 79
Steel Bending Brake Co., of Canada, The 77
Steel Co. of Canada, Ltd..... 9
Steel Trough & Machine..... 81
Stephens, G. F., & Co..... 61
Stevenson, W. H. 81
Still Mfg. Co., J. H. 65

Taylor-Forbes Co. 49
Tallman Brass & Metal Co..... 82
Thompson, B. & S. H..... 65
Toronto Plate Glass Importing Co. 59
Trees, Samuel, & Co. 82

Victor Saw Works 5

Watson, John, Mfg. Co. 81
Western Wire & Nail Co..... 81
Wheeler-Bain 79
Wilckes-Martin-Wilckes Co. ... 81
Wilkinson & Kompass Co..... 82
Woods, Walter, & Co. 84
Wrought Washer Mfg. Co..... 84

Arctic Metal

QUALITY

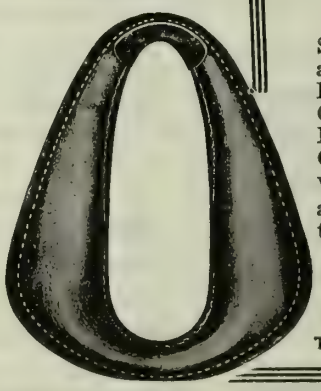
should be the first consideration when purchasing Babbitt Metal. Order Arctic Metal and satisfaction is assured.

"We guarantee what we make"

Tallman Brass & Metal Co.

HAMILTON, ONT.

WE SELL LANGFORD COLLARS



Imperial Brand Horse Collars

Style, Finish and Durability are special features of the Famous Imperial Brand Collars. The line includes Buggy, Team and Lumber Collars.

Write for our price-list. We are large manufacturers of these goods.

Samuel Trees & Co.
Limited
Toronto Whitby Winnipeg

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

ELECTROS

COULD YOU USE THIS?

It is yours, nicely mounted on a wooden block, for 20 cents post paid.

Write for our catalog of over 300 others

Hardware and Metal, 143-153 University Ave., Toronto

Wanted

SITUATIONS VACANT

WANTED.—RETAIL HARDWARE SALESMEN with 5 or more years' experience. Apply to Mills Hardware Co., Hamilton, giving age, salary and experience.

FOR SALE

THREE-DRAWER NATIONAL CASH REGISter for sale—good as new, $375.00. Address Box 74, Odessa, Saskatchewan.

FOR SALE—PERFECTION GLASS BOARD Lufkin, forty-two by sixty inches; in good order, ten dollars. La Compagnie Martineau, 135 Rue St. Joseph, Quebec.

FOR SALE—WELL ESTABLISHED HARDware, tinware and plumbing business in good Ontario farming district. Stock in good condition. Apply Box 488, Hardware and Metal.

SIX THOUSAND DOLLAR HARDWARE stock, in western town. Property for sale or rent. Investigate this splendid opportunity. Must sell quick owing to health. Box 489, Hardware and Metal.

STEEL BARS FOR SALE—250 TONS 1⅝ x ⅝, mill lengths, carbon .55/.70, all guaranteed first class material passed by Government inspection and of best forging quality. Inquire Canadian Billings & Spencer, Limited, Welland, Ont.

STORAGE TANK FOR SALE

LENGTH 16', DIAMETER 4', CAPACITY 1204 Imperial gallons. Made of ¼" boiler plate, in first class condition. E. S. Hubbell & Sons, Thamesville, Ont.

WELL ESTABLISHED HARDWARE BUSIness, choice residential section Toronto, for sale owing to ill health of proprietor. Will require at least three thousand cash payment, with security for balance. Box 491, Hardware and Metal.

IF YOUR HARDWARE BUSINESS IS FOR sale, who is more likely to buy it than a hardware man, be he merchant, clerk, or traveller? It is only hardware men who read Hardware and Metal, and a condensed advertisement in this paper offering your business for sale, will put you in touch only with the people who will be most interested.

UNDERWOOD TYPEWRITERS — MODERN visible machines equipped with such improvements as back spacer, bi-chrome ribbon, tabulator and automatic ribbon reverse. Five year guarantee. Sold for cash or payments. Free trial. Send for proposition to-day and save more than half regular price. Address, Arthur O. Secord Co., Limited, Dept. 2, Brantford, Ontario.

AGENCIES WANTED

CITY OF TORONTO AND DISTRICT—FIRSTclass firm of manufacturers' agents desire to represent manufacturers of gloves, mitts, wooden handles, wire goods or any lines kindred to the hardware trade. Address, in confidence, Box 492, Hardware and Metal.

This page is the logical place for anyone in the Canadian hardware trade to place his "condensed" advertisements if he wants anything that can be supplied by any other Canadian hardwareman.

Do you want a clerk or store manager?

Do you want a position as clerk or travelling salesman?

Do you want a traveller?

Do you want to sell or exchange your business?

Do you want to buy a hardware business?

Do you want to buy or sell any store equipment?

If so, sit down now, and draft an advertisement for Hardware and Metal's "Wanted" page, setting forth just what you want, and stating your needs or qualifications.

Such an advertisement will automatically seek out for you, the only people you want to reach—those who are actively engaged in selling hardware, in Canada.

The cost?

Trifling! Two cents per word for first insertion and one cent per word for each subsequent insertion of the same advertisement. Each figure is counted as a word, and a charge of 5 cents extra per insertion is made when Box Number is required. In this way the advertiser's name is kept confidential.

Copy for Condensed Advertisements should reach the Toronto office of Hardware and Metal not later than Thursday morning to catch the current week's issue. In order to save unnecessary correspondence and bookkeeping, please remit with copy, preferably by money order.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

GOOD STENOGRAPHERS ARE WHAT EVERY employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Ltd. Supplied by the trade throughout Canada (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

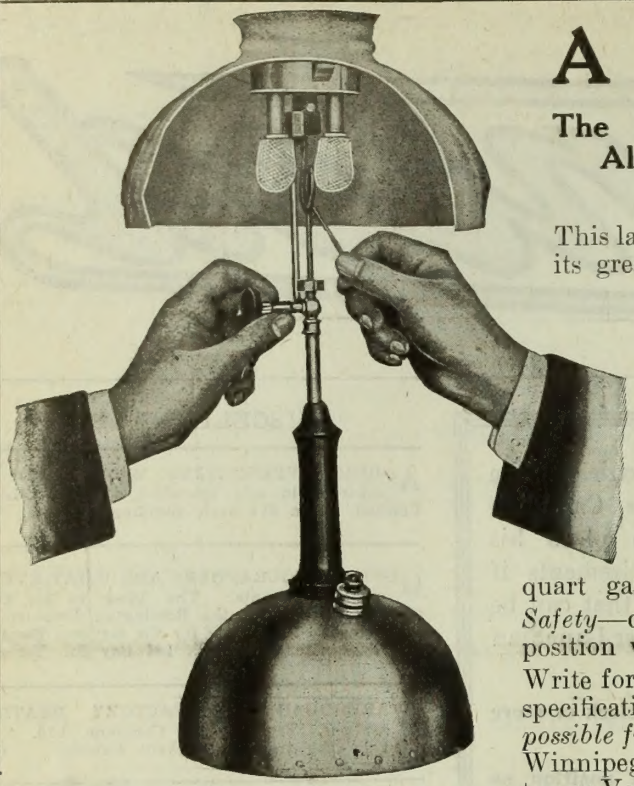
THE SUREST WAY FOR THE MANUFACturers' agent to connect with good live firms, is to tell the manufacturers who read Hardware and Metal, all about his ability to sell their goods. Try an advertisement on the Condensed Ad. Page of Hardware and Metal, under this heading.

WANT ADS.

If you want a buyer for your business, or have a situation to fill, or want a situation, send us a Condensed Advertisement. There is someone who is looking for a proposition such as yours. For two cents a word you can speak across the continent with a condensed advertisement in this paper.

TRY IT OUT

A QUICK SELLER!



Here is how it is lighted

The Lamp that threw the Alcohol Torch into the discard.

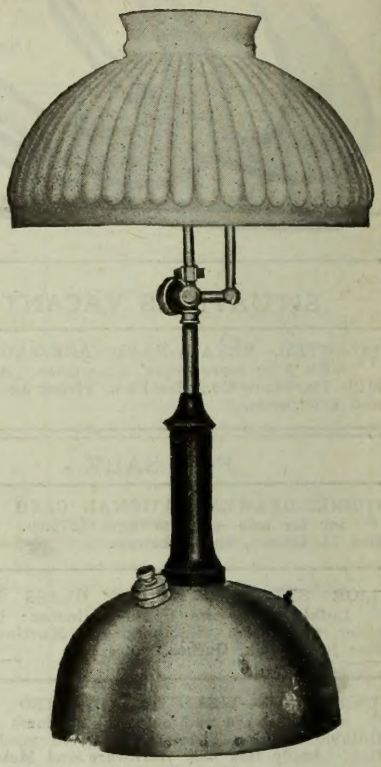
This lamp will sell quickly because of its great convenience and economy. Illustration on left shows the method of lighting the modern

"MATCH-O-LITE" LAMP

It needs no torch. Uses no alcohol. One match lights it. Burns for 15 hours on 1 quart gasoline. 300 candle power.

Safety—can be held in upside down position without fear or danger.

Write for circular giving styles and full specifications—then *order as early as possible from* your nearest wholesaler in Winnipeg, Saskatoon, Calgary, Edmonton or Vancouver and cover yourself for Fall and Winter requirements.



Here is the No. 119 Lamp

POWERLIGHT CO., 52 Gertie Street, Winnipeg

Wrapping Paper and Twines

BROOMS

First Cars 1917

Broom Corn

At Hand

Quality Goods may always be had by ordering our brands.

Walter Woods & Co.
HAMILTON and WINNIPEG

Wooden Ware Willow Ware Brushes

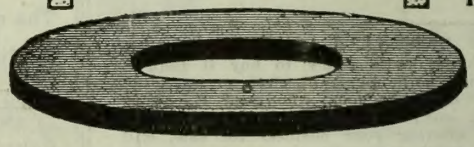
Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
MILWAUKEE, WIS.

If any advertisement interests you, tear it o ut now and place with letters to be answered.

"HENDRYX"

STANDARD STEEL AND BRASS CHAINS

MR. CHAIN USER: August, 1917.

For many years we have made a specialty of chain for manufacturer's use, and are well equipped for this business.

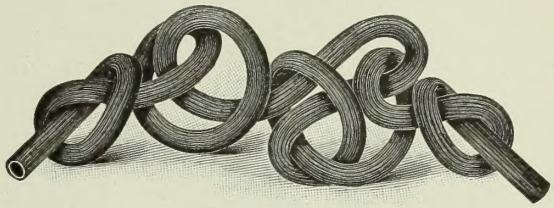
Our chain is made of special wire found by us to be best suited for the purpose. The links are well shaped, small and compact, making a heavy, strong chain.

A sample mailed to us of what you may need will be given immediate attention, and interesting prices quoted on any quantity.

Yours very truly,

The Andrew B. Hendryx Company, New Haven, Conn.

"Multiped"

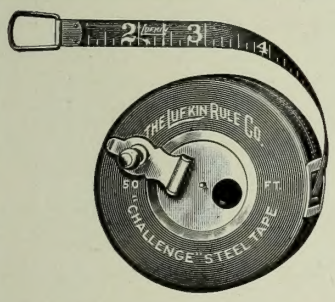


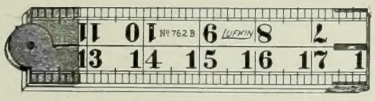
The Garden Hose That Doesn't Kink

A MOULDED, CORRUGATED HOSE OF EXTRAORDINARY STRENGTH, MADE IN LENGTHS OF ABOUT 500 FEET.

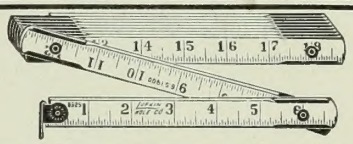
MANUFACTURED SOLELY BY **GUTTA PERCHA & RUBBER, LIMITED**

Toronto Montreal Fort William Winnipeg Regina Saskatoon Calgary Edmonton Vancouver





BOXWOOD RULES



SPRING JOINT WOOD RULES

MEASURING TAPES

On these lines

THE LUFKIN RULE CO. OF CANADA, LTD.

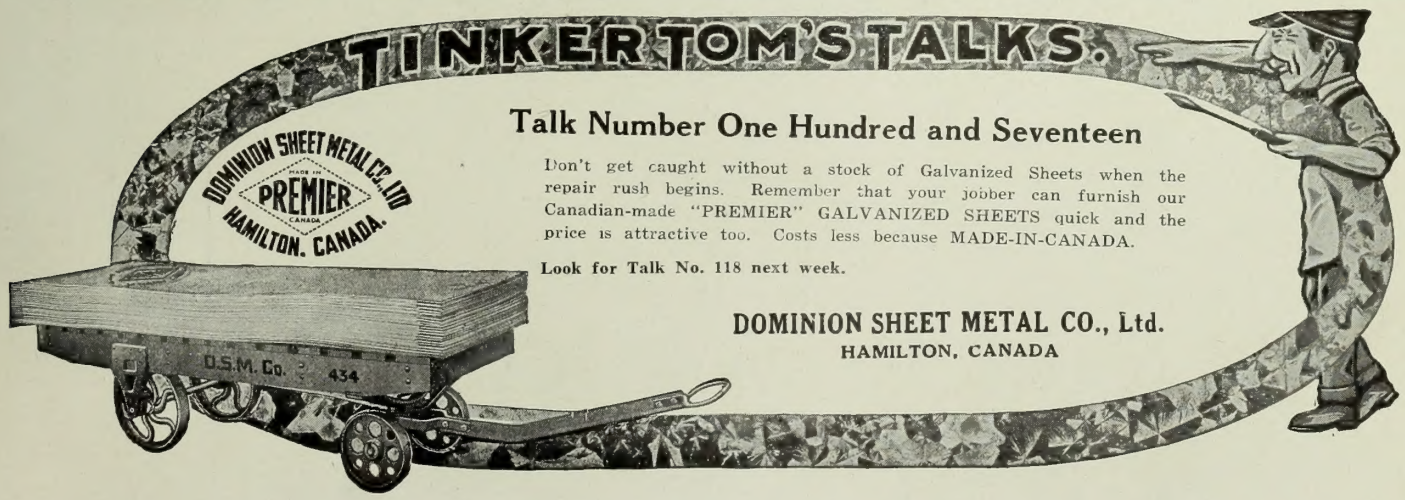
WINDSOR, ONT.

can give you the very best of service and satisfaction.

LUFKIN GOODS ARE WIDELY KNOWN AND HAVE THE HIGHEST REPUTATION FOR ACCURACY AND FAULTLESS SERVICE

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

TINKER TOM'S TALKS.



Talk Number One Hundred and Seventeen

Don't get caught without a stock of Galvanized Sheets when the repair rush begins. Remember that your jobber can furnish our Canadian-made "PREMIER" GALVANIZED SHEETS quick and the price is attractive too. Costs less because MADE-IN-CANADA.

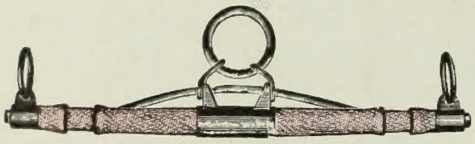
Look for Talk No. 118 next week.

DOMINION SHEET METAL CO., Ltd.
HAMILTON, CANADA

Help the Farmers Plough Deep

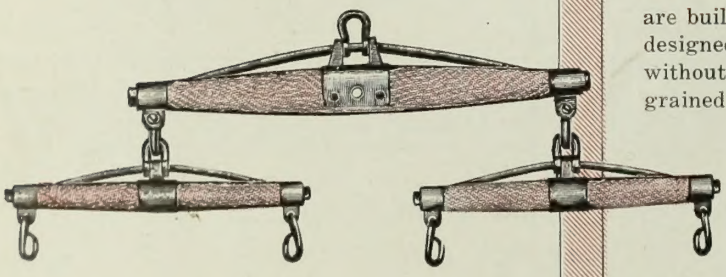
We must have record crops next season. Intensive cultivation is imperative. This means heavy, hard work.

Supply your customers with tools that will stand up and give service under maximum loads. Not the cheapest, but the best.



McKinnon Truss Rod, Whiffletrees and Neckyokes

are built on scientific engineering principles. They are designed like a bridge—to gain the greatest strength without excessive weight. The wood is clear, straight-grained stock of the toughest fibre. It is reinforced by our patented steel **Truss Rod** which takes the overload. It acts as a bow, allowing the wood to spring—no sore shoulders even with the heaviest work.



Write for prices.

IMMEDIATE SHIPMENTS FROM STOCK

McKINNON DASH COMPANY

St. Catharines, Ont.